



CERTIFIED INTERNATIONAL PROPERTY SPECIALIST (CIPS) INSTITUTE

IN 2018 FOREIGN BUYERS SPENT \$121 BILLION ON PROPERTIES IN THE UNITED STATES!

Global real estate opportunities are everywhere. People move to the U.S. from other countries. Foreign-born individuals residing in the U.S. move to new areas or purchase their first home. Many native-born Americans are interested in purchasing a rental property overseas or may want to retire overseas. No matter which market you are serving, NAR's Certified International Property Specialist (CIPS) designation will provide you with the knowledge, research, network and tools to globalize and expand your business.

If you want to take your business to the next level, please join the Maryland REALTORS® Global Business Committee, Greater Capital Area Association of REALTORS® (GCAAR) and the Women's Council of REALTORS® - Maryland at the CIPS Institute this fall!

With Instructor: **Azizali Kanjee, FRI, CIPS, CBC, REI, AMP**
President/Broker of IPB Realty & Finance Inc

Schedule:

- October 7, 2019: Global Real Estate: Local Markets
- October 8, 2019: Global Real Estate: Transaction Tools
- October 9, 2019: Asia/Pacific & International Real Estate
- October 10, 2019: Europe & International Real Estate
- October 11, 2019: The Americas & International Real Estate

Date: October 7-11, 2019

Location: Greater Capital Area Association of REALTORS® (GCAAR)
15201 Diamondback Drive, Rockville, MD 20850

Time(s): 8:45-4:30pm each day

CIPS Institute Registration Fees:

- Member Price: (Full 5 days) \$250 (Per Day) \$75/class
- Non-Member Price: (Full 5 days) ... \$300 (Per Day) \$85/class
- Already Certified Refresher Class: ... \$100 Fiat Price - select all or specific class at same price

Register on-line: <https://www.mdrealtor.org/Events/Featured-Events/2019-CIPS>

or fill out registration form and fax/email to:

Fax (443) 716-3510 Brenda.royce@mdrealtor.org

CO-SPONSORS



AGENDA

OCT 7TH ● **Global Real Estate: Local Markets**

This introductory course offers you an overview of the international real estate business environment, including capital flow, currencies, government regulations and cultures. Topics such as international brokerage, networking, marketing, and selling will also be discussed.

You must take this course before taking any other CIPS courses. Upon completion of this course, you will receive elective credit towards the ABR and CRS designation (applies to U.S. members only).

OCT 8TH ● **Global Real Estate: Transaction Tools**

This course provides you with the tools needed to present investment information to international clients—in their currency and area. You will learn how to measure investment performance, prepare financial projections, and understand the effects of taxes and exchange rates on investment.

OCT 9TH ● **Asia/Pacific & International Real Estate**

This course introduces real estate professionals to the basic skills and knowledge necessary to facilitate international transactions with Asian clients. The course benefits both experienced real estate professionals as well as those just getting started.

OCT 10TH ● **Europe & International Real Estate**

This course introduces real estate professionals to the basic skills and knowledge necessary to facilitate international transactions with European clients, and is designed to benefit both experienced real estate professionals as well as those just getting started.

OCT 11TH ● **The Americas & International Real Estate**

This course offers students practical information on working with regions of the Americas and provides historical and cultural influences, regional relationship, and investment opportunities from that region. It is designed to benefit both experienced real estate professionals as well as those just getting started.

REGISTRATION

First Name: _____

NRDS ID: _____

Last Name: _____

Real Estate License Number: _____

Email: _____

Full Series

- Member \$250
- Non-Member \$300
- Already Certified (Refresher) \$100

Phone: _____

Address: _____

Individual	Member	Non-Member
<input type="checkbox"/> Oct 7, 2019: Global Real Estate: Local Markets	\$75	\$85
<input type="checkbox"/> Oct 8, 2019: Global Real Estate: Transaction Tools	\$75	\$85
<input type="checkbox"/> Oct 9, 2019: Asia/Pacific & International Real Estate	\$75	\$85
<input type="checkbox"/> Oct 10, 2019: Europe & International Real Estate	\$75	\$85
<input type="checkbox"/> Oct 11, 2019: The Americas & International Real Estate	\$75	\$85

City: _____

Total: _____

State: _____ Zip code: _____

If paying by credit card, FAX form to 443-716-3511.

All others, mail to: Maryland REALTORS®, 200 Harry S Truman Parkway, Suite 200, Annapolis, MD, 21401.

Check made payable to Maryland REALTORS®

VISA MASTERCARD DISCOVER AMEX

Card Number: _____ Exp _____ Date: _____ CVV: _____

Cardholder's Name: _____

In lieu of my credit card imprint, I _____ (name of cardholder) hereby authorize Maryland REALTORS® to use my credit card information to pay for the above registration in the amount of \$ _____.

Cardholder Signature: **X** _____ Date: _____

Failure to complete any of the above required fields will result in the form being returned.