



**Nov. 18, 19, 20, 21, 22 (2019)**

Monday through Friday

**8:30 a.m. - 5 p.m. daily**

8 a.m. - registration and networking

8:30 a.m. - class begins

**NEFAR - The Resource Center**

7801 Deercreek Club Rd., Jacksonville, FL 32256

## Instructor - Joanne Chando

Putting her 35-plus years of real estate experience into action, Joanne Chando has engaged audiences across the country. Holding nearly 20 designations and certifications, she admits to being a proud education junkie. In 2018, she was chair of Florida Realtors Education Programs and sat on NAR's Professional Development Committee. She has racked up accolades including Florida Realtors 2015 Educator of the Year, plus 2014 Broker of the Year at her former association. She's a member of the National Speakers Association and likes to say, "If you're laughing, you're learning!"

## CIPS Designation Requirements

- ◆ You must complete the *two core courses and three electives*. Each class has an open-book, multiple choice exam that you must pass.
- ◆ Both core courses and three electives are offered during this CIPS Institute.
- ◆ All five courses must be completed within two years.
- ◆ Additional details, requirements, and a CIPS application are available at:  
[REALTOR.ORG/GLOBAL/CIPS/EARN\\_CIPS\\_REALTOR](http://REALTOR.ORG/GLOBAL/CIPS/EARN_CIPS_REALTOR)

Onsite assistance for the CIPS designation application process will be provided at NEFAR's CIPS Institute.

## Accelerate your business with CIPS and stand out globally!

The CIPS designation is the only one of its kind in real estate. It is synonymous with advanced expertise, a global perspective and distinct understanding of a global buyer. The CIPS designation has powerful brand recognition, with designees in nearly 60 countries.



**\$153 billion ...** That's how much residential real estate was purchased by foreign buyers and recent immigrants between April 2016 and March 2018, according to the National Association of Realtors' 2017 Profile of International Activity; a 49% jump from 2016. The Profile noted that an influx of Canadian buyers pushed foreign investment in U.S. residential real estate to an all time high. Overall, 284,455 U.S. properties were bought by foreign buyers - up 32% from 2016. Nearly half of all foreign sales were in Florida, California and Texas.

## Monday, Nov. 18: Local Markets

**Mandatory core course - must be taken prior to any other CIPS course.**

Local Markets introduces you to the specialized dimensions of international practice and creates an awareness of:

- globalization of economies
- international capital flow
- effects of currency exchange on transactions
- U.S. regulation of inbound investment
- cross-cultural relationships
- marketing and business planning
- roles and expectations in international transactions

## Tuesday, Nov. 19: Transaction Tools

**Mandatory core course.**

Learn about foreign markets, the metric system, tax laws, visa regulations, and currency fluctuations from offer to closing.

## Electives

**Wednesday, Nov. 20: Europe and International Real Estate**

**Thursday, Nov. 21: Asia / Pacific and International Real Estate**

**Friday, Nov. 22: The Americas and International Real Estate**

# 2019 CIPS Institute

LIGHT LUNCH INCLUDED ALL DAYS.  
EACH CLASS OFFERS SEVEN HOURS  
FLORIDA CE CREDIT.

## COURSE OPTIONS AND PRICING

### FULL INSTITUTE (ALL FIVE DAYS)

COST THROUGH SEPT. 30, 2019

\$509 - NEFAR member

\$539 - non member

COST AFTER SEPT. 30, 2019

\$529 - NEFAR member

\$559 - non member

### INDIVIDUAL CLASSES (PRICES PER COURSE)

COST THROUGH SEPT. 30, 2019

\$120 - NEFAR member

\$125 - non member

COST AFTER SEPT. 30, 2019

\$130 - NEFAR member

\$135 - non member

NOV. 18: LOCAL MARKETS

NOV. 19: TRANSACTION TOOLS

NOV. 20: EUROPE AND INTERNATIONAL

NOV. 21: ASIA/PACIFIC AND INTERNATIONAL

NOV. 22: THE AMERICAS AND INTERNATIONAL

## VISIT NEFAR.COM TO REGISTER FOR THE FULL INSTITUTE.

To register for individual  
courses or for more  
information, contact  
[Education@NEFAR.org](mailto:Education@NEFAR.org)  
(904) 394-9140 or  
(904) 394-9143.

**REFUND POLICY**  
EMAIL CANCELLATION  
REQUEST (NO VERBALS) A  
MINIMUM OF FOUR BUSINESS  
DAYS PRIOR TO THE  
COURSE START DATE TO  
[CFOLEY@NEFAR.ORG](mailto:CFOLEY@NEFAR.ORG).  
PAYMENTS MADE BY CREDIT  
CARD WILL APPEAR ON YOUR  
STATEMENT AS REALTOR  
E-COMMERCE NETWORK.

You may substitute ONE of the  
electives below for ONE of the  
electives listed on opposite page.

- ◆ AHWD: At Home With Diversity
- ◆ CRS 200: Business Planning and  
Marketing for the Residential Specialist
- ◆ CRS 204: Creating Wealth Through  
Residential Real Estate Investments
- ◆ CCIM: Residential Real Estate  
Financial Analysis

## Get To Know Your Class Members!

Tuition includes lunch each day and a networking social on  
Tuesday, Nov. 19, 2019 from 5 p.m. - 6:30 p.m.