

CRGAR/Costa Rica Welcomes You! 2020 CIPS Institute – Costa Rica



Coastal View from Mar Vista Development, Flamingo, Costa Rica

10th Consecutive Year on the Beach in Costa Rica!
August 3-9, 2020

Sponsored By:

Costa Rica Global Association of REALTORS®

Aug 1/2 – Vacation Weekend Before CIPS

Aug 3– Development/Listing Tours from Hotel

Aug 4-8 – CIPS Institute in Beachfront Hotel

NOTE: Events after August 8, 2020 are not affiliated with or sanctioned by NAR/CIPS

Aug 9 – Costa Rica Reunion for CIPS Designees, Celebrate 10th Year Milestone

Aug 10/11 – CRGAR Real Estate Agent Training – Available to CIPS Attendees

Costa Rica is now a top tropical location for vacation and REALTOR® education!

Attend required and elective courses for the CIPS (Certified International Property Specialist) Designation from the National Association of REALTORS® (NAR). International real estate opportunities are everywhere and the CIPS Designation will provide you with the knowledge, research, network, and tools, to globalize your business! **Learn more about Costa Rica** for vacation, investment, retirement, and your own dreams while you work toward your CIPS Designation. Take advantage of this professional opportunity on the Guanacaste Gold Coast to stay longer to enjoy the beaches, volcanoes, wildlife, surf lessons, ocean sports, and all the good karma in our cherished country! (Free travel planning assistance, too)

Ocean View from "The 360" Development, Flamingo, Costa Rica

Global Real Estate Leaders

Benefits of Attending the Costa Rica CIPS Institute

- Exchange global professional experience/insights
- Develop individual business relationships with attendees
- Understand the resources and reach of the CIPS network
- Visit a top, global, vacation and investment destination

Benefits of Having the CIPS Designation

- Exclusive network of over 4500 CIPS members in 50 countries
- Market yourself as a CIPS Designee. Offer international real estate expertise to diverse international communities in your local market



The CIPS Program

Who are Certified International Property Specialist (CIPS) designees? They are professionals who, as individuals, 1) have practical experience in global real estate transactions, 2) have completed the CIPS course requirements, 3) have submitted an application confirming additional experience and qualifications, and 4) received their final approval to display the CIPS Designation credential from NAR.

The Institute is a focused 5-day program, administered by NAR (National Association of REALTORS®) that incorporates the vital elements of transnational transactions. Attendees study currency and exchange rate issues, cultural exchange factors, regional market conditions, investment performance, and tax and legal issues.

The CIPS education is valuable to a wide variety of professionals including U.S practitioners, non-U.S. practitioners, lenders, developers and Association Executives. CIPS designees enjoy CIPS Network membership privileges, international marketing and research services, as well as peer events.

The CIPS Path to Achieving the Designation

Education: You must complete 2 core courses, and 3 elective courses (below).

Core Courses

- a) NAR - Global Real Estate: Local Markets (1 day)
- b) NAR - Global Real Estate: Transaction Tools (1 day)

Elective Courses

- d) NAR - Europe & International Real Estate (1 day)
- e) NAR - Asia/Pacific & International Real Estate (1 day)
- f) NAR - The Americas & International Real Estate (1 day)

Designation Application: After completing your CIPS courses, you must submit a designation application documenting experience in international transactions. The application helps you identify 100 points required to earn the CIPS Designation and will be available at the Institute. Points can be earned by speaking other languages, possessing additional NAR designations, attending international conferences and seminars, and completing international transactions. Transactions must involve other cultures or countries and can include sales in your local market.

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CIPS Courses in Costa Rica:



Core Courses:

Global Real Estate: Local Markets: Tuesday, August 4, 2020- This offers 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.

Lunch Speaker: Immigration Consultant, After Class Happy Hour

Global Real Estate: Transaction Tools: Wednesday, August 5 2020 - This provides the tools 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.

Lunch Speaker: Attorney, After Class Development Tour

Coastal View of World-class surf break, Pavones, Costa Rica

Electives: Take All Three

Europe and International Real Estate: Thursday August 6, 2020- This provides insights to working with clients in Western and Central Europe. Topics include: the European Union and its impact on international real estate, economic and real estate trends, networking and relationship building, and marketing and selling practices.

Lunch Speaker: Insurance Broker, After Class Development Tour

Asia/Pacific and International Real Estate: Friday, August 7, 2020 - This addresses real estate practices in Asia and the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities. A chapter on working with the Japanese is included.

Lunch Speaker; Property Management & Vacation Rental Company, After Class Development Tour

The Americas and International Real Estate: Saturday, August 8, 2020 - This offers you practical information on working with Caribbean, North, Central, and South American investors. Historical and cultural influences, regional relationship, and investment opportunities are covered along with a special focus on Mexico.

Lunch Open, After Class Graduation and CRGAR Cocktail Party

The Instructor: Maurice Hampton, with assistance by Patsy Wyant

Teaching Philosophy: Ripples of Change - I come from a diverse family, a group of individuals who value community service. By helping each other and those around us—even with the smallest of efforts—we can facilitate enormous change. One small act of grace—one moment of mentorship—is like a stone tossed into a pond: the changes it creates ripple outward, filling the pond.

I employ the same approach in my teaching. Whether in a workplace setting where I am mentoring an individual, or in a classroom setting where I am



2020 Costa Rica CIPS Institute Location Flamingo, Costa Rica



**Conference Center
Margaritaville Beach
Resort**

Flamingo Welcome Center

Playa Flamingo

For Preferred Rate Accommodations :
(vacation rental condos and hotel rooms)

Email: crgarrealtors@gmail.com

Phone: 011-506-8708-6657

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Aerial View of Flamingo Downtown, North Ridge, Marina

Join Our Attendees from All Around the World!



**Events Planned Around the CIPS
Institute Class Schedule Include:**

Networking
Guest Speakers
Listing/Development Tours
Dinner at Local Restaurant Favorites
Graduation Party
Beach/Pool Time, Tourist Activities

Come Early and Stay After CIPS!

**Join Our Members, Sponsors, Community, for Fun!
Start or Conclude a Costa Rica vacation, or Celebrate
your Costa Rica Return with Our 2020 Institute!**

August 3:

Pre-CIPS Area Familiarization

August 8/9

Post-CIPS Alumni Reunion

2020 Attendees – Take Extra Time in Costa Rica!

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For Our International Guests



Don't Forget These!



MAP OF COSTA RICA



Pacific Heights to Playa Flamingo and Playa Conchal

Before You Leave Home!

Passports

Required, must be valid for at least 6 months from arrival

Money

US Dollars accepted freely, bring nothing bigger than \$20's

Visa or MasterCard preferred

Traveler's checks discouraged, may be refused

Rental Cars

May not be necessary for entire visit, Rent by day at resorts

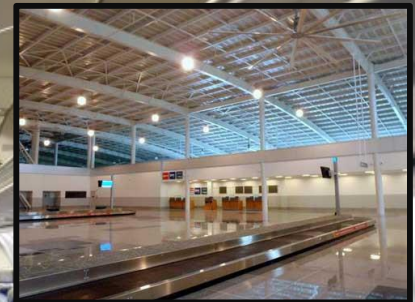
Very large "hold" put on credit card at pickup (\$1500-\$3000)

Buy the insurance, even if you have credit card-based coverage

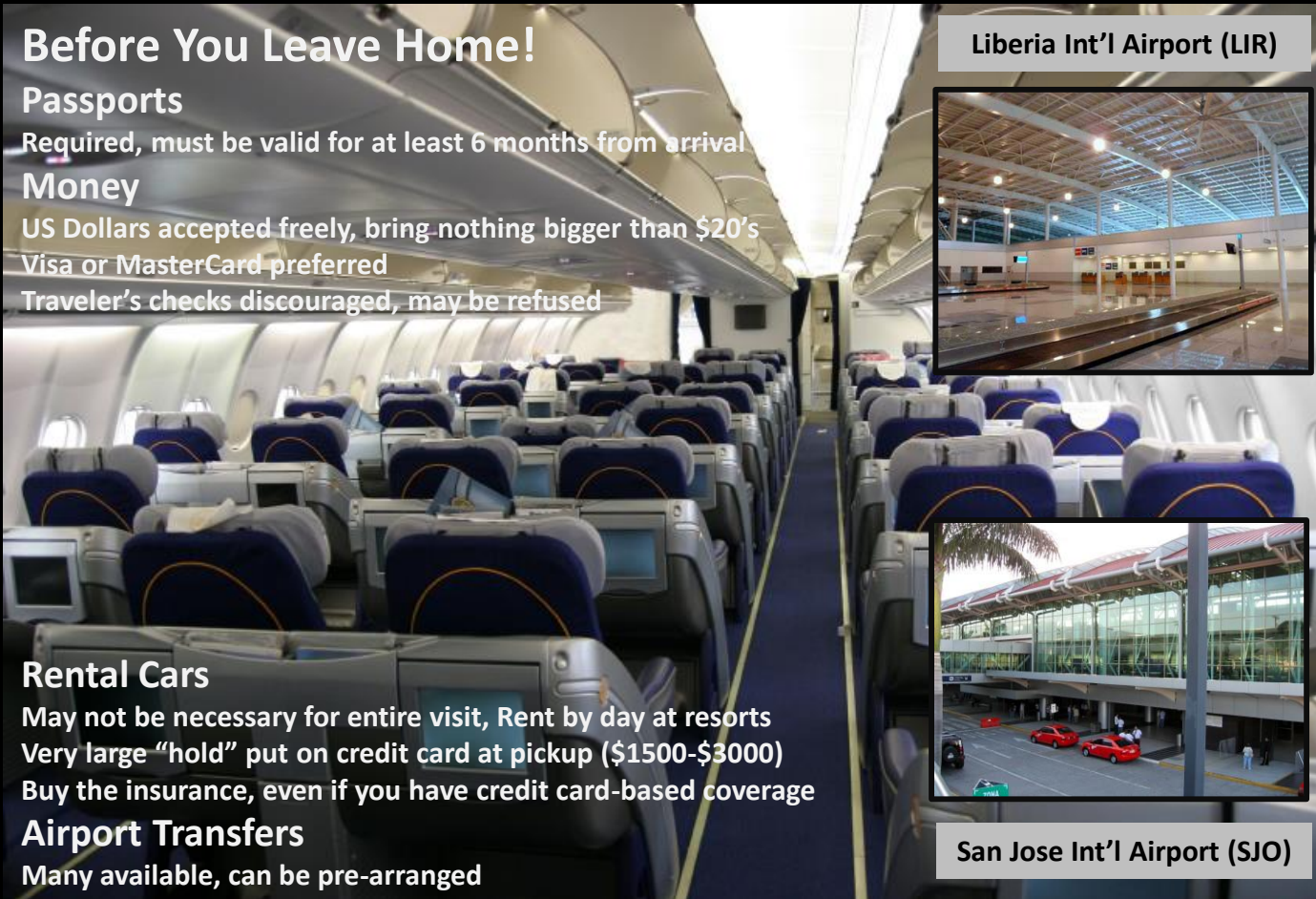
Airport Transfers

Many available, can be pre-arranged

Liberia Int'l Airport (LIR)



San Jose Int'l Airport (SJO)



Travel Tips - Page 1

(Please note that travel information is a courtesy of CRGAR and not provided by NAR or the CIPS Program. Contact CRGAR for assistance – crgarrealtors@gmail.com)

HOST HOTEL INFORMATION

There are a range of hotel rates from \$55-\$250+ per night, depending on the amenities and location you prefer. Most hotels are walkable to the Margaritaville Beach Resort where the classes will be held. If you are bringing your family, or traveling with colleagues, you may want to consider a vacation rental condo.

We do have a special CIPS promotional rate with the **Margaritaville Beach Resort**. In order to reserve the special CIPS rate, you need to email me with your credit card to guarantee the room and I can reserve the room.

Margaritaville CIPS Room Rate 2020

Double Room is \$215.00 USD per night,
includes breakfast,
Additional 13% sales tax applies

OTHER HOTELS IN PLAYA FLAMINGO AREA:

Walkable:

Margaritaville Beach Resort- <https://www.margaritavillebeachresortcostarica.com/>

Hotel Mariner Inn-<http://marinerinn.com/>

Paradise Flamingo Beach Hotel and Casino- <http://www.paradiseflamingobeach.com/> **(Up Hill)**

Likely Need Cab/Ride:

Guanacaste Lodge-<http://www.guanacastelodge.com>

Casas Del Toro-<http://flamingo.casasdeltoro.com/>

Bahia Del Sol Hotel-<http://www.bahiaelsolhotel.com/>

Villas Casa Lomas-<http://www.villascasaloma.com/>

****Please check with some of the discount hotel companies such as Trivago, Expedia, Air B&B or Booking.com, Hotels.com, and VRBO. Sometimes they will have lower rates than the hotel sites and condos.****

Travel Tips - Page 2

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CONDO RENTALS IN PLAYA FLAMINGO

Blue Water Properties

<http://bluewaterpropertiesofcostarica.com/category/costa-rica-rentals/tamarindo/>

-Offering a 15% discount on most of their properties located in Flamingo

Special Places of Guanacaste

<http://www.specialplacesofcostarica.com/>

AIRPORT AND TRANSFER

The airport you would need to fly into is called Liberia Airport (LIR). Playa Flamingo is about 50 minutes from the airport. San Jose (SJO) is about 4 hours away and requires a private shuttle to get to Playa Flamingo.

Taxi service from Liberia Airport (LIR) normally costs about \$80.00. Another alternative is using Eco Trans Shuttle and Tours. They transport you in a 12 passenger van with AC. They will pick you up at the airport and deliver you to your hotel or condo. The price is \$25 per person to \$60 per person depending on how many people are in the van. Here is their website if you would like to reserve:

<http://www.ecotranscostarica.com/>

IF YOU ARE FLYING INTO SAN JOSE, there is a shuttle service called Interbus. They will pick you up at the airport and take you to your hotel in Flamingo. They transport you in a 12 passenger van with AC. Here is their website if you would like to reserve or check the prices: <https://www.interbusonline.com/> . There is also a commuter airline that flies between San Jose and Tamarindo. Be advised though they have a 35 pound luggage limit. The airline is called Sansa. Their website is <http://flysansa.com/en/#.WxWUsgvzIU> . Tamarindo is about a 20 minute cab ride to Flamingo.

Our 2020 Annual Sponsors Keep CRGAR Teaching, Helping, Growing, and Showing Costa Rica to the World!



COSTA RICA GLOBAL ASSOCIATION OF REALTORS 2020



Across Borders School of Real Estate



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