

# CIPS Institute: Tamarindo, Costa Rica

*Sponsored By:*

**Costa Rica Global Association of REALTORS®**

*Supported By:*

**Eastern Bergen County Board of REALTORS®**

**Keller Williams Global Property Specialist Program**



**Certified International Property Specialist**  
National Association of REALTORS® Designation  
July 6-10, 2015, David Wyant, Instructor



# Your Costa Rica CIPS “Designation Vacation”

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 earn your CIPS Designation. Take advantage of discounted CRGAR/CIPS sponsor accommodations 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)

## 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 one of the top vacation and foreign investment destinations in the world

### Benefits of Having the CIPS Designation

- Exclusive network of over 2000 CIPS members in 50 countries
- Market yourself as a CIPS Designee

Offer international real estate expertise to diverse international communities in your local market

- Expand your success: A recent NAR study revealed that REALTORS® with a CIPS designation can increase their business by at least 20%



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# The CIPS Program

**Who are Certified International Property Specialist (CIPS) designees?** They are professionals who, as individuals, have both practical experience in global real estate transactions and have successfully completed the CIPS Institute.

**The Institute is a focused 5-day program, administered by NAR (National Association of REALTORS®) Global**, 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 the pre-requisite course, 1 of 2 core courses, and 3 out of 7 elective courses (below), and pass the examination given at the end of each course. To pass a course exam, you must earn a correct score of 80% or better. Calculators are required.

### Pre-requisite - Mandatory

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

### Core Courses – 1 of 2 Required

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

c) NAR - The Business of U.S. Real Estate (1 day)

### Elective Courses – 3 of 7 Required

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)

g) NAR - At Home with Diversity (1 day)

h) CRS 200 - Business Planning & Marketing for the Residential Specialist

i) CRS 204 - Creating Wealth through Residential Real Estate Investments

j) CCIM - Residential Real Estate Financial Analysis



**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 - Offered in Costa Rica:

## Pre-Requisite:

**Global Real Estate: Local Markets: Monday, July 6, 2015** - 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.

## Core:

**Global Real Estate: Transaction Tools: Tuesday, July 7, 2015** - 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.



## Electives: Take All Three

**Europe and International Real Estate: Wednesday, July 8, 2015** - 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.

**Asia/Pacific and International Real Estate: Thursday, July 9, 2015** - This addresses real estate practices in Asia and the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities. An extra chapter on working with the Japanese is also included.

**The Americas and International Real Estate: Friday, July 10, 2015** - 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.

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# The Instructor: David Wyant

CIPS, GRI, ABR, CRS, SRS, SFR, RSPS, SRES, e-PRO, AHWD, GREEN, TRC, CNE, CDEI

National Association of REALTORS' International Instructor of the Year 2012 & 2009

David brought his extensive international business expertise to the Real Estate industry in 1999 after twenty-six years of successful employment with IBM. He retired after serving as an International Director for the Europe, Middle East, Africa, and Asia/Pacific organizations. He has bought, sold and leased property internationally, has lived in Paris and London and worked in more than 35 countries.

He is Broker/Owner of Wyant Realty International and a faculty member of the Florida Realtors. As a member of NAR's International Faculty, he teaches NAR's Designation and Certification curriculums around the world.



## 2015 Costa Rica CIPS Institute Location: Tamarindo, Costa Rica



Playa Langosta



Class Conference Center



Tamarindo Welcome Center

## Playa Tamarindo

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

Email: [crgarrealtors@gmail.com](mailto:crgarrealtors@gmail.com)

Phone: 011-506-8708-6657





# For Our International Guests



Don't Forget These!



## MAP OF COSTA RICA

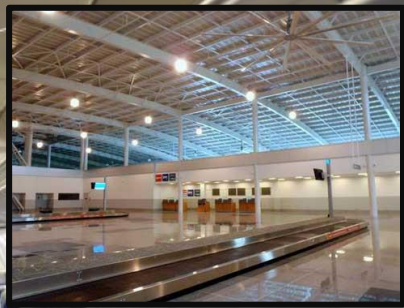


Pacific Heights to Playa Flamingo and Playa Conchal

## 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

## Liberia Int'l Airport (LIR)



## 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



## San Jose Int'l Airport (SJO)



# After the CIPS Institute Concludes.....Plan to Stay CRGAR's FUN & FUNDraising Weekend!

Fri, July 10

## 5PM Sunset Cocktail Party!

Tamarindo Restaurant/Club Location, Walkable from CIPS Institute

Sat, July 11

## 7:30AM Charity Golf Tournament!

Private, Robert Trent Jones-Designed, 18 Hole Course at Reserva Conchal

## 1PM Beach Club Luncheon!

Stunning Reserva Conchal Beach Club

## Join Our Members, Sponsors, Community, for Fun!

Raffles, Live Auction, Awards, Sponsor Recognition, Beneficiary Support  
Details Available April 1, 2015

**Weekend Sponsors**

- ANNUAL CHARITY Golf TOURNAMENT
- Immigration experts
- VRT
- BOLE WATER
- BLP
- Pangas BEACH CLUB
- RESERVA CONCHAL
- Laguna Azul Real Estate
- Armed Malena

**Thank You for Your Support!**

**Golf Course Hole & Tee Sponsors**

- Nail's Window Treatments
- RPM
- Adobe
- FLORIDA
- FACE & COMAS, Sergio Solera
- NLS
- Flamingo Beach Resort
- MARK VISTA
- PROXIO
- CRYSTAL SANDS
- LSD Architects
- COLOMBIA BARRIOS
- RESERVA CONCHAL
- WINDMILL
- RE/MAX OCEAN SURF
- MIAD BROWN

**Golf Achievement Sponsors**

- RE/MAX Ocean Village
- Preferred Associates Realty
- SMS Business Consulting Costa Rica