

\$104 BILLION IN GLOBAL BUYER U.S. SALES VOLUME

DID YOU GET YOUR FAIR SHARE?

International real estate opportunities are everywhere.

Foreign investors and buyers continue to purchase in the U.S. because they see the U.S. as a stable and secure destination. Plus, more and more U.S. citizens are looking overseas and south to the Caribbean, Mexico, Central and South America for vacation homes, rental income properties and places to settle during retirement.

The N.A.R. Certified International Property Specialist (CIPS) designation will help you uncover and tap into the global opportunities in your local market and teaches you the skills to serve this growing buyer group. Whether the buyers are from another country, or just another county, discover the global opportunities available.

Start the designation process with these two courses and you'll be on your way to earning more money and closing more deals with the coveted and exclusive N.A.R. CIPS designation.



SATURDAY, MARCH 11 & SUNDAY, MARCH 12
8:30 AM - 4:30 PM

SHERATON GRAND PHOENIX, 340 NORTH 3RD STREET, PHOENIX, AZ 85004

LOCAL MARKETS

\$80 Full Day

Continental Breakfast

This 1st of 5 classes in the CIPS series delivers an overview of the international real estate business environment, including how to work with global buyers, understanding cultural literacy for business, adapting your core real estate skills to build confidence in serving the global consumer and real estate market and utilizing social media to build your network.

ASIA/PACIFIC AND INTERNATIONAL MARKETS

\$80 Full Day

Continental Breakfast

From the west coast and across to the east coast, buyers from the Asia/Pacific region accounted for 35% of all international home purchases in the U.S., with China (Peoples Republic of China, Hong Kong and Taiwan) topping the list at \$28.6 Billion and India at \$7.9 Billion. This course addresses real estate practices in Asia/Pacific with an emphasis on cultural influences and economic trends in China, Japan, India and the Philippines.

Click **HERE** to register



BERKSHIRE HATHAWAY
HomeServices