

# Minimize Risk, Maximize Potential

Refer local buyers with peace of mind. Join a referral network of 3,500 professionals which spans 45 countries.

Foreign investment in real estate continues to surge around the globe. Knowledge and preparation are essential when working with this lucrative buyer group.

In this five-day CIPS Institute, you will learn the critical aspects of international real estate transactions, including:

- Globalization of economies
- International Capital flow
- Marketing and business planning strategies
- Roles and expectations in international transactions
- Unique business and cultural practices of multiple countries



# CIPS

**SOUTH  
COUNTY**

**Certified International Property Specialist**

**5-Day Institute Dates:**

Monday, April 17 through  
Friday, April 21, 2017

**Times:**

8:00 AM - 5:00 PM except on April 19th  
April 19th hours will be 10:30 AM - 7:30 PM

**Location:**

PSAR South County, 880 Canarios Ct.,  
Chula Vista, CA 91910

**Cost:\***

\$375 per person before March 20th;  
\$575 after March 20th.

**Instructor:**

Furhad Waquad, REALTOR®, CIPS, ABR, CRS, CRI,  
SFR, BPOR, TRC

**Registration:**

[www.psar.org/cips](http://www.psar.org/cips)  
or call PSAR at 619-421-7811

\*In the event of course cancellations, PSAR and NAR are not responsible for non-refundable travel or lodging expenses incurred by students.

