

Expand your business, go global!!



certified international property specialist

Honolulu Board of REALTORS
Holomua Room
1136 12th Ave., 2nd Floor
8:00 a.m. check-in

8:30 a.m. to 5:00 p.m. Course
Instructor: David E. Wyant

Tuition: \$200/course, \$850 full week
HIREC Members: \$180/course,
\$800 full week

Additional \$10.00/Course for CE credits.
Deadline: August 14, 2017
Courses pending Hawaii elective CE credits.

Brought to you by:



Stand out globally! The CIPS Designation is the only one of its kind in the real estate community. It is recognized for its advanced expertise, an international perspective and distinct understanding of a global buyer, and comes with powerful brand recognition with designees in nearly 60 countries.

Take all 5 courses and all your education requirements will be completed for the CIPS designation

August 21, 2017
Global Real Estate: Local Markets
Pre-requisite course

August 22, 2017
Global Real Estate: Transaction Tools
Mandatory course

August 23, 2017
Asia/Pacific and International Real Estate
Elective

August 24, 2017
Europe and International Real Estate
Elective

August 25, 2017
The Americas and International Real Estate
Elective

See backside of this flier for course descriptions.

Deadline: August 14, 2017

Registration does not include any meals.

Hawaii International Real Estate Council
1259 A'ala St., #300
Honolulu, HI 96817
(808) 733-7060, ext. 0
Fax: (808) 737-4977
HIREC@hawaii Realtors.com

Refund Policy: Partial refunds will be given on cancellations received by August 14th.

Mahalo to our venue host:



Register me for the CIPS Courses

Name: _____ Designations: _____

Company Name: _____

Co. Address: _____
Street No. Suite No. City State Zip

Nickname for badge: _____ Phone: _____

Email: _____

- 8/21: Local Markets
- 8/22: Transaction Tools
- 8/23: Asia/Pacific
- 8/24: Europe
- 8/25: Americas

Make checks payable to: HIREC

Call me so I can pay with a credit card.

Amount to charge: \$ _____ Add \$10.00 /course for CE 6 Elective CE credits/course.

CIPS Course Descriptions:



August 21, 2017 • Global Real Estate: Local Markets (Pre-requisite course)

This course introduces real estate professionals to the basic skills and knowledge necessary to facilitate international real estate transactions. This course clearly outlines the global business opportunity within all local markets and points to the resources needed to pursue it.

August 22, 2017 • Global Real Estate: Transaction Tools (Mandatory course)

This course gets down into the “nitty-gritty” of an international transactions. It will cover the fundamentals of real estate transactions that vary from country to country. Topics include: Knowledge of foreign markets; measurement systems; tax laws; visa regulations; currency fluctuations from offer to closing; value concepts; and compiling property data for decision-making.

August 23, 2017 • Asia/Pacific and International Real Estate (Elective)

The buying power of Asian investors has grown considerably, and that trend is expected to continue. As more home buyers from the Asia/Pacific region are looking outside their geographic area for investment properties, it is important to have the knowledge and preparation to work with these affluent buyers. Topics include: social, economic, political and geographical characteristics of major countries in Asia; and identify markets including influential laws and real estate and brokerage practices.

August 24, 2017 • Europe and International Real Estate (Elective)

Europe is a very active source and target of international real estate investment. Knowledge and awareness of Europe’s basic cultural, political and economic conditions will enhance an agent’s ability to represent, interact with, and earn the respect of clients. Topics include: capital flow, economic impact of the European Union; characteristics of European markets; and identify ways to develop a business network.

August 25, 2017 • The Americas and International Real Estate (Elective)

Gain basic skills and knowledge necessary to facilitate international transactions with clients in Canada, the U.S., as well as Central and South America. The Americas remain an attractive destination for international buyers, particularly those looking to retire or own vacation property in a warm climate. This course offers practical information on working with Caribbean, North Central, and South American investors. Topics include: Laws and real estate practices in major American markets; procedures to evaluate American investment patterns, and investor profiles, and techniques to promote properties.



CIPS Instructor

David E. Wyant, CIPS, ABR, TRC, AHWD, e-PRO

Wyant Realty and Across Borders School of Real Estate
Ormond Beach, Florida

David has represented multiple international corporations on every continent. He has lived, bought, sold property and operated his own company internationally. He is able to communicate his experiences effectively and welcomes the opportunity to share his knowledge with other professionals. He began working with real estate professionals in the early 1990’s extending technology to individuals and corporations in Florida. He has taught and lectured across the world on topics ranging from marketing and strategy development to international finance and business planning.

He is a graduate of the University of Virginia, the Amos Tuck Senior Executive program at Dartmouth, IBM’s Senior International Financial Executive School in Brussels, and the Instructor Training Institute.

David serves the National Association of REALTORS® as a faculty member for the Certification as an International Property Specialist (CIPS) and is a Florida licensed Real Estate Instructor and Broker. Service to his local association includes Director, Secretary, Treasurer and President and he was recognized by his peers as REALTOR® of the Year in 2006. He has served as a State level Director and member of the International Operations Committee and the Florida, Orlando and Daytona Beach International Councils.

For more information about the CIPS designation go to:
<https://www.nar.realtor/designations-and-certifications/cips-designation>