

# BRINGING THE WORLD

TO YOUR  
LOCAL  
MARKET

ED INTERNATIONAL PROPERTY SPECIALIST



I have 11 designations and CIPS is the only one that makes me money on a constant basis!

A.J. Bernard, CIPS  
Connecticut

One of the reasons I am now the exclusive agent in 23 countries for an international company is my CIPS designation. CIPS agents throughout the world have linked or placed their property on my website...I recommend CIPS to anyone who is interested in international sales.

Teri Sherrow, CIPS, GRI, e-PRO  
Hawaii

I placed my name in the CIPS Directory as soon as I completed the Essentials course. This has gotten me leads that I never would have had if I did not put my name in the book.

Howard Rechtmann, CIPS, GRI  
Florida

## Connecticut Association of REALTORS®

*In cooperation with*

## Greater Fairfield Board of REALTORS®

*Presents*

### International Real Estate for Local Markets

DATE: October 8 & 9

TIME: 9:00AM - 4:30PM

LOCATION: **First Church Congregational**  
148 Beach Road  
Fairfield, CT 06824

COST: **REGULARLY \$295** (14 days prior to course) **NOW \$220**  
\$320 (within 14 days of course)  
\$345 (walk-in fee)

INSTRUCTOR: Christopher Ashe

#### Earn more by expanding your market:

A recent NAR study revealed that REALTORS® who earn the CIPS designation increase their business by at least 20%.

#### Tap into the lucrative, immigrant niche market in your area:

Immigrants have contributed to the explosion of household growth in the United States in recent years.

#### Take advantage of the growth of foreign Investment in U.S. real estate:

Foreign investment in the United States has increased exponentially over the last few years..

#### Benefits of your CIPS Designation:

- Join an exclusive network of over 1500 CIPS members.
- Connect with real estate professionals in 50+ countries.
- Market yourself in "Who's Who in International Real Estate" both in print and on-line.
- Take advantage of customized research and international real estate information from NAR.
- Deliver real estate expertise to international communities in your local area.

#### Designation requirements:

- Join the CIPS Network (in addition to membership in NAR).
- Attend and pass exams for all five CIPS courses.
- Submit documentation on three closed international real estate transactions which can be local.
- Earn 100 elective points of international experience.
- Submit your application with documentation and fees to NAR.

#### A calculator is required for this course.

- The International Real Estate for Local Markets course, in addition to being the required prerequisite for the CIPS designation, also provides students with an At Home with Diversity certification along with ABR and CRS elective credits.
- The exam for the International Real Estate for Local Markets course is a 50 question open-book exam. The passing grade for this CIPS course is 70%.



CONNECTICUT ASSOCIATION OF  
**REALTORS®** INC.

**REGISTER SECURELY ON LINE AT [WWW.CTREALTOR.COM/EDUCATION](http://WWW.CTREALTOR.COM/EDUCATION)**

This course meet the minimum requirements set forth by the Real Estate Commission and are approved for 6.0 hours of elective credit for Salespeople and Brokers.