



## GET CIPS & At Home With Diversity Certification in one program in 2023!



We're bringing in the CIPS courses virtually, but using the At Home With Diversity class as a CIPS elective. Complete all 5 courses and you'll complete the education for CIPS and get the At Home With Diversity certification!

**Virtual courses, CE certified (pending)**  
8:00 a.m check-in, 8:30 a.m. - 12 noon Course

### **Global Real Estate: Local Markets (February 13 & 14, 2023)**

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.

### **Global Real Estate: Transaction Tools (March 14 & 15, 2023)**

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.

### **Asia/Pacific and International Real Estate (April 11 & 12, 2023)**

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.

### **At Home With Diversity (May 2 & 3, 2023)**

- Assess and understand attributes of diversity in local markets and their impact on the real estate industry
- Understand basic competencies to earn the confidence of potential buyers and sellers, regardless of race, ethnicity, religion, gender, handicaps, familial status, or national origin

Build a business plan that minimizes risk and successfully services all types of clients.

### **Europe and International Real Estate (June 14 & 15, 2023)**

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.

**CIPS Instructor:  
Fanny Chu**



**At Home With Diversity  
Instructor:  
Robert Morris**



## CIPS Course registration info.



### Tuition fees:

	HIREC Members:	HIREC Members w/CIPS Designation	Guests
Per Day:	\$180.00	\$150.00	\$200.00
All 5 courses <b>(SAVE!)</b>	\$800.00	\$750.00	\$850.00

We are excited to bring you a program that will complete all educational requirements for the **CIPS** designation and also certify you for the **At Home With Diversity** certification. One program that gets you 2 NAR affiliated credentials that you can use to market yourself and prove that you are a professional.

About the CIPS Designation go to: <https://www.nar.realtor/global>



**REGISTER**

