

REGISTRATION

Register me for:

- Full CIPS Institute** (5-day program = 2 core and 3 elective courses)
REALTORS®: \$399 | Non-REALTORS®: \$414

A \$50 deposit is required to hold your seat as this program is expected to sell out. Balance will be due by 7/21/16 to receive early bird special. Above fees apply when registering for all 5 courses.

**After 7/21/16 add \$100 to above fees.*

- Single Course** (1-day program)
REALTORS®: \$109 | Non-REALTORS®: \$124
**After 7/21/16 add \$20 to above fees.*

To register for individual courses, please check all that apply below:

- Global Real Estate: Local Markets (August 11)
 Global Real Estate: Transaction Tools (August 12)
 Europe and International Real Estate (August 15)
 The Americas and International Real Estate (August 16)
 Asia/Pacific and International Real Estate (August 17)

Attendee Name _____

NRDS Number _____ Phone (____) _____

E-mail _____

Registration:

Please contact the Professional Development Department at 407.513.7268 or education@orlandorealtors.org to register.

Payment Methods accepted: VISA, MasterCard, American Express, Discover. Mail all cash or checks (payable to ORRA) to:

Orlando Regional Realtor® Association
1330 Lee Road
Orlando FL, 32810

Please Note: Registration can not be processed until payment has been received.

- I agree to the terms of the cancellation and attendance policy referenced below.

Cancellations/No-Shows:

A fee of 25 percent will be assessed for cancellations received within 10 days of course date and no refund for No Shows.

Refunds/Cancellation Notice Requests:

Please submit all refund requests and/or cancellation notices via one of the following methods: fax (407.513.9120); phone (407.513.7268); or e-mail (Education@orlandorealtors.org).

Special disabilities accommodated with advance notice.

Attendance:

To receive credit for any CIPS Education course, participants must:

1. Be physically present for the entire program from beginning to end;
2. Sign any/all morning or afternoon attendance sheets;
3. Refrain from using cell phone except during designated breaks.

REGISTER TODAY!

1. **Phone:** 407.513.7268
2. **Fax:** 407.513.9120
3. **E-mail:** education@orlandorealtors.org
4. **Mail:** ORRA Education
1330 Lee Road
Orlando, FL 32810

Certified International Property Specialist

August 11-12 and 15-17, 2016
ORRA Conference Center



Orlando Regional REALTOR® Association

1330 Lee Road | Orlando, FL 32810
407.513.7268 | Fax: 407.513.9120
education@orlandorealtors.org
www.orlandorealtors.org

Expand your knowledge globally.

Gain hands-on experience and study the critical aspects of international real estate transactions, including:

- Currency and exchange rate issues
- Cross-cultural relationships
- Regional market conditions
- Investment performance
- Tax issues
- And more!

ABOUT THE PROGRAM



Stand out on a global level.

International real estate opportunities are everywhere. New people move to the U.S. from other countries every day and foreign-born individuals residing in the U.S. move to new markets. Americans in your current market invest in property overseas. No matter which international audience you cater to, the Certified International Property Specialist (CIPS) Designation will provide you with the knowledge, research, network and tools to globalize your business.

Understand the steps to global success.

The way you earn your CIPS Designation depends on where you live. If you are a REALTOR® in the United States, follow the steps below.

Step 1: Education

You must successfully complete the 2 core courses and 3 elective courses (outlined below), and pass the multiple-choice examination given at the end of each course. To pass an exam, you must earn a 70% or better.

- **Core Course: Global Real Estate: Local Markets** (1 day) is a required prerequisite to the other courses.
- **Core Course: Global Real Estate: Transaction Tools** (1 day)
- **Elective Course: Europe & International Real Estate** (1 day)
- **Elective Course: Asia/Pacific & International Real Estate** (1 day)
- **Elective Course: The Americas & International Real Estate** (1 day)
- **Elective Course: At Home With Diversity** (1 day)

OR

One of the following courses from the Council of Residential Specialists (CRS) or Certified Commercial Investment Member (CCIM) counts as an elective:

- **Elective Course: CRS 200** - Business Planning and Marketing for the Residential Specialist
- **Elective Course: CRS 204** - Creating Wealth through Residential Real Estate Investments
- **Elective Course: CCIM** - Residential Real Estate Financial Analysis

Step 2: Designation Application

In addition to completing 5 CIPS courses, you must submit a designation application demonstrating your experience in international real estate. The application consists of several categories of questions gauging your international experience. While you're not required to answer every question, each one has a certain amount of points attached to it. Your answers must total a minimum of 100 points by the end of the application in order for it to be approved.

Applications can be submitted throughout the year; however they are due by Oct. 1 to be recognized (and pinned) at the REALTORS® Conference & Expo in November. Applications should be submitted after all coursework is completed. A one-time only processing fee of US\$75 is required when you submit your designation application. Once approved, you must maintain your designation dues annually in order to use the CIPS Designation. Annual CIPS Designation dues are US\$220. Yearly dues are prorated based on the quarter of the year you apply. Please refer to the application for quarterly dues amounts.

Please Note: Courses are valid for 3 years. Any courses completed more than 3 years prior to the submission of your application must be retaken to receive credit towards the education requirement of the designation.

For more information, please contact ORRA's Professional Development Department at registrar@orlandorealtors.org, or 407.513.7268. You may also visit www.realtor.org/global/cips.

COURSES

2016 CIPS Institute: Bringing the World to Your Local Market

Global Real Estate: Local Markets

Thursday, August 11 | 8:30 a.m.—5:00 p.m. | No CE credits

Consists of an analysis of the international real estate business environment, including capital flow, currencies, government regulations and cultures.

Instructor: Zola Szerencses

CIPS Welcome Reception

Thursday, August 11 | 5:00 p.m.—6:00 p.m.

Please stay for a complimentary wine and cheese networking social with your fellow CIPS Institute participants (details on side panel of this brochure).

Global Real Estate: Transaction Tools

Friday, August 12 | 8:30 a.m.—5:00 p.m. | No CE credits

Provides the tools needed to present investment information to international clients—in their currency and area. You will learn how to measure investment performance, prepare financial projections, and understand the effects of taxes and exchange rates on investment.

Instructor: Zola Szerencses

Europe and International Real Estate

Monday, August 15 | 8:30 a.m.—5:00 p.m. | No CE credits

Provides information on working with clients in Western and Central Europe. The European Union and its impact on international real estate are covered, along with economic and real estate trends, networking and relationship building, plus marketing and selling practices.

Instructor: Zola Szerencses

The Americas and International Real Estate

Tuesday, August 16 | 8:30 a.m.—5:00 p.m. | No CE credits

Provides practical information on working with Caribbean, North, Central, and South American investors. Historical and cultural influences, regional relationship, and investment opportunities are covered along with a special focus on Mexico.

Instructor: Patricia Tan

Asia/Pacific and International Real Estate

Wednesday, August 17 | 8:30 a.m.—5:00 p.m. | No CE credits

Covers real estate practices in Asia and the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities. A special chapter on working with the Japanese is included.

Instructor: Patricia Tan

INSTRUCTORS



Zsolt ("Zola") Szerencses, AHWD, CIPS, e-PRO, GRI, ITI, TRC

Fluent in several languages, Zola is a veteran international traveler (55 countries including Europe, Asia, the US and Central and South America) and a skilled, highly ethical practitioner. Zola serves both local and international clients in selling, buying or investing in beautiful Central Florida and abroad. Zola has performed various presentations locally, nationally and internationally covering a variety of topics

including forming and growing global councils in different associations, explaining the differences in local and international operations and clarifying the many cultural variations and challenges. Zola is a graduate of Florida REALTORS® Instructor Training Institute and a Florida and NAR International Faculty member. He served as the 2014 Chairman of the Board at the Orlando Regional REALTOR® Association and was honored to be named the 2011 REALTOR® of the Year by the Orlando Association. He was the 2011 Chair for NAR International Local Council Forum, 2012 Chair for Florida Realtors® Global Networking Forums, past Chair of ORRA's International Council (ORIC). He has served as Chairman for Florida Realtors® Global Business Committees and was the 2013 Chair for NAR CIPS Advisory Board.

Patricia Tan, CIPS, GRI, TRC, IDW



Patricia Tan was born in England, and her career in international sales and marketing led her to live and work in many countries in Europe and Asia, before relocating to Florida in 1997. A Realtor® since 2004, Patricia has built a successful global real estate business. She brings a dynamic approach to the classroom environment and a wealth of experience in the day-to-day practice of international real estate. Patricia is a Certified International Property Specialist (CIPS) and a CIPS instructor, approved by the National Association of REALTORS® (NAR). She also holds the

Graduate Realtor Institute (GRI) designation and the Transnational Referral Certification (TRC). She regularly contributes articles to U.S and overseas magazines, and is involved with international activities of the Sarasota, Florida and National Associations of Realtors®. She led a trade mission to the United Kingdom, has had a continued involvement in the annual Sarasota International Real Estate Congress since its inception in 2007, and received the 'President's Award' of the Sarasota Association of Realtors® in 2009. She currently serves as the National Association of REALTORS® (NAR) President's Liaison to the United Kingdom.



CIPS Welcome Re-

Thursday, October 22, 2015

5:00 p.m.—6:00 p.m.

ORRA Board Room—2nd Floor

Wine and cheese

to be served.

