

SILVAR CIPS Institute is Nov. 26 - 30, 2012

Are you ready to make more money?

In 2011-12, \$82.5 billion of U.S. residential sales came from foreign buyers. 62% were cash purchases. Get globally connected and expand your business by earning a Certified International Property Specialist (CIPS) designation. Fulfill all CIPS designation requirements* in time to get recognized at the National Association of REALTORS® Convention in San Francisco in 2013!

Attend the 5-day CIPS Institute at SILVAR and fulfill the classroom requirements for the CIPS designation. You must complete the 2 core courses, 3 elective courses, and pass a multiple-choice exam at the end of each course.

Nov. 26 - 8:30 a.m. - 5 p.m.

Core Course: Global Real Estate: Local Market

Nov. 27 - 8:30 a.m. - 5 p.m.

Core Course: Global Real Estate: Transaction Tools

Nov. 28 - 8:30 a.m. - 5 p.m.

Elective: The Americas and International Real Estate

Nov. 29 - 10 a.m. - 5 p.m.

Elective: Europe and International Real Estate

Nov. 30 - 8:30 a.m. - 5 p.m.

Elective: Asia/Pacific and International Real Estate



*Global is Good Business.
Think global, sell local!*



Instructor: David Wyant, CIPS, ABR, AHWD, ePRO, GRI, TRC, SFR, is a graduate of the University of Virginia, a certified NAR faculty member, and 2009 NAR International Instructor of the Year. He has represented many international corporations on every continent, and lectured around the world on topics ranging from marketing and strategy development to international finance and business planning.

Course Fees

Members

Entire Institute - \$599 (\$625 after Nov. 1)
Individual Course - \$150 (\$165 after Nov. 1)

Non-members

Entire Institute - \$625 (\$650 after Nov. 1)
Individual Course - \$175 (\$190 after Nov. 1)

Breakfast and light lunch included each day

Class location: SILVAR at 19400 Stevens Creek Blvd. #100, Cupertino, CA 95014

Questions? Contact Rose Meily at (408) 200-0109

Early Bird Registration Pays Off!

\$550 for entire CIPS Institute (five courses)

for any Association of REALTOR® member who registers by October 15!

Complete registration information on the back of this page.



*** CIPS Designation Requirements**

You must complete two core courses and three of five elective courses. Onsite assistance for the CIPS designation application process will be provided at the CIPS Institute at SILVAR. There are additional requirements. For complete details concerning the CIPS designation process, follow up requirements, application deadlines and more, visit www.realtor.org/global/cips/earn_cips_realtor.

Early Bird Registration \$550 for entire CIPS Institute (five courses) for any Association of REALTOR® member who registers by October 15!

REGISTRATION

Check all courses you plan to attend:

Entire Institute (SILVAR member) \$599/\$625 after Nov. 1 ___ Entire Institute (Non-member) \$625/\$650 after Nov. 1 ___

Individual Course SILVAR member - \$150/\$165 after Nov. 1 ___ Individual Course Non-member - \$175/\$190 after Nov. 1 ___

Nov. 26, 8:30 a.m. - 5 p.m. Global Real Estate: Local Markets _____

Nov. 27, 8:30 a.m. - 5 p.m. Global Real Estate: Transaction Tools _____

Nov. 28, 8:30 a.m. - 5 p.m. The Americas and International Real Estate _____

Nov. 29, 10 a.m. - 5 p.m. Europe and International Real Estate _____

Nov. 30, 8:30 a.m. - 5 p.m. Asia/Pacific and International Real Estate _____

PAYMENT

Please type or print. Fax completed form to (408) 200-0101 or email form to rmeily@silvar.org.

Name _____ Member # _____

Company _____ Phone: _____

Email Address _____ NRDS # _____

Mailing Address (for confirmation and grade notification) _____

Visa ___ Mastercard ___ Check # _____

Card No. _____ Expiration Date _____

Signature _____ Date _____

Cancellation Policy: If you must cancel your reservation, a full refund will be issued if cancellation is received in writing three business days prior to the class. No refunds will be considered after that date.

You may mail entire form to: Silicon Valley Association of REALTORS®, 19400 Stevens Creek Blvd. #100, Cupertino, CA 95014

