

CIPS Course Outline

Connect On A Global Level



NATIONAL
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REALTORS®

GLOBAL REAL ESTATE: LOCAL MARKETS



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- Globalization
- Ethics and Equal Service
- Cultural Attitudes, Practices & Communication
- Local Market Demographics
- Marketing and Selling Practices
- Creating and Launching Your Business Plan
- Capital Flow
- Currency Issues
- Investment Trends
- Cross-Cultural Relationships

INVESTMENT & FINANCIAL ANALYSIS FOR INTERNATIONAL REAL ESTATE



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- Investments and Investors
- Ownership and Taxation Considerations
- France and Capital Markets
- Elements of an Investment
- Measuring Investment Performance
- Preparing Financial Projections
- The Impact of Taxes on Investments
- An Outbound Commercial Transaction
- Effects of Exchange Rates on Investments

The Business of U.S. Real Estate



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- Social Characteristics
- Geography
- Politics
- Cultural Characteristics
- Develop knowledge of U.S. Real Estate Business
- Multiple Listing Service
- Agency Relationship
- U.S. Real Estate Transaction

EUROPE & INTERNATIONAL REAL ESTATE



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- The European Union
- Europe as an Economic Region
- Looking Ahead
- Impacts on International Real Estate
- Economic and Real Estate Trends
- Western European Economies
- Eastern European Economies
- Business Culture Overviews
- Licensing and Foreign Ownership Requirements
- Working with an Outbound Commercial Investor
- Working with an Inbound Commercial Investor

ASIA / PACIFIC & INTERNATIONAL REAL ESTATE



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- Converting Foreign Currencies and Measures
- Key Nations
- Trade Agreements
- Economic Trends
- Cultural Influences (Religions & Beliefs, Social Values, Legal Systems)
- International Market Knowledge
- The Country Assessment Model
- Working with the Japanese



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CIPS Network Benefits

- Prestige and New Business
- Global Referrals
- Personal Contacts
- Networking Opportunities
- Market Information
- CIPS Directory Online listing
- Targeted News
- Customized Research



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Global

Thank You!

Inquiries email narglobe.com