

CRGAR/Costa Rica Welcomes You!

2022 CIPS Institute – Costa Rica

September 27- October 1, 2022

(Area Familiarization Day - September 26)

Playa Flamingo
Costa Rica



10th Institute on the Beach in Flamingo, Guanacaste
Costa Rica Global Association of REALTORS®

CRGAR/Costa Rica Schedule Overview:

Sept 26 – Escorted Familiarization Tour of Guanacaste Gold Coast Areas

Sept 27 – Oct 1 – CIPS Institute in Margaritaville Beach Resort

Oct 2 – Flamingo Beach Day

Costa Rica is now a top tropical location for vacation and REALTOR® education!

Attend 5 days of required coursework to apply for the CIPS (Certified International Property Specialist) Designation from the National Association of REALTORS® (NAR). International real estate opportunities are everywhere and the CIPS Designation will provide you with the knowledge, research, network, and tools, to globalize your business! Learn more about Costa Rica for vacation, investment, retirement, and your own dreams, while you take required courses toward earning your CIPS Designation. Take advantage of this professional opportunity on the Guanacaste Gold Coast to stay longer to enjoy the beaches, volcanoes, wildlife, surf lessons, ocean sports, and all the good karma in our cherished country! (Free travel planning assistance, too)

Global Real Estate Leaders

Benefits of Attending the Costa Rica CIPS Institute

- Exchange global professional experience/insights
- Develop individual business relationships with attendees
- Understand the resources and reach of the CIPS network
- Visit one of the top vacation and foreign investment destinations in the world

Benefits of Having the CIPS Designation

- Exclusive network of 4000 CIPS members in 50 countries
- Market yourself as a CIPS Designee Offer international real estate expertise to diverse international communities in your local market.



The CIPS Program

Who are Certified International Property Specialist (CIPS) designees? They are professionals who, as individuals, have both practical experience in global real estate transactions and have successfully completed the CIPS Institute.

The Institute is a focused 5-day program, administered by NAR (National Association of REALTORS®), that incorporates the vital elements of transnational transactions. Attendees study currency and exchange rate issues, cultural exchange factors, regional market conditions, investment performance, and tax and legal issues.

The CIPS education is valuable to a wide variety of professionals including U.S practitioners, non-U.S. practitioners, lenders, developers and Association Executives. CIPS designees enjoy CIPS Network membership privileges, international marketing and research services, as well as peer events.

The CIPS Path to Achieving the Designation

Education: You must attend and complete 2 core courses, and 3 elective courses from the lists that follow next. It is important to note, that while examinations have been eliminated, attendees are expected to be present and focused on the curriculum during the entire institute.

Core Courses

- a) NAR - Global Real Estate: Local Markets (1 day)
- b) NAR - Global Real Estate: Transaction Tools (1 day)
- c) NAR - The Business of U.S. Real Estate (1 day) – *Not Offered at Costa Rica-based CIPS Institutes in English*

Elective Courses

- d) NAR - Europe & International Real Estate (1 day)
- e) NAR - Asia/Pacific & International Real Estate (1 day)
- f) NAR - The Americas & International Real Estate (1 day)



Designation Application: After completing your CIPS courses, you must submit a designation application documenting your experience in international transactions, and pay all applicable dues/application fees. . The application helps you identify 100 points required to earn the CIPS Designation and will be available at the Institute. Points can be earned by speaking other languages, possessing additional NAR designations, attending international conferences and seminars, and completing international transactions. Transactions must involve other cultures or countries and can include sales in your local market.

CIPS Courses in Costa Rica:

Core Courses:

Global Real Estate: Local Markets: Tuesday, September 27, 2022- This offers an overview of the international real estate business environment, including capital flow, currencies, government regulations and cultures. Topics such as international brokerage, networking, marketing and selling will also be discussed. You must take this course before taking any other CIPS courses.

Lunch Speaker: To Be Determined, After Class Happy Hour

Global Real Estate: Transaction Tools: Wednesday, September 28, 2022 - This provides the tools 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.

Lunch Speaker: To Be Determined, After Class Development Tour



Electives: Take All Three

Europe and International Real Estate: Thursday September 29, 2022- This provides insights to working with clients in Western and Central Europe. Topics include: the European Union and its impact on international real estate, economic and real estate trends, networking and relationship building, and marketing and selling practices.

Lunch Speaker: To Be Determined, After Class Development Tour

Asia/Pacific and International Real Estate: Friday, September 30, 2022 - This addresses real estate practices in Asia and the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities. A chapter on working with the Japanese is included.

Lunch Speaker; To Be Determined, After Class Development Tour

The Americas and International Real Estate: Saturday, October 1, 2022 - This offers you 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.

Lunch Open, After Class Farewell Party

The Instructor: Brett Brown, with assistance by Carol Kairis

Brett Brown has been a member of the Naples Area Board of Realtors (NABOR) since 1984 and served as president in 2009. During the year of his Presidency the National Association of Realtors asked him and NABOR to participate in a pilot program to implement global business at a local board. Brett went to NAR's headquarters in Chicago and received intensive training on global real estate issues. He earned his CIPS in 2009 and became an instructor for the designation. Brett has taught the CIPS courses in Toronto, Hawaii, New York, New Jersey and Florida. Brett is a member of AAREA, NAHREP, and CREA as well as being a Mentor for NAR's CIPS Mentoring Program.



2022 Costa Rica CIPS Institute Location Flamingo, Costa Rica

For Preferred Rate Accommodations :
(vacation rental condos and hotel rooms)
Email: costaricacips@gmail.com
Phone: 011-506-8706-1682



Playa Flamingo

Margaritaville Resort

New Flamingo Marina

Aerial View of Flamingo Downtown, North Ridge, Marina

Join Our Attendees from All Around the World!

**Events Planned Around the CIPS
Institute Class Schedule Include:**

Networking
Guest Speakers
Listing/Development Tours
Dinner at Local Restaurant Favorites
Farewell Party
Beach Days, Tourist Activities

**Come Early and Stay After CIPS!
Join Our Members, Sponsors, Community, for Fun!
Start or Conclude a Costa Rica vacation, or Celebrate
Your Costa Rica Return with Our 2022 Institute!**

September 26:

Pre-CIPS

Area Familiarization

September 27- October 1:

CIPS Institute

October 2:

Relaxation Beach Day in Flamingo





Liberia Int'l Airport

Flamingo

For Our International Guests

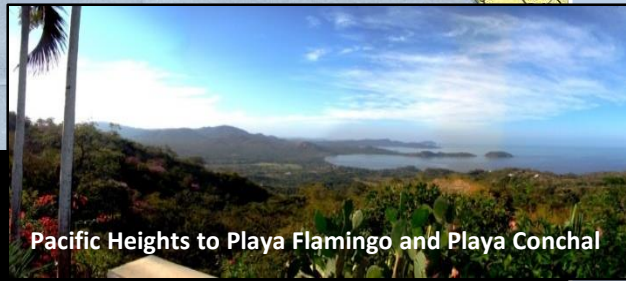


Don't Forget These!



Liberia Int'l Airport

San Jose Int'l Airport



Pacific Heights to Playa Flamingo and Playa Conchal

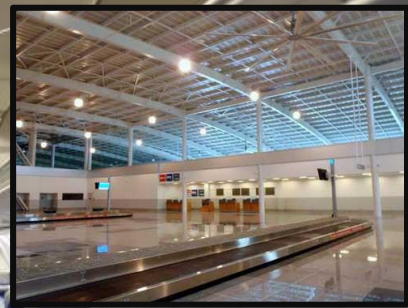
MAP OF COSTA RICA



Before You Leave Home!

- Passports**
Required, must be valid for at least 6 months from arrival
- Money**
US Dollars accepted freely, bring nothing bigger than \$20's
Visa or MasterCard preferred
Traveler's checks discouraged, may be refused

Liberia Int'l Airport (LIR)

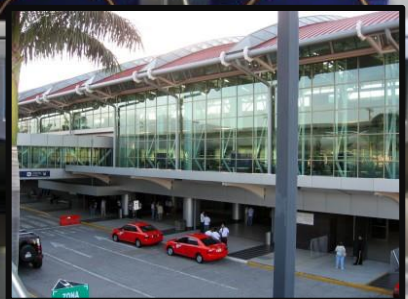


Rental Cars

- May not be necessary for entire visit, Rent by day at resorts
- Very large "hold" put on credit card at pickup (\$1500-\$3000)
- Buy the insurance, even if you have credit card-based coverage

Airport Transfers

Many available, can be pre-arranged



San Jose Int'l Airport (SJO)

Our 2022 Annual Sponsors Keep CRGAR Teaching, Helping, Growing, and Showing Costa Rica to the World!



ECIJA



LATITUDE10
COSTA RICA REALTY



大成 DENTONS MUÑOZ



Thank Them with Your Business Support!

CRGAR – Costa Rica Global Association of REALTORS®
CIPS Institute – Certified International Property Specialist
Flamingo, Costa Rica: September 27 – October 1, 2022



The Members and Board of CRGAR
Welcome You to Costa Rica and Your 2022
REALTORS® CIPS Designation Vacation!



Please Print:

Attendee: Name _____ Email _____

City _____ State/Prov _____ Country _____

Local REALTOR® Association _____ NRDS# _____

Check Here for Free Travel Assistance: **Yes**, email me to explain options in accommodations, other travel services

Yes, I Want the Full Institute Option: (2 Core Courses, 3 Electives) **Check 5 Courses for Institute Scheduling:**

REQUIRED: **Local Markets**(Tues) **CORE:** **Global Transaction Tools**(Wed)

ELECTIVE: (Pick All): **Europe**(Thurs) **Asia** (Fri) **The Americas**(Sat)

Total Full Institute Fee Now: \$650.00 (USD)/(\$734.50 Incl VAT), After August 1, 2022 - \$700.00 (USD)/(\$791.00 Incl VAT), After September 1, 2022: \$800.00 (USD)/(\$904.00 Incl VAT)

I, _____ **direct CRGAR to charge the credit card (below) for the Full Institute Fee, corresponding to the date it receives this form, plus applicable VAT (13%).**
(signature here for Full CIPS Institute Package)

Or I Want the Individual Course Option: (select 1, 2, 3, or 4) **Check Your Desired Courses for Scheduling:**

REQUIRED: **Local Markets** (Tues) **CORE:** **Global Transaction Tools** (Wed)

ELECTIVE: **Europe** (Thurs) **Asia** (Fri) **The Americas** (Sat)

Total Fee (Per Course) Now: \$150.00 (USD)/(\$169.50 Incl VAT), After August 1, 2022: \$200.00 (USD)/(\$226.00 Incl VAT), After September 1, 2022: \$250.00 (USD)/(\$282.50 Incl VAT)

I, _____ **direct CRGAR to charge the credit card (below) for Individual Course Fees corresponding to the courses selected and the date it receives this form, plus applicable VAT (13%)**
(signature here for Individual CIPS Courses)

Payment Information: (Credit cards only, email for wire transfers, process fee will be due) Credit Card Type _____ (all majors)

Account Number _____ Security Code (Back of the card) _____

Account Holder Name _____ Expiry Date (mm/yy) _____ / _____

Billing Information for Credit Card Account:

Street Address _____

City _____ State/Province _____ Country _____

Phone _____ Email Address _____

I, _____ authorize CRGAR to charge my credit card account \$ _____ (USD)
(account holder signature as it appears on the credit card)

Please return your completed registration form by scan/email to costaricacips@gmail.com.

General Terms: All fees are quoted in US Dollars. Registration fees are subject to a \$100.00 (USD) charge for any cancellation after your payment is processed by CRGAR. Cancellations after August 15, 2022, will be refunded for amounts above \$100.00 (USD) only if there is someone on the official wait list to fill your spot. In the event of cancellation by CRGAR or the course instructor, course fees paid to CRGAR by you will be fully refunded. The validity of international travel documents for entry into Costa Rica, and all other hotel and travel arrangements are the sole responsibility of the attendee. Please arrange your own travel insurance, if desired. CIPS Institute attendees, by registering, release the Costa Rica Global Association of REALTORS®, its consultants, and representatives, from liability for injuries or damages during the Costa Rica CIPS Institute.