

How to Earn the CIPS Designation – US Practitioners

Education

- *Essentials of International Real Estate* (two days) is a required prerequisite to the other courses. In addition to classroom offerings, *Essentials* is available online at www.erealtoruniversity.com
- Four other courses are required and can be taken in any order. (Choose any three one-day courses.)
 - *Europe & International Real Estate* (one day)
 - *Asia/Pacific & International Real Estate* (one day)
 - *The Americas & International Real Estate* (one day)
 - *Middle East/Africa & International Real Estate* (one day)
 - *Investment & Financial Analysis for International Real Estate* (two days)
- A multiple-choice examination is given at the end of each course. 70% or better is passing.

Designation Application

- In addition to the CIPS courses, applicants must submit a designation application demonstrating experience in international real estate.
- Three closed international transactions are required involving other cultures or countries, including those occurring in your local market. Documentation is required, along with answering specific questions regarding the transactions.
- 100 points of elective credit are required and earned by combining the following: speaking other languages, other NAR designations, years in the real estate business, attendance at international conferences and education sessions, and much more.
- A one-time only processing fee of \$215 is required with your application.
- Applications are due by October 15 in order to be reviewed for approval in that year, and can be submitted before your coursework is completed.

Membership Dues

- Annual CIPS Network membership dues are \$195 for both candidates and designees.
- Students can become candidates upon completion of the Essentials course. Once you declare candidacy, you have two years in which to complete the designation requirements.
- Designees must maintain their dues annually in order to use the designation.

CIPS Network Benefits

- Listing in the CIPS Network Directory, Who's Who in International Real Estate. Designee listings include photograph and 150-word biography.
- Listing in the online member directory at www.cipsnetwork.com
- Subscription to Global Perspectives, a quarterly international real estate newsletter
- Information on events and opportunities at NAR's national convention
- Current international real estate news updates
- Invitations to exclusive business and networking events, and more!

Miscellaneous

- Anyone can take the CIPS courses but only members of NAR can join the CIPS Network and earn the designation (for those residing in the U.S.)
- An HP-10BII calculator is required for the Investment course. A regular calculator is required for all other courses (or the HP-10BII can be used).
- If you have earned the CCIM designation, the Investment course is waived for a \$100 fee.
- Visit www.cipsnetwork.com or call Fax on Demand at 800-354-2831 for more information.