

CRGAR - Costa Rica Global Association of REALTORS®

Welcomes You to Attend Our Expanded:

2017 Costa Rica Real Estate Institute Offering CIPS and RSPS Designation Instruction

July 2 -7, 2017, Flamingo, Costa Rica

Guanacaste Sunset



Resort & Second Home Property Specialist

National Association of REALTORS® Designation

July 2, 2017, **David Wyant, Instructor**



Certified International Property Specialist

National Association of REALTORS® Designation

July 3-7, 2017, **David Wyant, Instructor**

Your Costa Rica Realtor “Designation Vacation”

Costa Rica is now a top tropical location for vacation and REALTOR® education! Attend required and elective courses for the CIPS (Certified International Property Specialist) and RSPS (Resort & Second Home Property Specialist) Designations from the National Association of REALTORS® (NAR). International real estate opportunities are everywhere and these Designations will provide you with the knowledge, research, network, and tools, to expand your business! Learn more about Costa Rica for vacation, investment, retirement, and your own dreams, while you earn your RSPS and/or CIPS Designations. Take advantage of discounted CRGAR sponsor accommodations 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 Real Estate Institute

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

Benefits of Having the CIPS Designation

- Exclusive network of over 3400 CIPS members in 45 countries
- Market yourself as a CIPS Designee Offer international real estate expertise to diverse international communities in your local market
- Expand your success: A recent NAR study revealed that REALTORS® with a CIPS designation can increase their business by at least 20%

Benefits of Having the RSPS Designation

- Be differentiated on nar.realtor and REALTOR.com
- Receive monthly e-newsletters, Participate in quarterly webinars
- Gain the right to use RSPS logos and marketing materials
- Be eligible to join the private RSPS Facebook Group for networking
- Have access to: Logos, Referral form, RSPS press release, RSPS certificate

View from Pacific Heights

*Sponsored by Costa Rica Global Association of REALTORS®
Recognition by Keller Williams Global Property Specialist Program*



The CIPS Program: Our 7th Costa Rica CIPS Institute:

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®) Global, 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 Designations:

Education: You must complete the pre-requisite course, 1 of 2 core courses, and 3 out of 7 elective courses (below), and pass the examination given at the end of each course. To pass a course exam, you must earn a correct score of 80% or better. Calculators are required.

Pre-requisite - Mandatory

a) NAR - Global Real Estate: Local Markets (1 day)

Core Courses – 1 of 2 Required

b) NAR - Global Real Estate: Transaction Tools (1 day)

c) NAR - The Business of U.S. Real Estate (1 day)

Elective Courses – 3 of 7 Required (each 1 day)

d) NAR - Europe & International Real Estate e) NAR - Asia/Pacific & International Real Estate

f) NAR - The Americas & International Real Estate

g) NAR - At Home with Diversity

h) CRS 200 - Business Planning & Marketing for the Residential Specialist

i) CRS 204 - Creating Wealth through Residential Real Estate Investments

j) CCIM - Residential Real Estate Financial Analysis

Designation Application: After completing your CIPS courses, you must submit a designation application documenting experience in international transactions. 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:

Pre-Requisite:

Global Real Estate: Local Markets: Monday, July 3, 2017-

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: Immigration Consultant, After Class Happy Hour

Core:

Global Real Estate: Transaction Tools: Tuesday, July 4, 2017 -

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: Attorney, After Class Development Tour

Electives: Take All Three

Europe and International Real Estate: Wednesday, July 5, 2017- 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: Insurance Broker, After Class Development Tour

Asia/Pacific and International Real Estate: Thursday, July 6, 2017 - 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; Property Management & Vacation Rental Company, After Class Development Tour

The Americas and International Real Estate: Friday, July 7, 2017 - 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 Graduation and CRGAR Cocktail Party

*Playa Flamingo
Awaits You!*



The RSPS Program: 1st Costa Rica RSPS Institute:

Who are Resort & Second Home Property Specialist (RSPS) designees? They are professionals who, as individuals, have both practical experience in resort and second home real estate transactions and have successfully completed the RSPS Institute.

Be part of this exciting opportunity to learn about the resort area and second-home specialty! This one day course focuses on the knowledge and skill base that real estate professionals need to specialize in buying, selling, or managing second homes in a resort, recreational, and/or vacation destination, as well as properties for investment, development, or retirement.

This course examines the essentials of assisting customers and clients in tourist-driven areas and other second-home markets, including:

- How to take advantage of community resources and tourism bureaus
- How to prepare to act when laws that directly affect the resort business are scheduled to change
- How to handle the media - rather than being handled by it
- The benefits and challenges of second home ownership

The Resort & Second-Home Markets course is one of the core education requirements for the RSPS certification and fulfills the elective course requirement for the ABR[®] designation.

Sponsored by Costa Rica Global Association of REALTORS[®]



The Instructor: David Wyant

CIPS, GRI, ABR, CRS, SRS, SFR, RSPS, SRES, e-PRO, AHWD, GREEN, TRC, CNE, CDEI

National Association of REALTORS' International Instructor of the Year 2012 & 2009

David brought his extensive international business expertise to the Real Estate industry in 1999 after twenty-six years of successful employment with IBM. He retired after serving as an International Director for the Europe, Middle East, Africa, and Asia/Pacific organizations. He has bought, sold and leased property internationally, has lived in Paris and London and worked in more than 35 countries.

He is Broker/Owner of Wyant Realty International and a faculty member of the Florida Realtors. As a member of NAR's International Faculty, he teaches NAR's Designation and Certification curriculums around the world.



2017 Costa Rica Real Estate Institute Location Flamingo, Costa Rica



**Conference Center
Flamingo Beach Resort**



Flamingo Welcome Center

Playa Flamingo

For Preferred Rate Accommodations :
(vacation rental condos and hotel rooms)

Email: crgarrealtors@gmail.com

Phone: 011-506-8708-6657



Aerial View of Flamingo Downtown, North Ridge, Marina

For Our International Guests



Liberia Int'l Airport



Don't Forget These!



Liberia Int'l Airport

San Jose Int'l Airport

MAP OF COSTA RICA



Pacific Heights to Playa Flamingo and Playa Conchal

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

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

Liberia Int'l Airport (LIR)



San Jose Int'l Airport (SJO)

After the CIPS Institute Concludes.....Plan to Stay Relax, Tour, CRGAR FUNdraising!

Fri, July 7

5PM Sunset Cocktail Party, Raffles!
Flamingo Restaurant/Club

Sat, July 8

Beach Party or Afternoon/Sunset Cruise!
Playa Flamingo or Flamingo Marina and North
Possible 2-day Extension Tour to Nicaragua



Join Our Members, Sponsors, Community, for Fun!

Details Available Soon

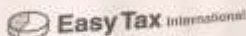
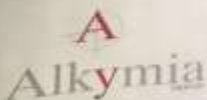
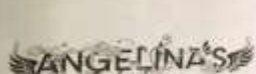
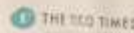
Our 2016-2017 Annual Sponsors Keep CRGAR Teaching, Helping, Growing, and Showing Costa Rica to the World!

THANK THEM WITH US!
Please Show Them with Your Business Support



COSTA RICA
GLOBAL ASSOCIATION
OF REALTORS

CRGAR Week 2016



Thank you for your Support!

CRGAR – Costa Rica Real Estate Institute
Certified International Property Specialist – Resort & Second Home Property Specialist
Flamingo, Costa Rica: July 2 – 7, 2017



The Members and Board of CRGAR
Welcome You to Costa Rica and Your 2017
REALTORS® 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

The Full CIPS Institute Option: (1 Required, 1 Core, 3 Electives) **Check 5 Courses for Institute Scheduling:**
CIPS REQUIRED: **Local Markets**(Mon) **CORE:** **Global Transaction Tools**(Tues)
CIPS ELECTIVE: (Pick All): **Europe**(Weds) **Asia** (Thurs) **The Americas**(Fri)
Total Full CIPS Institute Fee Now: \$600.00 (USD), After March 31, 2017: \$700.00 (USD), after May 31, 2017: \$800.00 (USD)
 I, _____ **direct CRGAR to charge the credit card (below) for the Full CIPS Institute Fee**
 (signature here for Full CIPS Institute Package) **corresponding to the date it receives this form.**

The Individual CIPS and/or RSPS Course Options: (select # desired) **Check Your Desired Courses for Scheduling:**
CIPS REQUIRED: **Local Markets** (Mon) **CORE:** **Global Transaction Tools** (Tues)
CIPS ELECTIVE: **Europe** (Weds) **Asia** (Thurs) **The Americas** (Fri)
Total Fee (Per CIPS Course) Now: \$125.00 (USD) , After March 31, 2017: \$150.00 (USD), after May 31, 2017: \$175.00 (USD)
RSPS COURSE: **Resort & Second Home Training** (Sun)
Total RSPS Course Fee Now: \$100.00 (USD) , After March 31, 2017: \$125.00 (USD), after May 31, 2017: \$150.00 (USD)
 I, _____ **direct CRGAR to charge the credit card (below) for all Individual Course Fees**
 (signature here for Individual CIPS Courses) **corresponding to the courses selected and the date it receives this form.**

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 crgarrealtors@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 June 15, 2017 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.