



IEASA
Institute of Estate Agents
of South Africa

7-11
September 2015

Venue: CAPE TOWN
IEASA Western Cape office -
Howard Studios, Sheldon Way
Pinelands

Become a **CERTIFIED INTERNATIONAL PROPERTY SPECIALIST**



BOOKINGS:
021 531 3180
training@cape.ieasa.org.za
www.ieasa.org.za

EARLY BIRD & MEMBER RATE
- R3 500
(before 8 August 2015)

IEASA National together with IEASA Western Cape are bringing the complete 5 day course of the **CERTIFIED INTERNATIONAL PROPERTY (CIPS)** Designation to South Africa, giving you the opportunity to align yourself with the best in international real estate.

International real estate opportunities are everywhere and with the increase in globalisation South Africans are relocating overseas, foreigners are moving to South Africa and many reports indicate that ex-pats are returning home. If you have the knowledge and networking opportunities CIPS affords you, you could be party to any of the above relocation deals and generate income over and above operating in your local 'farming' area. Sometimes global opportunity lies where people least realize – not in large, urban markets known for being magnets to multinational organisations and immigrant communities – but in small, metro and rural regions.

Someone is helping buyers and sellers navigate the international waters and making money from these deals... **expand your horizons and make sure it's you!**

- The CIPS Designation will provide you with the knowledge, research and tools to globalise your business.
- The program includes five full days of study focusing on the critical aspects of international real estate transactions
- Become part of the influential network of 2,000 CIPS professionals who turn to each other first when looking for referral partners.

For further information about CIPS go to: www.realtor.org/designations-and-certifications/cips

Note: This designation does not qualify you to operate as an estate agent/realtor overseas.



CAPTURE THE GLOBAL MARKET

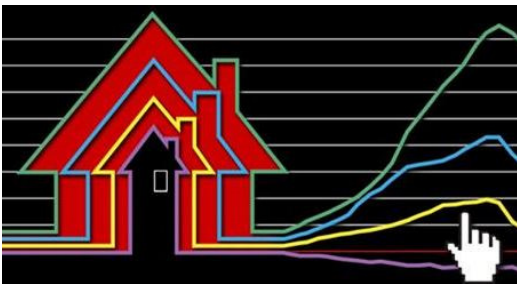
Become a Certified International Property Specialist



Trainer: Tony Macaluso



Tony Macaluso, is Broker/Owner of Portside Properties, Inc, (est 1981), located in Palm Beach Gardens, Florida. Tony is a licensed real estate instructor in Florida, owns a real estate school and teaches real estate around the world through "Tony Macaluso Seminars". He is an instructor of GRI (Graduate Realtors Institute) for many states in USA and teaches the National Association of Realtors premier international designation CIPS around the world. His designations are many and he has received numerous awards and recognitions for his contributions within the Real Estate Profession. Of interest to us, is that IEASA was awarded the CIPS Course Sponsor of the Year 2007, for which Tony was the trainer. Tony has served NAR as the Chairman of the International Business Operations committee and currently serves National Association of Realtors as Vice Chairman of Research. For more info, visit: www.TonyMacaluso.com



Module 1:

Global Real Estate: Local Markets

This introductory course offers you 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.



Module 2:

The Business of U.S. Real Estate

This course provides international real estate practitioners with knowledge of the role of real estate in the U.S. economy and society. The course will describe the role of real estate in the U.S. economy and society as well as knowledge of the U.S. real estate marketplace. The course materials provide information on the requirements, regulations, and laws associated with working as a real estate professional in the U.S. and skills for facilitating real estate transactions in the U.S. market.



Module 3:

Europe and International Real Estate

This course provides you with insight in regards 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.



Module 4:

Asia/Pacific and International Real Estate

This course addresses real estate practices in Asia and the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities.

An extra chapter on working with the Japanese is also included.



Module 5:

The Americas and International Real Estate

This course 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.

DATES & DURATION: Daily 08h30 – 17h00 from Monday 7 September to Friday 11 September

COST: EARLY BIRD (before 8 August 2015) AND *MEMBER RATE - R3 500
**Member refers to members of any recognised property industry organisation*
LATE BOOKINGS OR NON-MEMBER - R4 500
E&OE

Option to attend individual modules may be made available on request.

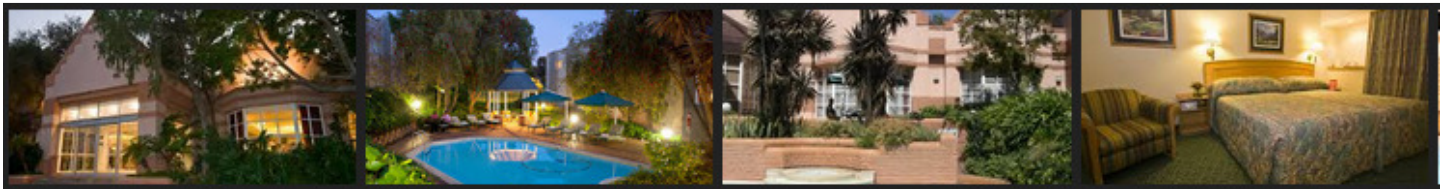
Course fee includes:

- Manuals for each module
- Teas/coffees and a light lunch.

HOTEL ACCOMMODATION OPTION

The City Lodge Pinelands is recommended as the centrally located option. Some rooms have been reserved as a group booking. Please contact IEASA for further details.

<https://clhg.com/hotels/155/City-Lodge-Hotel-Pinelands>





About IEASA

Over the past 78 years, the Institute of Estate Agents of SA (IEASA) has been a pillar of strength for the country's real estate community. As times changed, so did the Institute in order to remain relevant, especially with regard to the transformation that has taken place in the industry in recent years.

The Institute continues to assist its members via our six regional centres around SA. It provides two distinct services to these members, the first being to provide principals and agents, through the regional structures, with top-class training sessions with excellent speakers, regional awards, events and corporate social responsibility initiatives.

The second and equally important set of services include engaging with the various Industry stakeholders, guiding and steering the organisation and its members through a minefield of legislative requirements, and engaging positively with other Industry stakeholders such as the major lending institutions, the Estate Agency Affairs Board (www.eaab.org.za), Services SETA (www.serviceseta.org.za), the Property Charter (www.propertycharter.co.za) and various other government and industry sectors.

It is the vision of IEASA to be not only the "voice" for its members, but also the real estate sector as a whole.

The IEASA has been affiliated with the National Association of Realtors (NAR) in the USA since 1981 and has a Bilateral Cooperation agreement with NAR.

We will continue to build on the rich history of the Institute, focus on partnership with government on structures to enable transformation, to ensure that TOGETHER, WE MOVE FORWARD>>.

Directions to venue:

From Cape Town (N2)

- Take Eastern Boulevard towards Groote Schuur Hospital
- Take N2 off ramp to Airport
- Take Pinelands off ramp on your left
- Cross bridge over railway line with Vincent Pallotti Hospital on the left and Mowbray Golf Course on the right
- You are now in Forest Drive, Pinelands
- Carry on until you reach Howard Centre (on right)
- Turn right into Howard Drive
- Take second left into Sheldon Way
- Then left again into Howard Studios
- You'll find us at Unit No. 10
- Paid parking available off Logan Way

From Durbanville (N1)

- Take N2 to Cape Town
- Pass Athlone cooling towers on your right
- Take Pinelands off ramp (second off following the towers)
- Cross bridge over railway line with Vincent Pallotti Hospital on the left and Mowbray Golf Course on the right
- You are now in Forest Drive, Pinelands
- Carry on until you reach Howard Centre (on right)
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