

Offered through the combined efforts of the NATIONAL ASSOCIATION OF REALTORS® and the Florida Realtors®



## Increase Your Share of the Florida Real Estate Market!

Choose a profitable path to the Florida Realtors® Annual Convention in Orlando.

*Take one of two routes designed to help you increase your real estate business.*

August 20-27, 2010



# FLORIDA

Network. Learn. Succeed.



Choose either route, filled with educational and networking opportunities, designed to help you increase your share of the Florida real estate market.

FLORIDA  
MIAMI > WEST PALM BEACH > ORLANDO  
EAST COAST

■ **Friday, August 20**

- Participants arrive in **MIAMI**
- Check in at the Miami Beach Resort and Spa
  - Special pricing \$99/night or \$119/night for Oceanfront room (*tax not included*)
- Welcome Reception hosted by the Realtor® Association of Greater Miami and the Beaches (RAMB)

■ **Saturday, August 21**

- Certified International Property Specialist (CIPS) Course: Local Markets (*prerequisite for other courses*)  
One day ~ 8:30am - 5:00pm (*including lunch*)  
Special ticket price \$75.00 U.S.
- Evening Reception, hosted by RAMB (*dinner on your own*)

■ **Sunday, August 22**

- Tour of Miami developments including a hosted lunch
- Travel to **WEST PALM BEACH**
- Check in at the Delray Beach Marriott
  - Special pricing \$99/night or \$159/night for Oceanfront room (*wi-fi included in guest room, tax not included*)
- Welcome Reception hosted by the Realtors® Association of the Palm Beaches (RAPB)

■ **Monday, August 23**

- Tour of West Palm Beach developments including a hosted lunch
- Meet with local businesses, World Trade Center, education session
- Free night (*or plans arranged by RAPB*)

■ **Tuesday, August 24**

- Travel to **ORLANDO**
- Check into the Florida Realtors® Annual Convention at the Rosen Shingle Creek Resort
- Free afternoon and evening



■ **Friday, August 20**

- Participants arrive in **NAPLES**
- Check in at the Naples Grande Beach Resort
  - Special pricing \$99/night (*tax not included*)
- Welcome Reception hosted by the Naples Area Board of Realtors® (NABOR)

■ **Saturday, August 21**

- Certified International Property Specialist (CIPS) Course: Local Markets (*prerequisite for other courses*)  
One day ~ 8:30am - 5:00pm (*including lunch*)  
Special ticket price \$75.00 U.S.
- Free night (*or plans arranged by NABOR*)

■ **Sunday, August 22**

- Tour of Naples developments including a hosted lunch
- Travel to **TAMPA**
- Check in at the Quorum Hotel
  - Special pricing \$99/night (*tax not included*)
- Welcome Reception hosted by the Greater Tampa Association of Realtors® (GTAR)

■ **Monday, August 23**

- Course: Doing Business in the United States 9:00am - 12:00pm  
Special ticket price \$40.00 U.S.
- Meet with local businesses, economic/business development organizations
- Free night (*or plans arranged by GTAR*)

■ **Tuesday, August 24**

- Travel to **ORLANDO**
- Check into the Florida Realtors® Annual Convention at the Rosen Shingle Creek Resort
- Free afternoon and evening

FLORIDA  
NAPLES > TAMPA > ORLANDO  
WEST COAST

# FLORIDA

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## FLORIDA EAST & WEST TOURS CONVERGE AT THE FLORIDA REALTORS® ANNUAL CONVENTION IN ORLANDO

The Florida Realtors® will be providing complimentary bus service to all group events being organized by the Local Realtor® Associations



### ■ Wednesday, August 25

- Certified International Property Specialist (CIPS) Course: Americas  
One day ~ 8:00am - 4:30pm  
Special ticket price \$75 U.S.
- 59-1/2 Minute Session - International Highlights
- Florida Realtors® President's Reception

### ■ Thursday, August 26

- Trade Expo
- Keynote Luncheon
- Technology Thursday
- Transnational Referral Certification (TRC) Course  
3:00pm - 6:00pm

### ■ Friday, August 27

- Trade Expo
- International Friday
- International Luncheon
- Education Sessions
- Global Networking Forum
- Global Business Committee



registration available online in December at [www.realtor.org/international](http://www.realtor.org/international)

Sponsored by the NATIONAL ASSOCIATION OF REALTORS®, the Florida Realtors®, the Realtor® Association of Greater Miami and the Beaches, the Realtors® Association of the Palm Beaches, the Naples Area Board of Realtors®, and the Greater Tampa Association of Realtors®.

# Network. Learn. Succeed.

## THE FLORIDA REAL ESTATE NETWORKING AND STUDY TOUR

23% of all United States international buyer activity takes place in Florida. Whether it's a single family home, a condominium on the water, a golf course villa, or a second home/investment property – your country's buyers are taking advantage of an economical market. Come see why your buyers fall in love with the Sunshine state as you meet with Florida Realtors® to make connections for future business deals.

**Choose a profitable path to the Florida Realtors® Convention in Orlando.**



## THE EDUCATIONAL OFFERINGS



The Certified International Property Specialist Network (CIPS Network) is the specialty membership group for international practitioners of the National Association of REALTORS®, the world's largest trade association. The CIPS designation prepares REALTORS® to service the growing international market in their local community by focusing on culture, exchange rates, investment trends, and legal issues.

## THE COURSES

Six courses comprise the education program of the CIPS Network. The prerequisite **"International Real Estate for Local Markets"** course is required for CIPS membership and the remaining courses must be completed within two years of declaring candidacy for CIPS Network members.

**Doing Business in the United States** (*How to conduct business in the U.S.*) is a three-hour class. This course familiarizes real estate professionals from other countries with the structure, operation, legal and regulatory environment of the U.S. real estate market. It prepares them to work effectively with U.S. real estate professionals, on a referral basis, to provide quality service and align clients' expectations with market conditions.

**The Americas and International Real Estate** (1 day) – This course has practical information for professionals who work with Caribbean, North, Central, and South American investors. Historical and cultural influences, regional relationships, and investment opportunities are covered along with a special focus on Mexico.

**The Transnational Referral Certification Course** This course prepares real estate professionals to make and receive compensated referrals using the transnational referral system developed by the International Consortium of Real Estate Associations—ICREA. Students will learn how to integrate international referrals into their business plans resulting in increased income.

## THE LOGISTICS

Choose your path and fly into either the Miami International Airport (MIA) for the East Coast, or the Regional South West Airport (RSW) in Fort Myers for the West Coast tour\*. You make your own hotel reservations and your group transportation starts at the very first event. Busses will be taking the group to and from the official hotels. After the Convention, make your air

reservations to fly out of Orlando International Airport (MCO)\*. The courses in most cases have an additional fee so they are not included in the registration fee. Mark your calendar and visit [www.realtors.org/international](http://www.realtors.org/international) for more information. Registration will open in December. Please email [Floridatour@realtors.org](mailto:Floridatour@realtors.org) for more information. *Space is limited, so act now.*

\*Group transportation is not provided to and from the airports.

registration available online in December at [www.realtor.org/international](http://www.realtor.org/international)