

## Global Real Estate: Local Markets

### CIPS Required Course

6.5 hours CE credit

- Date:** September 13, 2012 9am-5pm
- Instructor:** Roseann Farrow, ABR, CIPS, CRB, CRS, e-PRO, GREEN, GRI, RSPS, SRES
- Location:** Greater Binghamton Assn of REALTORS  
19 Johnson City, NY 13790  
607-798-8245
- Cost:** \$150 Members / \$175 Non-Members



---

***Your business has no borders.  
Discover global opportunities in your local market.***

---

Last year, foreign buyers invested more than \$82 billion in residential real estate in the U.S., paid \$100,000 more, on average, than the overall U.S. median price, and the majority paid all cash. This course will show you how to connect with this client base and help you uncover global opportunities in your local market.

Register today and learn:

- Why the U.S. market is a strong investment.
- How to position your listings in a global market.
- How to best serve foreign-born clients.
- How to build a global presence.

This is one of the required courses for the CIPS designation. It also provides elective credit towards the ABR designation and the RSPS certification. Visit [realtor.org/global](http://realtor.org/global) for details.

**REGISTER  
TODAY**

#### 4 easy ways to register:

**Visit** the Members' Education Section at [nysar.com](http://nysar.com)

**Fax** credit card registrations to 518.462.5474

**Call** 800.239.4432

**Mail** check registrations to: NYSAR, 130 Washington Ave., Albany, NY 12210

*Registration form on reverse.*

# REGISTRATION

**REGISTER  
TODAY**

## 4 easy ways to register:

**Visit** the Members' Education Section at [nysar.com](http://nysar.com)

**Fax** credit card registrations to 518.462.5474

**Call** 800.239.4432

**Mail** check registrations to: NYSAR, 130 Washington Ave., Albany, NY 12210

### Cost:

Course Name or Code: Global Real Estate: Local Markets

Location: \_\_\_\_\_ Date: \_\_\_\_\_

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Company: \_\_\_\_\_

Phone (H): \_\_\_\_\_ (O): \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail address: \_\_\_\_\_

License unique ID #: \_\_\_\_\_

Check payable to NYSAR in amount of \$ \_\_\_\_\_

Charge my (circle one):      VISA              MasterCard              American Express              Discover

Card #: \_\_\_\_\_

Exp. date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Signature: \_\_\_\_\_

**Do you have any disabilities which require special accommodations, including provisions for auxiliary aids/services? If so, please identify your special needs when registering.**

**Cancellation Policy:** Requests for cancellation must be received in writing **NO LATER THAN 10 DAYS PRIOR TO THE CLASS** to avoid a penalty. Written cancellation requests received within 10 days of the course will be subject to a 25-percent refund processing fee. "NO-SHOWS" forfeit entire tuition.