

Certified International Property Specialist (CIPS)

Earning the Designation and
Membership Benefits

United States



NATIONAL
ASSOCIATION of
REALTORS®
Official Designation



About CIPS

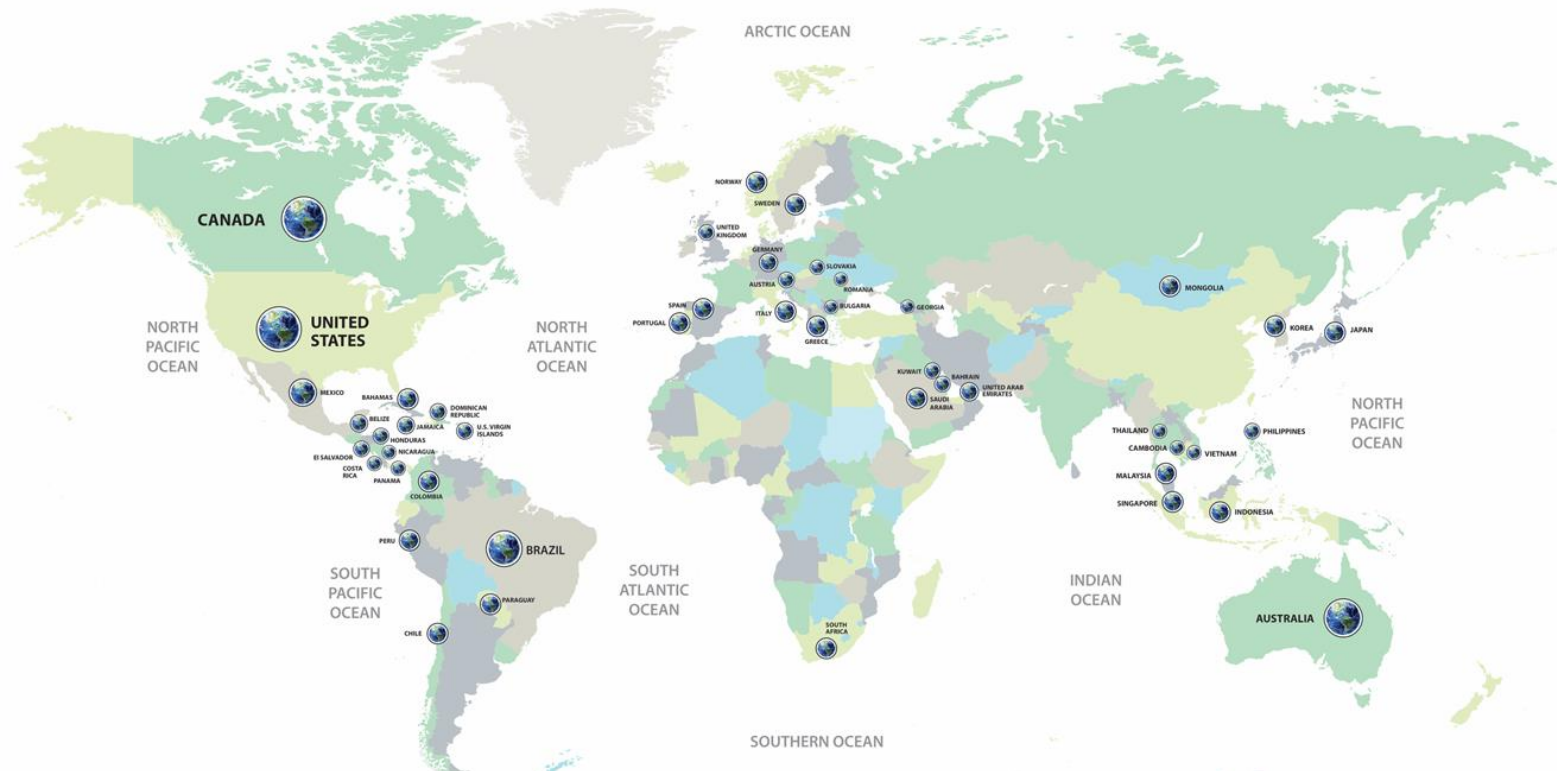
The CIPS designation gives REALTORS® the education and tools to start or grow their global real estate business.



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3,900 designees in 48 countries



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Designee Information

Demographics

- Majority (81%) reside in the U.S
- Have been active for 3 years
- The number of Canadian designees has quadrupled since 2015!

Source: NAR's 2017 CIPS Designee Survey



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Designee Information

Income

The typical designee:

Earned \$28,750 from global transactions

Reported a median income of \$107,500

Significantly higher than median gross income of an average REALTOR® (\$42,500)

Source: NAR's 2017 CIPS Designee Survey



Why earn the designation?

NAR designation for real estate professionals:

- Education
- Networking
- Marketing Resources



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Become a CIPS Designee

1. Take five courses

Core

- Global Real Estate: Local Markets (1 day)
- Global Real Estate: Transaction Tools (1 day)

Electives

- Europe & International Real Estate (1 day)
- Asia/Pacific & International Real Estate (1 day)
- The Americas & International Real Estate (1 day)



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Become a CIPS Designee

2. Complete an Application Form

- 100 points
 - 11 categories to earn points
- Pay a one time application fee of **\$75 plus** yearly membership dues
 - Dues are prorated depending on quarter you apply

3. NAR reviews application and emails decision (within 2 weeks)



Become a CIPS Designee

4. Once approved, you will receive:
- An email with a website link to access your member benefits.
 - A membership kit via mail containing your CIPS certificate, pin, and additional membership information.

Maintain the Designation

- Yearly membership dues are \$220.
- You will be billed via email in November of each year for the following year's dues.
- Receive a 10 percent discount by renewing online early

Membership Benefits

Networking Opportunities

- CIPS online directory profile
 - Search via name, location, language, country, country specializations
 - Over 3,900 CIPS designees in 48 countries
- Dedicated private CIPS Facebook designee group
- CIPS Networking Opportunities at REALTOR® meetings



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Membership Benefits

Marketing and Media

Global Marketing Center

- Customizable Postcards
- Power Point Slides for Consumer listing and buyer presentations
- Customizable Press Release
- Use of the CIPS logo



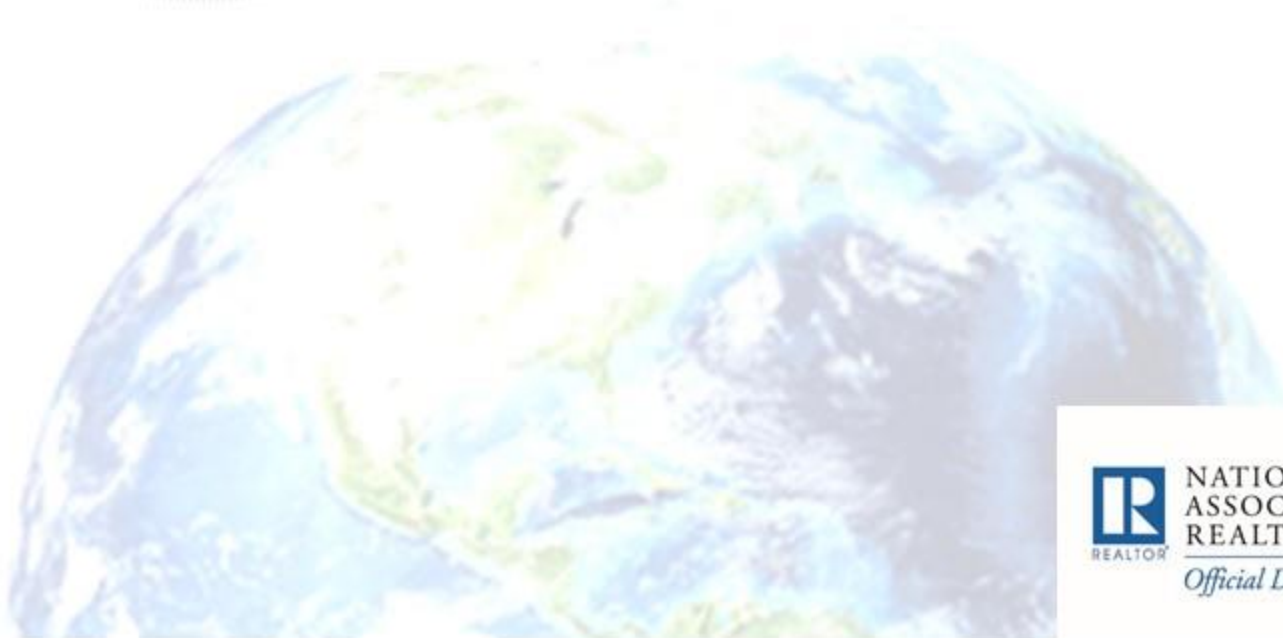
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Membership Benefits

Business Development

- Global Perspectives, mailed to you bi-monthly
- Custom Referral form
- E-newsletter



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Contact

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