



Raise Your level of Expertise and Distinguish Yourself with a CIPS Education!



**Certified International Property Specialist &  
Transnational Referral Certification "TRC"**

**Los Angeles, "Redondo Beach", CA, August,19,20,21,22,23,24,25,26,2009**

**INSTRUCTOR:**

**Ms. CARMELA MA, CCIM, CIPS, CRE, FRICS, TRC.**

**NAR&CCIM INSTRUCTOR OF THE YEAR, 1998, 2001,2002,2003,2006,2007**

**Accelerated Course**, Hundreds of real estate professionals throughout the world have earned the right to use CIPS after their names. Local community increasingly relies upon CIPS designees, multinational and business organizations including Chambers of Commerce and the media-as resource and experts in the international real estate marketplace. Certified International Property Specialist a global real estate professional, Worldwide networking, (1) give and get referrals to exchange transaction referrals with worldwide agents(2) take advantage of the CIPS Network worldwide (3) obtain online real estate market information on nearly 100 countries (4) Get referrals from the online CIPS Directory (5) earn prestige and new business with the CIPS Designation (6) stay ahead of the pack (7) Who's Who in International Real Estate Directory listing. Earn your Certified International Property Specialist (CIPS) designation and learn about cultural communications, International business, customs, current events and market trends that impact the global real estate market and financial investments.

**Tuition on Sale: Dates: Time: 8:30 A.M -5:30 P.M.**

- \$ 295/\$195 August 19&20 International Real Estate for Local Markets**
  - \$ 245/\$145 August 21 Europe & International Real Estate**
  - \$ 245/\$145 August 22 Asia/Pacific &International Real Estate**
  - \$ 99 \_\_\_ August 22 Transnational Referral Certification"TRC"**
  - \$ 245/\$145 August 23 \* Middle East/Africa&International R. E.**
  - \$ 245/\$145 August 24 The Americas &International Real Estate**
  - \$ 345/\$275 August 25&26 Investment&Financial Analysis/Int. R. E.**
- Tuition on sale:\$900 \_ before July 10,(5courses)\_\_\$1045\_\_\$99TRC**

**Additional Benefits:**  
**\*Received At Home w/ Diversity Certification**  
**\*ABR Elective credit**  
**\*CRS Elective Credit**  
**\*RSPS Elective Credit**  
 Toll Free, 1-888-338-3396  
**March, 18-25-09, Pleasanton, CA**  
**July, 23-24-09, Anaheim, CA**  
**August, 19-26.09, Redondo Beach**  
**November, 16-21-09, San Diego, CA.**

**Call 1-888-338-3396 in the US and Canada or 310-379-8370 internationally to register**

Mail the form to: CIPS Association of Greater California P.O. Box 175, Manhattan Beach, CA. 90267

Fax: the registration form to 310-388-1047 or E-mail: [info@cipsocalifornia.org](mailto:info@cipsocalifornia.org)

<http://bestwestern-sunrise.com> **Best Western Sunrise Hotel, 400 N. Harbor Dr, Redondo Beach CA**

**Course Requirements:** Hewlett-Packard financial calculator. HP- 10BII is highly recommended for the Investment course.

**Payment Required at Time of Registration – <http://www.cipsocalifornia.org>**

Name \_\_\_\_\_ Company \_\_\_\_\_  
 Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code: \_\_\_\_\_  
 E: mail \_\_\_\_\_ Fax \_\_\_\_\_ Phone# \_\_\_\_\_  
 Check Encl.\$ \_\_\_\_\_ Charge card\$ \_\_\_\_\_ Visa/Master Card # \_\_\_\_\_  
 Exp.Date \_\_\_\_\_ Signature \_\_\_\_\_ Date \_\_\_\_\_ NRDS: \_\_\_\_\_

The **National Association of REALTORS®** offers **international real estate education courses** that lead to the CIPS designation. Hundreds of real estate professionals throughout the world have earned the right to use CIPS after their names. Local community increasingly relies upon CIPS designees, multinational and business organizations including Chambers of Commerce and the media- as resource and experts in the international real estate marketplace.

**Course Location and Lodging:**

Best Western Sunrise Hotel, 400 North Harbor Drive, **Redondo Beach, California**, 90277,  
Phone:310-376-0746 (ask for CIPS group rate) [www.bestwestern-sunrise.com](http://www.bestwestern-sunrise.com)

**August, 21, 2009, Deal Making and Marketing Sessions**

Friday, August, 21, 2009 - 5:00p.m.

**TRC –TRANSNATIONAL REFERRAL CERTIFICATION**

Saturday, August, 22, 2009 - 6:00 p.m. a separated fee is required

Link of interest: [www.getty.edu/museum](http://www.getty.edu/museum) [www.redondo.gov](http://www.redondo.gov) [www.disneyland.com/california](http://www.disneyland.com/california)  
[www.beverlyhillschamber.com](http://www.beverlyhillschamber.com) [www.universalstudioshollywood.com](http://www.universalstudioshollywood.com) [www.southcoastplaza.com](http://www.southcoastplaza.com)  
[www.crystalcathedral.org](http://www.crystalcathedral.org) [www.ocpac.org](http://www.ocpac.org)

**Faculty Brief Biography**

**Ms. Carmela J. Ma, CCIM, CIPS, CRE, FRICS, TRC.**

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Beverly Hills, CA 90210

E-mail: [carmelama@sbcglobal.net](mailto:carmelama@sbcglobal.net)

Ms.Carmela Ma, CCIM, CIPS, CRE, FRICS,TRC, was awarded the CCIM Instructor of the Year 2003, The People's Choice Award 2003 & 2006, Senior Instructor of the Year for Financial Analysis in Commercial Real Estate CI-101 CCIM, and CIPS International Instructor of the Year, and The CIPS of the Year 2005 of Greater California.

Ms.Ma is President of CJM Associates; Inc. a California based company specializing in Real Estate investment Brokerage, Advisory and Global Transactions. She has been involved in international real estate since 1970s. She is an American Citizen with years of management experience in the USA and offshore. Her projects have taken her on business trips worldwide (over 30 countries) and produced and hosted her own weekly radio program on city planning, development and design. She was a publisher and an international speaker in numerous cities in USA, Europe and Asia.

Her transactions include industrial developments in Africa and Asia, estates from Italy to Beverly Hills and investment properties in Hong Kong and California. She has counseled clients on acquisition, disposition, strategic planning, broker selection, risk reduction, portfolio analysis and value enhancement. In addition, she has marketed properties ranging from high-rise office buildings, multi-family, land, industrial, shopping centers, and R & D properties. She is also an advisor on real estate to financial institutions.

Ms. Ma is a licensed real estate broker and consultant. She studied Business Finance at the University of Southern California, and Architecture at the University of Hong Kong.

Ms. Ma is senior instructor of the Commercial Investment Real Estate Institute, the institute that confers the Certified Commercial Investment Member designation (CCIM), a designation know as “the Ph. D. of Commercial Real Estate.”

She is also an international instructor for the **National Association of Realtors (NAR)** international division, which confers the Certified International Properties Specialist designation (CIPS).

Ms Ma served as the faculty chair/dean of the NAR International Section, President and founding member of The CCIM Chapter of Greater Los Angeles, and chair of the CCIM International coordinating Committee, 2005 chair of International Operation Committee of(NAR) National Association of Realtors **International division.**

# Welcome to International Real Estate for Local Markets & The CIPS Institute August 19-26, 2009

Toll free 1-888-338-3396 [WWW.CIPSCalifornia.org](http://WWW.CIPSCalifornia.org)

Course Location and Lodging:  
**Best Western Sunrise Hotel**

400 North Harbor Drive, Redondo Beach, California 90277

(310) 376-0746 [www.bestwester-sunrise.com](http://www.bestwester-sunrise.com)

See the world in a way you've never seen it before. Make this learning & vacation stand out from all the others, New experience, programs all come together to create the most unforgettable meeting you've experience.

