



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



Certified International Property Specialist

San Diego California, U.S.A., November, 16, 17, 19, 20 & 21, 2009

Instructor

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

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

World top 10 Brokers Award, 2008

Accelerated Course, To help you succeed in this increasingly diverse market and international business environment will offer the CIPS Institute for the CIPS designation. (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.

***International Real Estate for Local Markets, the prerequisite course for the CIPS Institute**

CIPS Institute: Dates : Time: 8:30 A.M.- 5:30 P.M.

- \$ 245/~~\$145~~ November 16 Europe & International Real Estate
- \$ 245/~~\$145~~ November 17 Asia/Pacific & International Real Estate
- \$ 99 _____ November 17 Transnational Referral Certification "TRC"
- \$ 245/~~\$145~~ November 19 The Americas & International Real Estate
- \$ 345/~~\$275~~ November 20 & 21 Investment & Financial Analysis/Int.R. E.

Tuition on Sale: \$710 Before August, 1st, \$900 After, \$99 TRC (course)

To register call: 1-888-338-3396 in the US and Canada or 310-379-8370

LOCATION: Town and Country Resort & Convention Hotel,

500 Hotel Circle North, San Diego, CA, 92108, Phone: 619-291-7131 www.towncountry.com

Fax: the registration form to 310-388-1047 or E-mail: info@cipsocalifornia.org

Mail the form to: CIPS Association of Greater California P.O. Box 175, Manhattan Beach, CA. 90266

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

Payment Required at Time of Registration

Name _____ Company _____

Address _____ City _____ State _____ Zip Code _____

E: mail _____ Fax _____ Phone# _____

Check Encl.\$ _____ Charge card\$ _____ Visa/Master Card # _____

Exp.Date _____ Signature _____ Date _____ NRDS _____

Additional Benefits:

- *Received At Home w/ Diversity Certification
- *ABR Elective credit
- *CRS Elective Credit
- *RSPS Elective Credit

Toll Free: 1-888-338-3396

www.cipsocalifornia.org

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:

Town Country Resort & Convention Center Hotel: 500 Hotel Circle North, San Diego, California 92108

Phone: 619-291-7131(CIPS discount rate available, 11-13 to 11-25,2009) www.towncountry.com

November 19, 2009, Deal Making and Marketing Sessions

Thursday November 19, 2009 - 5:00p.m.

TRC –TRANSNATIONAL REFERRAL CERTIFICATION

Tuesday November 17, 2009 - 6:00 p.m. a separated fee is required

Link of interest: www.sandiego.org www.sandiegozoo.com www.sandiego.com

www.getty.edu/museum

www.disneyland.com/california

www.sandiegochamber.com 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

Ms.Carmela Ma, CCIM, CIPS, CRE, FRICS, TRC, was awarded the CCIM Instructor of the Year 2003, The People's Choice Award 2003 & 2006, and 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 the CIPS Institute

November 16-21, 2009

San Diego California USA

Toll free: 1-888-338-3396 WWW.CIPSCalifornia.org

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Phone: 619-291-7131

www.towncountry.com

The Town and Country Resort Convention Center is situated on 32 acres of beautiful gardens. Located in geographic heart of San Diego, which boasts America's best climate, the Town and Country is 10 minutes from San Diego's major attractions, including the San Diego International Airport, our famous beaches and bays, Old Town filled with Mexican shops and cafes, the world famous San Diego Zoo, Sea World Adventure Park, The downtown water front convention center, Seaport Village and the excitement of the Gas lamp district and San Diego's new Petco Baseball Park.

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.

