

***“Everything You’ve Ever
Wanted to Know About
International But Were
Afraid to Ask”***

***(A Guide to NAR International
Programs, Products & Services for
REALTORS®)***

August 2007



Introduction

Dear NAR International Spokesperson:

This packet of talking points pertaining to NAR's International Operations group was compiled to assist volunteer leaders more effectively speak to and respond to inquiries from NAR's various constituents—whether grassroots domestic members, NAR local, state or national leadership, or our non-U.S. members and alliances around the globe.

There is a great deal of information contained here. While NAR spokespersons are welcome to keep handy and use the full package, it is more likely that this will be most useful to pull specific sections out for reference on topics of most interest/relevance to your role as spokesperson, or for use with specific presentations/programs. To that end, the information is organized by broad topics and formatted so that you may easily pull pages that focus on a single topic.

For those who have the opportunity to make a formal presentation on NAR's International Operations initiatives, or perhaps a specific program topic, e.g., transnational referrals, CIPS, globalization, WorldProperties.com, etc. keep in mind there are a number of PowerPoint presentations which can be downloaded from the international speaker database and customized for presentation.

As the information contained here is updated semi-annually, to ensure you have the most recent version, e-mail NARGlobe@realtors.org. The most current version will be e-mailed and/or a link provided to where you can download the packet from Realtor.org.

Thank you for your interest and support of NAR's International Operations program. If you have questions about any of this information, you may contact the staff mostly closely associated with the program (see staff resources section at end of packet), or call 1.800.874.6500, x8392.

*International Operations Division
National Association of REALTORS®*

Updated August 2007

Table of Contents

Overview and Program Value Proposition	5
Mission	5
Purpose	5
Key Objectives	5
NAR’s International Vision	6
General Value/Vision Statements	6
Global Factors Impacting U.S. Real Estate	8
Key Program Initiatives	10
China – Education/Training & Membership	10
India – Association Development/Industry Best Practice Export	10
AMPI (Mexico) Joint Venture	10
CIPS Network	12
International Membership	13
International Education	14
CIPS (Certified International Property Specialist) Designation	14
Expand Your Market Training Program	15
Doing Business in Mexico Course	15
NAR Education Cooperative Efforts	15
Online Training and Information Resources for Brokers, Firms & Associations	15
International Networks	17
ICREA	18
General Information	18
ICREA/WorldProperties.com Products/Services	19
NAR’s Role in ICREA & NAR Member Benefits	19
Annual Meetings, Conferences & Industry Events	21
Governance	21
Key Networking Opportunities	21
Education	21
Other Industry Events Supported by NAR International	22
Sponsorship Opportunities	23
Advocacy	24
International Housing Coalition	24
International Real Property Foundation (IRPF)	24
Reaume Foundation	24
U.S. Legislative Issues/Initiatives	25
Consumer Interests	26
Realtor.org/International	27
APPENDIX A -- NAR Public Affairs International Talking Points	28
APPENDIX B - NAR International Membership Chart	29
APPENDIX C -- Key Current Legislative Issues Summary	30
Issue: Developer Registration	30
Issue: Facilitating Visas for Foreigners	31
APPENDIX D -- Leadership & Staff Contacts	32



NAR International: Program Overview and Value Proposition

Overview and Program Value Proposition

Mission

The goal of the NATIONAL ASSOCIATION OF REALTORS® international program is to render the global market accessible to and profitable for US REALTORS® to the maximum extent possible.

Purpose

The purpose of NAR's international program is to enhance the ability and opportunity of all members to conduct business successfully and ethically in an expanding global environment, to establish NAR in the international business and governmental community as a leader in international real estate, and to advance the right to own, transfer and use real property throughout the world.

Key Objectives

NAR's International Operations program support NAR's strategic initiatives as follows:

- Maintain and strengthen the NAR's worldwide bilateral alliances which provide the means to develop international real estate business/referral opportunities for U.S. REALTORS®.
- Grow the CIPS education and membership program for U.S. and foreign real estate practitioners.
- Raise awareness among U.S. grassroots members of the impact and profitability of global real estate within the local domestic market.
- Help create uniform international real estate standards (professional, business and technical) worldwide through active participation in the International Consortium of Real Estate Association (ICREA) and its website, WorldProperties.com. Position WorldProperties.com as the principal global platform for members to conduct transnational business.

NAR International Core Beliefs -- *We believe that:*

- Our members' businesses will benefit by the creation of uniform international real estate standards worldwide (professional, business and technical).
- Professional development is critical to an ethical and competent real estate industry worldwide, and that organized real estate associations are best positioned to provide this education.
- The same basic values we espouse nationally--which are support for private real property ownership; the free enterprise system; and the highest standard of professional ethics, conduct, and business practices--have worldwide application.

A Guide to NAR International Programs, Products & Services for REALTORS®

- These principles are fundamental to global economic growth and development, and provide critical underlying support for civic stability and democratic values worldwide.
- As the leading authority on private property matters nationally, NAR has an affirmative obligation to promote these core values worldwide.
- The rights of non-U.S. investors to acquire U.S. real property, and the right of U.S. investors to acquire property abroad, must be protected. We oppose laws and regulations that in any way hinder those rights.
- Laws or regulations that impede the free flow of international finance for real estate should be opposed.
- As far as is practically possible, systems for taxing non U.S. investors/owners of real estate should be no more onerous than those applied to U.S. investors/owners.
- Any unique reporting and disclosure requirements on non-U.S. investors and/or their agents should be kept to a minimum.

NAR's International Vision

- REALTORS® remain integral to the property transaction at home and abroad.
- REALTORS® are more successful in their own local markets by understanding (through NAR programs, services and resources) how the changing cultural demographics of their communities impact their customer and employee base of the future
- REALTORS® secure a greater percentage of cross border business.
- Standards of practice at home and abroad are ethical, efficient, equitable and enforced.
- Private property rights are respected and private real estate markets are developed around the world.
- International real estate markets are open to REALTORS® and are orderly.
- International real estate business is facilitated by innovation in systems to support real estate transactions.
- International capital flows supporting investment in real estate and housing are unimpeded.

General Value/Vision Statements

- It's a fast changing world and increasingly more global. World events and economic changes a half a world away have a near immediate impact on real estate markets-- including local markets. Closer to home, inbound foreign investment, immigration, and the burgeoning second home market all have significant impact on our members' domestic business.
- It's important for NAR to stay active in the global arena and specifically to:
 - Assess members' business needs, and develop programs and products to meet those needs;
 - Monitor the legislative environment and advocate for and protect our members' interests in a changing world;
 - Strengthen our position globally through bilateral and multilateral relationships; and
 - Maintain support for developing markets, helping to lay the foundation for these markets to join the world marketplace.

A Guide to NAR International Programs, Products & Services for REALTORS®

- NAR research shows that nearly half of our members have participated in an "international" transaction, although they may not think of it in these terms. It might be assisting a recent immigrant with their first home, helping a client with the purchase of a vacation home in the Caribbean, or a host of other scenarios.
- NAR has a great deal of information and resources to help REALTORS® manage global business--whether for an occasional transaction or a significant part of their business. NAR offers all levels of training resources--from 20 min. sales meetings tool kits to full-blown designation and certification programs. NAR also provides members with access to a business network of professionals in more than 50 countries (all whom subscribe to a code of ethics similar to NAR's), a transnational referral system backed by an arbitration process, and a marketing and business platform through WorldProperties.com.
- There's a whole world of opportunities and NAR wants to make sure its members are prepared to take advantage of it!

Global Market: Understanding Factors that Impact U.S. Real Estate

Global Factors Impacting U.S. Real Estate

- Through carefully developing and nurturing international bilateral and multilateral relationships worldwide over the past several decades, NAR has laid a solid foundation for participation in today's global marketplace.
- NAR's International Network--today 71 partner associations in 55 countries--demonstrates the value of NAR's international initiatives and emphasizes its commitment to promote business development opportunities for U.S. members.
- The following statistics from recent NAR Member Profiles and the 2006 NAR report, "Foreign Investment in U.S. Real Estate: Current Trends and Historical Perspective," reflect the growing importance of integrating international into a real estate company's domestic business plans:
 - 3.2% of NAR members (more than 41,000) indicate that international is their primary or secondary business specialty – an increase of over 25,000 since 2001.
 - While all real estate is local, REALTORS® do business in a global environment. Almost half of NAR members indicate that they have participated in a transaction involving an international aspect, ranging from purchasing property outside the U.S. to helping a foreign born U.S. citizen find a home in the U.S.
 - According to our surveys, CIPS Designees and International specialists earn substantially higher incomes than the typical REALTOR®.
 - Foreign direct investment (FDI) in the U.S. increased 8.5% from 2004 to 2005 to \$1.87 trillion (latest year for which data is available). FDI position in U.S. real estate rose 5.2% from 2004 to \$41 billion. FDI in U.S. real estate accounts for 2.5% of total foreign investment in the U.S. market, with significant anecdotal evidence projecting a higher level of foreign participation in 2006.
 - Foreign investment helps to create jobs through direct investment in a business or commercial real estate or by providing a cheap form of funding for domestic businesses to reinvest.
 - NAR estimates that in the absence of foreign capital, long-term interest rates would be four percentage points higher than current levels. NAR further estimates that a 4% point rise in the 30-year mortgage rate would have resulted in existing home sales of 6.1 million in 2005 rather than the 7.1 million sales recorded.
 - Regional U.S. markets benefit a great deal more than the national average. A 2005 NAR survey of home purchases in Florida by foreigners shows that 15% of all Florida home sales were to international clients, demonstrating the importance of international home purchases in the U.S. residential market.
 - Foreign-born purchases of residential real estate are expected to rise steadily from the significant increase in immigration. Nearly half of the recent increase in the overall U.S. population is due to newly arrived immigrants. Given the strong

A Guide to NAR International Programs, Products & Services for REALTORS®

relationship between rising homeownership rates and the length of time in the U.S., home purchases by immigrants will have a sizable impact on the housing market for the foreseeable future.

- Prospects for an increase in foreign direct investment in U.S. real estate are bright for 2007. The nation's economic momentum is strong, positioning the U.S. as a growth opportunity for foreign investors.
- The second home market is a fast-growing segment of international business. An NAR study released in July 2007* shows that nearly one in five REALTORS® has sold a home to an international client in the past year, and that 47 percent of all international buyers purchased homes exclusively for vacation, while 22 percent were motivated primarily by investment. Nearly a third of foreign buyers cited both vacation and investment as reasons for their purchase.
 - A third of all international buyers are from Europe, but buyers from Asia and North America (outside the United States) each represent about one-fourth of the total market. Sixteen percent of all international buyers are from Latin America. By individual country, most buyers come from Mexico (13%), the United Kingdom (12%) and Canada (11%).
 - Foreign buyers purchase homes across the United States, but 52 percent of sales in 2006 were concentrated in three states – Florida (26%), California (16%) and Texas (10%). The South attracted nearly half – 49 percent – of international buyers last year, while 31 percent purchased homes in the West.

**Source: 2007 NAR Profile of International Homebuying Activity*

- NAR annually conducts research relevant to international interests. The vast majority of this research is available at no charge at Realtor.org. Access to all current internationally-related research can be found at the NAR Research home page under 'Reports by Topic.'

Key Program Initiatives

Key Program Initiatives

China – Education/Training & Membership

- China is the world's most populous nation with a foreign exchange reserve over US\$1 trillion, and one which attracted US\$63 billion in actual foreign investment in 2006.
- U.S. FDI in China recorded average annual growth of 10 percent during 1999-2004 while China's outbound FDI reached US\$12.3 billion in 2005, up 123% year-on-year.
- Through alliances with government-approved and private training centers, NAR is introducing U.S. style real estate sales education. Advanced education and/or NAR membership is also being pursued and considered where strong opportunities are identified. This program represents substantial long-term revenue potential through course licensing agreements and membership development and important business development opportunities for NAR members.

India – Association Development/Industry Best Practice Export

- NAR, with support from the International Real Property Foundation, is facilitating the formation of a new, truly national association in India.
- NAR's current regional alliance, the India Institute of Real Estate (IIRE), is supportive of this effort and directly involved on the Steering Committee that is organizing this new group.
- It is anticipated that the international alliances in place with IIRE will be transferred to the new organization by the end of 2007, allowing for a continuation and expansion of introducing U.S. style industry best practices into the second most populous nation in the world.

AMPI (Mexico) Joint Venture

- In 2006 AMPI and NAR formed a joint venture whereby all AMPI members pay International REALTOR® Member dues to NAR (\$50). The dues are reinvested into AMPI-Mexico to support the association's international business outreach activities, developed with input from NAR and agreed to by both groups.
- The Mexican market is of great significance to the U.S. real estate industry:
 - Nearly 40% of all immigrants to the U.S. are Mexican; these immigrants send billions of U.S. dollars to Mexico annually in the form of remittances which is one of Mexico's top three income generators; an estimated 20% of remittances are being invested in real estate.
 - The U.S. and Mexico share a 2,000 mile border creating a significant real estate connection.
 - More than 1 million Americans live in Mexico; representing 25% of all Americans living abroad. It is a premiere retirement destination for baby

A Guide to NAR International Programs, Products & Services for REALTORS®

- boomers. Tourism is one of Mexico's top income generators, with a multiplier effect on the international 2nd home market.
- The NAFTA free trade agreement translates into dramatic increases in trade and economies that are more interlinked each day. Mexico is the U.S.'s largest trade partner.
 - The real estate market in Mexico has opened up dramatically, with the introduction of mortgage financing in recent years, dramatic increases in homeownership, and increases in the standard of living.
 - NAR and AMPI have developed a mutually agreed upon menu of products, programs and services to help develop AMPI's capacity to serve as an effective catalyst for national and international real estate business with a particular focus on U.S.-Mexico transactions. Benefits include: prestige, visibility, information, discounts, event/education opportunities, and enhanced customer service.

CIPS Network

CIPS Network

- The CIPS Network has nearly 2,500 members in 50 countries including approximately 1,700 CIPS Designees. The majority of the designees are from U.S but with the expanding number of non-US course deliveries this balance is changing. Currently more than 200 represent other countries with Italy, Mexico, Korea and China representing the largest non-U.S. groups. At any given time there are typically about 400 candidates in the pipeline.
- REALTOR® Association Executives (AEs) can join the CIPS Network, and also earn the CIPS designation. An international administration course substitutes the transaction requirements. There are currently more than 40 AE CIPS designees. AEs pursue the designation in order to be better prepared to develop and support international programs and services at the local and state levels.
- There are approximately 200 non-U.S. CIPS International Network members (non-designees). These are individuals who are engaged in cross-border real estate. Not including Mexico, NAR currently has nearly 300 International REALTOR® Members from 27 countries, with Costa Rica, Canada, and India representing the largest groups. In 2007, all 1,500 AMPI (Mexico) members will automatically become International REALTORS®, per the new NAR-AMPI bilateral agreement. International REALTOR® Members may not specifically be engaged in cross-border real estate, but rather have a specific interest in being directly affiliated with NAR.

International Membership Structure and Options

International Membership

- Non-U.S. real estate professionals can join NAR directly at three different levels (attached chart provides detailed information on cost, eligibility and benefits):
 - International REALTOR® Member
 - International CIPS Network Member
 - CIPS Designee

See Appendix B: Membership Chart

- Regardless of the membership level, if the individual resides in a market where NAR has a bilateral alliance, that individual **MUST** be affiliated with that national association in order to be a member of NAR.
- In markets where NAR has no alliance, the individual can affiliate directly, but must agree to abide by NAR's Code of Ethics. Should a bilateral alliance be formed with an association in that country in the future, the individual must agree to affiliate with said association to retain their NAR membership.
- As of Jan. 1, 2007, International REALTOR® Members represent the largest percentage of non-U.S. NAR members (45%), followed by CIPS designees and CIPS Network International members (both 27%).
- The Americas region represents the largest source of non-U.S. members (64%), followed by Europe (22%) and Asia (13%).
- Key Benefits of CIPS Network/Designee Membership include:
 - Listing in the CIPS Network Directory, Who's Who in International Real Estate, and in the online member directory. Designee listings include a photograph and 150-word biography.
 - Subscription to Global Perspectives, a quarterly international real estate newsletter.
 - Information on events and opportunities at NAR's national convention.
 - Current international real estate news updates.
 - Invitations to exclusive business and networking events such as MIPIM and SIMA.

CIPS and International Education/Designation

International Education

CIPS (Certified International Property Specialist) Designation

- The Certified International Property Specialist (CIPS) course curriculum is the educational foundation of the CIPS Network and NAR's international business development training program.
- It distinguishes CIPS designees as individuals who have hands-on experience in international real estate transactions, as well as having successfully completed an intensive seven-day program of study.
- The courses focus on the critical aspects of transnational transactions, including currency and exchange rate issues and cross-cultural relationships, regional market conditions, investment performance, tax issues and more. A detailed description of the courses can be found at www.realtor.org/international.
- CIPS designation courses:
 - U.S. REALTORS® must complete the two-day "International Real Estate for Local Markets" before joining the CIPS Network. Non-U.S. practitioners are also encouraged to take this course, but it is not a requirement.
 - Whether or not a practitioner intends to work toward the CIPS designation, the International Real Estate for Local Markets course is ideal for anyone who may encounter opportunities in their local market to assist in an international transaction, e.g., assisting an immigrant or foreign investor, or helping a U.S. resident purchase property abroad.
 - The program includes four one-day regional courses (three of the four are required), which focus on the Americas, Europe, Asia/Pacific and Africa/Middle East.
 - The final course is a two-day course on Investment and Financial Analysis. This course is waived for students who have passed the CCIM Intro, CCIM 101, or CRS 204 courses.
 - All CIPS courses are currently available online, except the Investment and Financial Analysis, which will be available online by the end of 2007.
 - All CIPS courses are available for licensed delivery through NAR. Instructors are hired from an approved pool of faculty.
- NAR offers a limited number of direct deliveries each year. Most of the courses are offered through a course licensing process by state/local association or company sponsors, who pay a per student royalty fee to NAR.

Expand Your Market Training Program

- Expand Your Market is a turn-key training program for REALTORS® looking to increase their business by expanding their markets to include culturally diverse buyers and sellers.
- This course is ideal for introducing the concept of international business in the local market, and has been approved for Continuing Education (CE) credit in a number of states. [REALTORS® should check with their state licensing commission.]
- Expand Your Market can be taught by an experienced international real estate practitioner or instructor at a local or state REALTOR® association, company sales meeting, real estate convention, etc.
- Courses sponsors pay a one-time fee (\$95.00 as of 3/07) to purchase the course for unlimited use.

Doing Business in Mexico Course

- Introduced in 2006, the “Doing Business in Mexico” course is designed for U.S. REALTORS® looking to conduct transnational business individuals and/or properties in Mexico.
- Students learn the basics of real estate transactions in Mexico when foreigners are involved as buyers, sellers, or salespersons, and presents opportunities and trends in the Mexican residential (primarily second homes) and commercial real estate markets.
- The course is available online or for licensed delivery with a per student royalty fee.

NAR Education Cooperative Efforts

- There is increasing cross-over and cooperation among NAR and affiliated groups in the education area.
- Resort training is an important component of international business given the growing 2nd home market. REALTORS® can receive credit towards both Resort and International professional designations from select program courses.
- CCIM and CRS also offer select course credit towards their programs for CIPS training and vice versa.
- NAR is open to education alliances with groups outside the REALTOR® family as well.

Online Training and Information Resources for Brokers, Firms & Associations

(Note: specific URLs are not provided here due to the constantly changing nature of the site. See section on Realtor.org for more information on locating specific resources.)

- Monthly International eReport (Electronic Newsletter) – Available free to any NAR member. Sign up under “My Account” link on home page at www.realtor.org.
- Pre-packaged Meeting Tool Kits for Broker Sales Meetings – Series of short, informational training modules on global market topics; ideal for use in sales agent meetings, local council meetings, etc. Topics include currency and metric conversions, language issues, international tax ID numbers, Asian and Mexican business practices, and more.
- International Speaker Cadre & Presentation database – Resource for groups looking for a speaker and/or a presentation on a topic related to global real estate business. Group seeking a speaker contacts and deals directly with the speaker.

A Guide to NAR International Programs, Products & Services for REALTORS®

- Power Tools for International Practitioners Blog – Part of the NAR Library online resources, providing NAR members with a wide range of timely global marketing information. Access from NAR Library at Realtor.org.
- Archive of Global Perspectives Quarterly Newsletter – Search by issues, topic or author and download articles from 1999 to present on wide range of international topics.

NAR International Networks

International Networks

- The strength of NAR’s international business network is built upon a set of alliances with like national associations around the globe.
- NAR signs agreements with these “Cooperating Associations” and appoints a President’s Liaison and an Ambassador Association to each. Job descriptions are available for these appointed positions.
 - **Cooperating Associations** -- NAR has cooperating agreements with 71 international real estate associations in 55 countries (as of January 2007). A list of countries and contacts can be found at www.Realtor.org/international.
 - **President Liaison/Regional Coordinators** – Each year the NAR President appoints an individual to serve as his/her liaison to each Cooperating Associations. Appointees are usually CIPS designees and may have specific ties to the country, e.g., language, ethnicity, etc. Regional Coordinators are individuals appointed to oversee and coordinate activities of the President’s Liaisons in five world regions.
 - **Ambassador Associations** – NAR appoints a local or state REALTOR® association to each Cooperating Association. The nature of the relationship varies on a case-by-case basis, but the Ambassador Associations typically provides association development support, as needed, assists in hosting foreign delegations at NAR’s Annual Convention, and supports the development of business opportunities between the groups’ respective members.
 - **International Local Councils** – NAR supports the creation of international groups at the local and state association level in whatever form is best suited for the association. A resource guide to assist associations in creating and building these groups is available in print form and updated information is posted at Realtor.org.
 - **Development of Market-to-Market program** -- New in 2007 is the exploration/development of a “market-to-market” initiative.
 - The objective of this program is to help local/state REALTOR® Associations develop business opportunities with real estate practitioners in specific markets or countries that interest a large portion of their members.
 - It is designed to allow the Ambassador Association to continue their important association development work and ambassador duties while allowing them to expand into those markets of most value to their members’ businesses.
 - A workgroup has been appointed and will recommend to the International Operations Committee a plan for restructuring the Ambassador Association program in conjunction with introducing the market-to-market program which will expand business development opportunities for members.

International Consortium of Real Estate Associations (ICREA) and WorldProperties.com

ICREA

General Information

- ICREA is an alliance of national real estate associations around the world representing more than 2 million real estate professionals worldwide, and \$25 trillion of GDP, and is the only organization of its kind.
- ICREA has dedicated itself to the international promotion of its members' businesses and has had great success in building a partnership that is improving in the way we transact business across national borders.
- ICREA seeks to help brokers cross international borders along with their buying/selling clients, and also to stay in the middle of international real estate transactions to better serve their clients. ICREA helps brokers do business effectively and profitably in a growing international marketplace.
- As of April 2007, ICREA members include national real estate associations in Argentina, Australia, Brazil, Canada, Costa Rica, Czech Republic, Denmark, Finland, France, Greece, Ireland, India, Italy, Mexico, Netherlands, New Zealand, Norway, Panama, Poland, Portugal, Russia, South Africa, Spain, Sweden, United Kingdom, and the United States. All member associations must sign a Multilateral Agreement which outlines the obligations of each Member Association.
- ICREA benefits its constituents as follows:
 - National Associations – Supports national real estate initiatives, including strengthening of the national brand; providing information and guidance on responding to global market issues, and through positively differentiating national association members from non-association members.
 - Brokers – Provides information and tools to assist brokers participating in cross-border transactions and to earn compensation for referrals. Provides tools to promote specialty properties on a global scale; and to access news and resources, including properties and professionals worldwide.
 - Value to Consumers – Offers one-stop shopping for specialty and distinctive properties and for professionals to assist with international property transactions. Provides confidence in dealing with a member of a professional association who abides by a code of ethics, and information to help understand foreign markets and industry practices.
- WorldProperties.com is the official website of the ICREA, and is the source for most of ICREA's benefits for brokers and consumers. Information and resources are provided through both a public site and a member's only site.

- National associations seeking to affiliate with ICREA may do through a simple review/application process, and should contact the ICREA Secretariat for more information (consortium@realtors.org).

ICREA/WorldProperties.com Products/Services

- Distinctive Properties Advertising Service – Offers ICREA brokers the ability to promote their specialty properties to a targeted audience. This feature augments the current “Find a Property” feature which links to 3 million properties worldwide through links to the national association sites. Properties best suited for this service include homes, condos, rentals, such as beach or ski houses, luxury residential, etc. This service is an important marketing tool with clients, allowing ICREA brokers to differentiate themselves in the local market.
- Transnational Referrals – Promotes cooperation in and coordination of cross-border real estate transactions.
 - Referral System - ICREA provides a standardized transnational referral agreement and a dispute resolution service, all facilitated electronically. WorldProperties.com members’ only site allows access to database of *all* ICREA-affiliated brokers and agents.
 - Referral Training - ICREA offers referral training in five languages—available in online and classroom formats. Sponsors earn percentage of student registration fees for both formats. Successful completion of the program results in being Transnational Referral Certified (TRC), for which a one time fee of \$99.00 is paid. TRC certified brokers/agents are listed in online database accessible to both industry and consumers. This database helps to quickly identify a professional familiar with the referral concept and presumably prepared to pay referral fees. There are a growing number of success stories related to the referral system and TRC brokers.
- Global New Homes Resort portal – Features a diverse portfolio of high quality new developments offered by reputable builders worldwide. The portal allows anyone to search featured properties and view detailed information about a property, its amenities and the surrounding community. The portal allows ICREA brokers to earn fees by introducing developers to the site, serving as the listing broker for a specific project, and/or by registering clients seeking a second/holiday home for personal or investment use. All projects are broker-listed.

NAR’s Role in ICREA & NAR Member Benefits

- In the U.S. only REALTORS®—members of NAR—can use the benefits at WorldProperties.com.
- NAR members receive ICREA benefits as part of their NAR dues.
- NAR non-U.S. members (CIPS Network level membership or above) may receive ICREA benefits through NAR if there is no Member Association in their respective country. Otherwise, they receive ICREA benefits via their primary national association.
- NAR members participate in the residential Distinctive Property Service via a service at Realtor.com. Specifically,
 - NAR members, who wish to have their residential property ads displayed at WorldProperties.com, must have the listing ad available at Realtor.com, AND the broker/agent must be a subscriber to Realtor.com’s “enhanced listing service.”

A Guide to NAR International Programs, Products & Services for REALTORS®

- If these requirements are met, then the listing ad can appear at WorldProperties.com by contacting a Realtor.com account representative to identify which listings should be “Internationally Featured” at Realtor.com. ICREA sets no limitations on which or how many. These listing ads are then automatically visible at WorldProperties.com when the search criteria match the listing ad. Move.com sets the fee, if any. At present listings can be posted to Wp.com at no additional charge.
- This arrangement is the result of a contractual agreement between NAR and Realtor.com. It does not impact commercial listings.

NAR Annual Meetings, Conferences & Industry Events

Annual Meetings, Conferences & Industry Events

Governance

The International Operations Committee (IOC) is the governing oversight body for NAR's international program.

- Supporting the IOC are several Advisory Groups and Forums that provide information and education to various International Operations constituent groups.
- Advisory groups include: International Networking Advisory Group, CIPS Advisory Group and the Faculty Advisory Group (for CIPS). All groups meet twice annually during the NAR Midyear and Annual Convention.
- Forums include the International Forums and International Local Council Forum, both held twice annually during the NAR's meetings. Proposed is the addition two new forums--a Hispanic and an Asian business forum, both of which would be held annually in conjunction with the Annual Convention.

Key Networking Opportunities

NAR's annual meetings provide many opportunities for members to network and pursue business development activities. Key among these activities are:

- International Networking Center (INC) – Located on the main floor of the REALTORS® Exposition, the INC provides internationally-focused members and foreign delegations a 'home' to connect, network and promote specific in-bound/out-bound investment markets. The INC offers attendees an internationally-focused trade exhibition within a trade exposition, hour-long country networking sessions for each of NAR's Cooperating Association, and a global real estate theatre for specific market/product presentations. In 2006, an International Second Homes Pavilion was added to the INC, which will be expanded in 2007.
- International Night Out Event – An annual event held at the Midyear and Annual Conventions, this social event brings together globally-minded practitioners from the U.S. and abroad for an evening of social networking—connecting with old friends and making new ones. During the Annual Convention, this event attracts more than a thousand attendees for the black-tie dinner and awards gala event. New CIPS designees are recognized here and CIPS Network award winners announced.

Education

Whether structured courses for designation or certification credit, or more informal events, the NAR meetings offer a wide range of international education for attendees.

- Embassy Visits – Held in conjunction with the Midyear Meeting in Washington D.C., this program offer a limited number of CIPS designees the opportunity to meet with the Ambassador and/or key commerce staff of foreign embassies in the nation's Capitol.

Participating members discuss key points of interests between the U.S. and the embassy country. The overall objective is to promote NAR and CIPS designees as a professional resource for the country's global real estate needs.

- **Forums & Education Sessions** – Held at both the Midyear and Annual meetings, the International Forums provide information/education for international practitioners. The Midyear Forum (one session) typically targets U.S. REALTORS®, while the Annual Convention Forum and education sessions (multiple programs) have a broader appeal to both domestic and non-U.S. practitioners. Beginning in 2006, NAR International is organizing education programs geared specifically to focus on doing business within the Asian and Hispanic markets—locally and abroad.
- **Co-programming** – Although it varies annually, efforts are made to co-program with other NAR groups to broaden the international education focused and to expand the target audience. Examples of this include co-programming with the Resort Specialties, Cultural Diversity, REALTORS® Land Institute, Counsel of Residential Specialists, REBAC, Commercial REALTORS® Alliance, and other NAR areas/groups.

Other Industry Events Supported by NAR International

- SIMA is the world's largest international second homes expo, with more than 150,000 visitors and 750 booths. Its visitors include 15,000+ real estate professionals, representing 40 countries.
 - Although largely focusing on the Spanish second home market, SIMA has a growing international component with one full hall dedicated to the global market.
 - The annual event includes a professional program with speakers from around the globe addressing topics relevant to REALTORS® (simultaneous translation available).
 - REALTOR® attendees receive exclusive access to the International Business Center (IBC) which offers computers, meeting rooms, and a bar/seating area.
 - Country networking hours and sponsored receptions at the IBC are designed to connect players internationally.
 - Evening programs includes unique and fun social activities to support networking interests.
 - SIMA was the impetus and sponsor to create an international second home pavilion within NAR's REALTOR® Conference & Expo.
- MIPIM—Held annually in Cannes, France and Hong Kong, this commercial property marketing show focuses on the commercial real estate industry in Europe and Asia, respectively, although both include a growing U.S./Latin American component.
 - NAR has been an exhibitor at MIPIM Cannes for more than 10 years and NAR members receive a welcome (approx. 20%) discount on registration for this event.
 - NAR attendees are invited to use the NAR booth as a base point from which to organize meetings, meet-up point, message center, etc. Individual properties cannot be displayed in the booth, but information packets may be left for pick-up, as the booth is staffed 100% of the show time.
 - A small in-booth reception is held each year and all NAR members and their guests are welcome.

A Guide to NAR International Programs, Products & Services for REALTORS®

- MIPIM Asia (Hong Kong) was launched in 2006 with a small U.S. pavilion in which a number of state REALTOR® associations partnered with state economic development board to promoted inbound foreign direct investment. This was organized by the U.S. Commerce Dept., but due to a policy change the U.S. government program will not be repeated in 2007. NAR is currently exploring what role it might undertake to keep the U.S. pavilion in place and growing.
- Miscellaneous International Meetings and Events
 - Annually there are dozens of real estate events held around the world; some of which NAR officially supports or sponsors.
 - NAR members with interests in a specific region or industry sector are encouraged to participate and, where available, take advantage of NAR-provided discounts.
 - One of the newer events, Panama Spectacular, focuses on the Panamanian second home market and is tied in with a new REALTOR® benefits program called Prima Panama. Prima Panama is a unique concierge services program to assist REALTORS® and their clients in the search for property in Panama. Detailed information is available at Realtor.org with the REALTOR® Benefits program information.
 - A running list of events is available at www.Realtor.org/international.

Sponsorship Opportunities

NAR offers international sponsorship opportunities at both its annual U.S. meetings (Midyear and Annual Convention), as well as opportunities connected to other NAR International events—both in the U.S. and abroad.

- Sponsoring NAR International events is an effective way to reach targeted international practitioners from around the world.
- Events range from full sponsorship of entire program, to sponsorship of single component, e.g., reception, breakfast, beverage break, etc.
- For most events, NAR is happy to work with sponsors to meet specific interests, needs and budgets.

International Advocacy

Advocacy

International Housing Coalition

The mission of the International Housing Coalition (IHC) is to promote the goal of 'Housing for All' as an essential element to ending poverty worldwide.

- NAR is a founding member of the International Housing Coalition (IHC), along with the Canadian Real Estate Association and Habitat for Humanity International.
- The IHC's long-term strategy is to attempt to promote an environment that will, over time, achieve substantial progress toward the goal of Housing for All and help build the support needed to improve housing in developing countries.
- The IHC supports the basic principles of private property rights, secure tenure, effective title systems, and efficient and equitable housing finance systems--all essential elements to economic growth, civic stability and democratic values.
- In 2006, NAR played a substantive presence at the UN World Urban Housing Forum in Vancouver in the form of case study presentation and recognition, as well as general promotion of NAR as a leading advocate for 'housing for all' in the United States.
- Learn more about IHC and its current activities at www.intlhc.org.

International Real Property Foundation (IRPF)

IRPF is dedicated to the development of private real property markets around the world and believes that the opportunity to own private property and to be secure in that ownership is fundamental to economic opportunity and civil societies.

- Created under the leadership of NAR as a non-profit 501c(3) foundation, IRPF was organized in 1992 (as the Eastern European Real Property Foundation) to assist and advance privatization opportunities created by the dismantling of the Soviet Union, with an emphasis on emerging market economies of Eastern Europe. Since then, IRPF has mobilized over \$10 million in assistance to developing economies, and today works worldwide.
- IRPF works closely with NAR in select markets where our interests are mutually aligned.
- Historically, IRPF was responsible for the creations of dozens of industry associations in Eastern/Central Europe following the introduction of private property after the 1989 fall of Communism. Many of these groups are now NAR bilateral alliances and highly effective industry leaders in their markets.
- Currently NAR and IRPF are jointly working in support of efforts in India and Vietnam.
- Learn more about IRPF at its website: <http://www.irpf.org>

Reaume Foundation

A Guide to NAR International Programs, Products & Services for REALTORS®

The Leonard P. Reaume Memorial Foundation was established in 1996 by Mrs. Renee Reaume to honor her late husband Leonard and, in particular, his commitment and contributions to the field of international real estate. Leonard P. Reaume was a former president of the National Association of REALTORS® and of the International Real Estate Federation (FIABCI). The Foundation strives to be a leading philanthropic advocate for ethics, education and efficiency in real estate markets globally. The Foundation believes in the following values:

- Supporting education, research, knowledge and ethical practice in the area of real estate;
- The democratic principles of free and open markets;
- Preserving, promoting and developing private property rights;
- Developing permanent institutions in support of ethical practice and standards.

Resources of the Reaume Foundation are used to seek and support appropriate programs conducted by legitimate national or international real estate organizations and educational institutions. The programs/activities to be supported by grants from the Reaume Foundation are required by its charter to be international and educational, as well as attentive to the needs of newer practitioners. The Reaume Foundation is governed by an eight-person board made up of NAR members and staffed by NAR International Operations staff. For information about the grant process, please contact staff at 1.312.329.8392 or NARGlobe@realtors.org.

U.S. Legislative Issues/Initiatives

NAR works to monitor and take appropriate action on new legislation or regulation which could impede NAR members' ability to do international business effectively or which would impose possibly onerous responsibilities or tax burdens.

- As issues are identified, NAR works with the Business Issues Committee to lobby for specific position/regulation.
- Examples of industry issues include FIRPTA, anti-money laundering legislation, visa restrictions, etc.).
- Two current issues being examined are 1) the retirement visa issue, whereby the industry is advocating against shortening the period of time documented foreigners (many of whom are second homeowners) may spend in the United States during any given stay; and 2) investigation into developer registration requirements for foreign developers of U.S.-based projects and related restrictions on U.S. REALTORS®' ability to participate in marketing these properties. Attached is a summary sheet on these two issues. (Appendix D)

Consumer Interests

Consumer Interests

- NAR International works primarily to serve the REALTOR® member, not directly targeting consumers, although the advent of the Internet is changing this somewhat.
- NAR has begun to explore the development of a consumer-focused website. If approved as part of the 2008 – 2010 budget review, this website will greatly increase NAR's ability to target consumers directly and NAR International has advocated for the inclusion of global markets issues/resources as part of the consumer-focused site.
- NAR International envisions that a consumer site would include information on the importance of working with an international specialists for global transactions, NAR's unique global market network resources, and buying property abroad (second home, investment, etc.)
- When NAR International is contacted directly by consumers requesting assistance with foreign property interests, they are directed to the online CIPS Directory and given guidance on how to search for a professional who can best serve their international property needs. Copies of the printed directory are sent annually to U.S. foreign embassies abroad, and foreign embassies based in the U.S., along with other key groups that represent consumer constituents.

www.REALTOR.org/international

Realtor.org/International

- Realtor.org/international is the NAR International ‘home’ at Realtor.org, NAR’s member web site. This page can be reached directly with the URL www.realtor.org/international, or by going to www.realtor.org and drilling down from the “Business Specialties” link in the left navigational bar.
- There is a vast amount of information that can be found here, but depending on specific interests, it may not be immediately identifiable from this page. Users are encouraged to use the Google toolbar search feature found on all Realtor.org pages to help locate specific content.
- Although most of the international resources are on the public side of the firewall, members are encouraged to register, which gives them the opportunity to select topic-specific electronic newsletters and help NAR to understand what their specific business interests may be.
- Content is always being added and updated. In 2007, NAR International is working to re-design the international pages of the site to organize the information in a more user friendly manner.
- The Realtor.org/international home page features key links, e.g., CIPS Network information, access to Cooperating Association contact information, and more. It also highlights current issues and upcoming meetings and events. Beyond this page are the program and information detail.

APPENDIX A -- NAR Public Affairs International Talking Points

As international developments play an increasing role in how and where foreign capital is invested throughout the world, the National Association of Realtors® is expanding global real estate market opportunities for its members, while advocating private property rights around the world.

Much of the global business done by Realtors® is done in their local market, working with immigrant buyers, foreign investors and a growing number of Americans buying abroad for investment, retirement or second homes.

Globalization has had an immediate and powerful impact on real estate markets and attracted the attention of real estate professionals worldwide.

NAR's relationships with cooperating associations around the world allow our members to profit from this trend and conduct business with confidence in a safe and ethical environment. Through its international operations programs, NAR now has 71 cooperative agreements with real estate associations in 55 nations.

Global commercial real estate investment jumped 33 percent in 2006 to \$644 billion; while global real estate investments have tripled since 1992, rising to a value of \$1.7 trillion in 2004.

The United States accounted for 39 percent of this global activity, down from 46 percent in 2005. Ownership of real estate in this country is becoming increasingly global, and global funds have become the largest source of capital moving across national borders. Middle Eastern investors are now major sources of investment funds entering U.S. markets.

Recent developments in several countries and economic trends worldwide continue to have a positive impact on the global real estate market and provide opportunities for American real estate professionals.

NAR's Certified International Property Specialist (CIPS) network has more than 2,000 designees and candidates worldwide and offers education in the United States as well as foreign countries. NAR works with bilateral alliances or third party education providers to deliver professional education leading to the GRI accreditation in China, India and Mexico.

In order to help REALTORS® profit from the increasingly global real estate market, NAR participates as a founding member of the International Consortium of Real Estate Associations (ICREA), which maintains a Web site (www.worldproperties.com) containing properties advertised by NAR and other ICREA member associations in 25 countries.

Other activities directed at the growing worldwide markets for second and investment properties include NAR's new joint partnership with the leading Mexican real estate association, resulting in a joint reciprocal membership agreement, and a strategic relationship with SIMA the largest real estate exposition in the world, based in Spain.

APPENDIX B - NAR International Membership Chart

International REALTOR® Member		CIPS Network International Member		CIPS International Designee	
Annual Dues	\$50	Annual Dues	\$150	Annual Dues	\$195
Total Members	275 + 1500 Mexico in 2007	Total Members	166	Total Members	171
Eligibility	Members of Cooperating Association countries only.	Eligibility	If residing in a country where NAR has a bilateral agreement, must be a member of that association. If residing in a county where NAR does not have a bilateral agreement, may join CIPS Network but can not use REALTOR® marks.	Eligibility	If residing in a country where NAR has a bilateral agreement, must be a member of that association. If residing in a county where NAR does not have a bilateral agreement, may join CIPS Network but can not use REALTOR® marks.
Benefits	Individual membership in NAR and exclusive usage of the REALTOR® logo, registration mark, and term REALTOR®	Benefits <i>(Includes all International REALTOR® Member Benefits)</i>	Individual membership in NAR. Exclusive usage of the REALTOR® logo, registration mark, and term REALTOR® for Coop Assn members.	Benefits <i>(Includes all International REALTOR® Member and CIPS Network International Member Benefits)</i>	Individual membership in NAR. Exclusive usage of the REALTOR® logo, registration mark, and term REALTOR® for Coop Assn members.
	REALTOR® pin and membership card & certificate		REALTOR® pin and membership card & certificate		REALTOR® pin and membership card & certificate
	Inclusion of name and contact information in the online database "Find an International REALTOR®" at www.realtor.org		Inclusion of name and contact information in the online database "Find an International REALTOR®" at www.realtor.org		Inclusion of name and contact information in the online database "Find an International REALTOR®" at www.realtor.org
	Password to the members-only sites at www.realtor.org		Password to the members-only sites at www.realtor.org		Password to the members-only sites at www.realtor.org
	Discounts on NAR products and services through the REALTOR® VIP program		Discounts on NAR products and services through the REALTOR® VIP program		Discounts on NAR products and services through the REALTOR® VIP program
	Receive information on important international real estate events and news		Receive information on important international real estate events and news		Receive information on important international real estate events and news
	Automatic e-Newsletter		Monthly REALTOR® Magazine		Monthly REALTOR® Magazine
	Discount on Intl RE Newsletter		Membership in CIPS Network		Membership in CIPS Network
	No ICREA Benefits		Quarterly Intl RE Newsletter		Quarterly Intl RE Newsletter
			Automatic e-Newsletter		Automatic e-Newsletter
	Receive CIPS Directory	Receive CIPS Directory			
	Inclusion in print and online CIPS Directory	Inclusion in print and online CIPS Directory			
	Access to ICREA benefits for non-ICREA member associations. ICREA member broker gets benefits via primary national association.	Access to ICREA benefits for non-ICREA member associations. ICREA member broker gets benefits via primary national association.			
		Photo and Bio in Directory			
		Usage of CIPS Designation			
		Usage of CIPS Logo			
		Access to ICREA benefits for non-ICREA member associations. ICREA member broker gets benefits via primary national association.			



APPENDIX C -- Key Current Legislative Issues Summary

Issue: Developer Registration

Issue: The growth of the second-home market—both domestic and international—presents a significant business opportunity for real estate professionals. But with opportunity also comes the need for education. U.S. REALTORS® need to be aware of state and federal laws that may impact how they work with developers in the second home market, regardless of whether the developers are local, out of state or out of the country.

NAR Position: Real estate professionals marketing properties on behalf of a developer need to know whether their state requires developers to register these properties with the state government and, if so, whether the developer has registered with the state government. These registration laws regulate any qualifying development which is marketed in the state, whether it is an in-state, out-of-state, or out-of-country development. Laws exist at both the state and federal level. The rationale for these laws is to give the state jurisdiction over developers who are marketing properties in their state so that they may enforce its laws against any developer who perpetrates fraud against the citizens in the state.

Impact on REALTORS®: Approximately 30 states require qualifying developers to register with the state government (see list at www.realtor.org/international). These requirements generally apply to the developers' agents involved in the marketing of the properties such as real estate professionals. The laws apply only to a real estate salesperson who is directly representing a developer or similar entity for multiple units in the development; the laws do not apply to single unit transactions such as a broker listing a single unit in a development. The laws also do not usually regulate large tracts of land, even if the owner has subdivided this land. As with any area of the real estate practice—it's important to understand the laws in your state and to know how they impact your business activities so you can be confident you are conducting business within the legal boundaries of your state.

Status/Outlook: NAR International Operations is taking the following steps to minimize risk for members and to help educate REALTORS® and to with regards to its international programming:

- **CIPS Courses.** Information integrated into the introductory, International Real Estate for Local Markets.
- **CIPS Newsletter.** Articles on the issue included in Global Perspectives in Real Estate and the Letter of the Law newsletters (both archived at Realtor.org)
- **NAR Tradeshow/SIMA-USA Showcase.** NAR discloses to potential developers/exhibitors that the NAR conference and expo is a venue to share information and make contacts and partnerships (B2B) versus soliciting offers and that if the intent of exhibiting is to sell to REALTORS®, then exhibitor will need to register in the state where the exposition is located.

Issue: Facilitating Visas for Foreigners

Issue: Foreigners interested in buying second homes in the U.S. or investing in U.S. real estate often require visas to come to the U.S., depending on their countries of origin. Once they own second homes or investment real estate, they may require visas to occupy their homes or visit their investments. They typically apply for business or tourist visas (the so-called B1 and B2 visas). The more stringent procedures employed post-9/11 for issuing foreigners B1 and B2 visas have increased delays and have resulted in some disapprovals that would not have occurred prior to 9/11.

NAR Position: As a matter of existing policy, NAR supports the right of foreign investors to acquire U.S. real property and the right of U.S. investors to acquire property abroad. NAR opposes laws and regulations that in any way hinder those rights. NAR also supports the free flow of international finance for real estate and opposes any laws and regulations which impede that flow.

Visa procedures that are too stringent in relation to their objectives unnecessarily impair opportunities of foreigners to access the U.S. real estate market and impede their use and enjoyment of U.S. property they own.

Opposing Views: State Department and Department of Homeland Security, in seeking a balance between the need for access to US markets and the need for vigilance to prevent entry of terrorists into the U.S., have failed to employ techniques that can streamline the process of issuing visas without sacrificing vigilance.

Impact on REALTORS®: Foreign business travelers and tourists (who make up a respectable cadre of potential U.S. real estate buyers) have had difficulties obtaining visas, and their numbers are off. There exists a perception among REALTORS® in Florida, Texas and possibly elsewhere that the higher standards for visas is hurting their domestic real estate business.

Status/Outlook: The U.S. Chamber of Commerce tracks the visa issue fairly closely. The Chamber has recommended to the State and Homeland Security Departments some measures for streamlining visa requirements. If they were to be adopted, REALTORS® would benefit, in that constraints on foreign visas would be diminished with no appreciable loss of security. The Chamber is also currently advocating before Congress the principle that visa application fees should be dedicated to, and expended in connection with, visa issuance, to diminish any shortage of resources that may contribute to delays in visa issuances.

The International Operations Committee at the Washington NAR meetings in May 2006 concluded that the Chamber recommendations, if adopted, would be supportive of NAR's stated policy favoring access by foreigners to the US real estate market, and encourages the Business Issues Committee to consider steps that might be taken in support of those recommendations.

APPENDIX D -- Leadership & Staff Contacts

2007 International Operations Committee Leadership

Jim Harris
Chair, International Operations Committee
Windermere Real Estate/West Sound, Inc.
18570 Hwy. 305
Poulsbo, WA 98370
888-326-8110 - F - 360-779-9549
Email: jim@jimharris.com

Tony Macaluso
Vice Chair, International Operations Committee
Portside Properties
9492 Bloomfield Drive
Palm Beach Gardens, FL 33410
561-622-8498 - F - 561-626-5411
Email: portsidefl@aol.com

Ruth Krinke
Past International Operations Chair
Steamboat Real Estate, Inc.
P.O. Box 775247, 635 Yampa Street
Steamboat Springs, CO 80477-5247
970-879-5000 x18 - F - 970-879-5591
Email: ruthk@amigo.net

Gail Lyons
IOC Liaison
Boulder Real Estate Services Ltd.
1942 Broadway, Suite 314
Boulder, CO 80302
303-774-9911 - F - 303-485-0123
Email: Gail@Boulder-RealEstate.com

Emil Mongeon
Chair, International Forum
Legacy Properties GMAC Real Estate
109 Holiday Court, A-1
Franklin, TN 37067-3046
615-591-8604 - F - 615-591-8608
Email: emil@realtor.com

Nancy Suvarnamani
Vice Chair, International Forum
Century 21 S.G.R. Inc.
3813 N. Lincoln Avenue
Chicago, IL 60613
773-472-4388 - F - 773-525-1741
Email: nancy@century21sgr.com

Angela Eliopoulos
Chair, CIPS Advisory Group
Long & Foster/Global Owner Properties
1680 Wisconsin Avenue, NW
Washington, DC 20007
202-944-8400 x439 - F - 703-451-1777
Email: angela@globalowner.com

Nancy Edmond
Vice Chair, CIPS Advisory Group
RE/MAX Walden Country, Inc.
48 Thoreau Street
Concord, MA 01742-3302
978-371-9990 - F - 978-371-2630
nancy@nancyedmond.com

Barbara Schmerzler
Chair, International Networks Advisory Grp.
U.S. Homefinders, Inc.
311 Post Road East
Westport, CT 06880-3613
203-226-4211 - F - 203-221-1455
Email: theschmerz@snet.net

Carol Kope
V. Chair, International Networks Advisory Grp.
Coldwell Banker Real Estate
366 Underhill Avenue
Yorktown Heights, NY 10598
914-788-6990 - F - 914-788-6991
Email: carolk@bestweb.net

A Guide to NAR International Programs, Products & Services for REALTORS®

Howard Leino
Chair, International Local Council Forum
Leino & Company, LLC
5460 S. Quebec Street, Suite 388
Greenwood Village, CO 80111
303-221-8221 - F - 303-825-0783
Email: hleino@comcast.net

Janet Ruddick
Vice Chair, International Local Council Forum
Washington Association of REALTORS®
504 E. 14th Avenue, Suite 200
Olympia, WA 98501
360-943-3100 - F - 360-357-6627
Email: janet.ruddick@warealtor.com

David Lauster
Chair, CIPS Faculty
U.S. Dept. of State-Overseas Bldg. Operations
1701 N. Ft. Myer Drive, SA-6/911-B
Arlington, VA 22209
703-875-6902
LausterDW@State.Gov

International Operations Staff Contacts

Miriam Meyer-Lowe, Vice President - mlowe@realtors.org, 312-329-8365

- Strategic planning; overall program management
- NAR staff liaison to International Consortium of Real Estate Associations
- International Operations Committee staff executive
- Key contact for Western European associations

Carol Weinrich, Managing Director - cweinrich@realtors.org, 312-329-8820

- Communications/marketing initiatives
- Key contact for Eastern European associations; project manager for IRPF initiative in region
- CIPS Network (“Global Perspective”) and International eReport newsletter content
- International Consortium of Real Estate Associations Secretariat; TRC international offerings

Elena, Carrillo, International Strategic Accounts Manager – ecarrillo@realtors.org, 312-329-8272

- Project manager for new business development activities
- Key Contact for Latin American/Spain/Portugal associations
- Manages NAR-AMPI (Mexico) joint venture alliance

Heidi Henning, Manager, International Education - hhenning@realtors.org, 312-329-8376

- CIPS Network - member recruitment and management
- CIPS Courses - content and faculty management
- Education liaison for bilateral partners
- TRC domestic offerings

Xiannian Ye, Manager International Research & Business Development - xye@realtors.org, 312-329-8829

- Key contact for China, Korea and Vietnam associations
- China GRI/business development plan

Manager, International Networks - 312-329-8389 (*Open position*)

- Overall management of bilateral relationships (supported by staff with regional liaison responsibilities); manage President Liaison and Ambassador Association appointments
- NAR International Web site management
- CIPS Network marketing activities
- Contact for select Asian associations

Judy Perez, Senior International Education Specialist – jperez@realtors.org, 312-329-8412

- Supports CIPS Network Designation and Membership program

Tamala Thomas, International Operations Coordinator – tthomas@realtors.org, 312-329-8369

- Supports network of foreign bilateral relationships and international local councils
- CIPS Network marketing support

A Guide to NAR International Programs, Products & Services for REALTORS®

Betsy Sachs, Executive Secretary – bsachs@realtors.org, 312-329-8392

- Overall department support; purchasing manager
- Membership record management