

## An international focus on professional development

The cornerstone of a successful real estate career is the implementation of fundamental principles into a productive action plan.

- LEARN how real estate practitioners around the world are developing marketing and referral strategies to succeed in a global economy.
- LEARN how cultural differences can be a win-win for you and your clients.
- LEARN ways to provide added value to your international clients to develop a more competitive edge.




Oregon Association of REALTORS®  
INTERNATIONAL BUSINESS COUNCIL

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*The global world  
of real estate is  
right here in your  
own front yard!*



## Here's why it is important for you to become a member of the Oregon REALTORS® International Business Council

Immigrants are becoming a significant economic force as they look to acquire homes and commercial investments in the U.S.

On the coast, in southern Oregon, the Willamette Valley, Portland, the Columbia Gorge, Mt. Hood territory or in central or eastern Oregon, you will find both the influence and flavor of an increasing global community. According to the National Association of REALTORS® through 2010, five million new minority households will be formed in the United States.

Membership in the International Business Council will help you incorporate lead generation on an international scale in to your business plan.

It's time to get plugged in to the global real estate market, right here in your local communities. Join the Oregon REALTORS® International Business Council and increase your business opportunities through networking, education, prestige and professionalism.

## The CIPS Designation can help you achieve your international business goals

The Certified International Property Specialist Network affiliates more than 1,500 real estate professionals in 50 countries who focus on the "international" market. Assisting foreign investors who want to purchase real estate abroad or serving an immigrant population in a local Oregon market, CIPS designees offer a valuable resource to consumers dealing in the unique aspects of international real estate.



## National Association of REALTORS® appoints Oregon REALTORS® as the Ambassador Association for Vietnam

The Oregon Association of REALTORS® International Business Council is the ambassador association to the country of Vietnam. Learn more about real estate business overseas and investment opportunities for your clients and join your colleagues for a trade mission to Vietnam by joining the Oregon REALTORS® International Business Council.

