

# GLOBAL REAL ESTATE

Local Markets®

Ronnie Lee Phillips

Certified International Property Specialist

# CIPS® Core Course

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**Required course for both US and Non-US Real Estate Professionals to earn the *Certified Property Specialist*® Designation.**

**This course must be taken before taken any other CIPS® Courses.**

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## Key topics include

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**This core course offers a general overview of the international real estate business environment: capital flows, currencies, governmental regulations, along with cultural preferences and etiquette.**

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**The basics of International brokerage, and networking. Focus on and importance of developing international referrals through the CIPS® Network.**

# Learning Outcomes

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- **Identify local market opportunities and prospect for global real estate business in local markets.**

# Learning Outcomes

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- **Recognize available *Visa* statuses for foreign real estate owners and investors and guide them when seeking expert real estate advisory services.**

# CIPS® Instructor

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Ronnie Lee Phillips holds the exclusive *Certified International Property Specialist*© designation from NAR© and is on the CIPS® Faculty.

To date Ronnie Lee Phillips has presented approximately three thousand five hundred hours of real estate instruction for accredited colleges and REALTOR® Associations on a national and global basis.

# CRE Instructor

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Ronnie Lee Phillips, received his Master of Land Economics & Real Estate degree from Texas A & M University.

This highly regarded real estate degree program of study is one of the top ranked in the United States.

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# CRE Instructor

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**Ronnie Lee Phillips, is a principal real estate broker in California & Tennessee. He is the principal advisor for his firm RealStar Realty Advisors, LLC.**



**THANK  
YOU!**

Contact

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**Ronnie Lee Phillips**

Phone

865.919.0566

Email

[ronnie@rsradv.com](mailto:ronnie@rsradv.com)