

**CIPS: The Americas and International Real Estate
Timed Outline**

Suggested Timing

Introduction	15 min
1: Market Dynamics	60 min
2: Cultural Influences	30 min
3: A Look at Mexico	60 min
4: A Look at Canada	60 min
5: A Look at Brazil	60 min
6: Country Profiles	75 min
Exam	45 min

Suggested Schedule

Introduction.....	8:30 am – 8:45 am
1. Market Dynamics	8:45 am – 9:45 am
2. Cultural Influences.....	9:45 am – 10:15 am
Break	10:15 am – 10:30 am
3. A Look at Mexico	10:30 am – 11:30 am
4. A Look at Canada.....	11:30 am – 12:00 pm
Lunch.....	12:00 pm – 1:00 pm
4. A Look at Canada.....	1:00 pm - 1:30 pm
5. A Look at Brazil.....	1:30 pm – 2:30 pm
Break	2:30 pm – 2:45 pm
6. Country Profiles.....	2:45 pm – 4:00 pm
Exam	4:00 pm – 4:45 pm

CIPS: The Americas and International Real Estate Timed Outline

Introduction	
Learning Goals and Learning Objectives	5 min
Test Your Americas IQ.....	10 min
Total	15 min

1. Market Dynamics	
Challenge: Economic Growth.....	5 min
Challenge: Trade Agreements and Partners	5 min
Challenge: Ease of Doing Business, Transparency, Accountability	5 min
Challenge: Peaceful Borders, Internal Strife	5 min
Challenge: Urbanization.....	5 min
Challenge: Environmental Issues	5 min
Challenge: Demographics and the Social Safety Net	5 min
Challenge: Property Rights.....	5 min
Internet Field Trip: Information Sources.....	20 min
Total	60 min

2. Cultural Influences	
High Context or Low Context?	5 min
Business Culture.....	5 min
Spoken Language	10 min
Family Ties.....	5 min
Test Your Americas Cultural IQ	5 min
Total	30 min

3. A Look at Mexico	
The States of Mexico.....	2 min
Government and Legal Systems.....	3 min
Foreign Ownership of Real Estate.....	5 min
Two Types of Property to Avoid	5 min
Market Overview: Commercial Real Estate	5 min
Market Overview: The Second Home Market	5 min
Market Overview: Rental Property.....	5 min
Business and Income Taxes.....	5 min
Capital Gains Tax on Real Estate	5 min
Licensing and Brokerage Practices.....	5 min

CIPS: The Americas and International Real Estate Timed Outline

Transaction Process	5 min
Financing	5 min
Doing Business in Mexico—Beyond the Basics	5 min
Total	60 min

4. A Look at Canada

Government and Legal.....	5 min
The Provinces of Canada.....	2 min
Why Is Canada Bilingual?	3 min
Foreign Ownership of Real Estate.....	5 min
Visiting Canada.....	5 min
Market Overview: Residential.....	10 min
Market Overview: Commercial	5 min
Business and Income Taxes.....	10 min
Licensing and Brokerage Practices.....	5 min
The Transaction Process	5 min
Doing Business in Canada—Beyond the Basics	5 min
Total	60 min

5 A Look at Brazil

The States of Brazil.....	2 min
Government and Legal System	3 min
The Olympics Effect	5 min
Economy—the Future	5 min
Foreign Ownership of Real Estate.....	5 min
Market Overview: Commercial	5 min
Market Overview: Residential.....	5 min
Market Overview: Rental	5 min
Business and Income Taxes.....	5 min
Licensing and Brokerage Practices.....	5 min
The Transaction Process	5 min
Financing	5 min
Doing Business in Brazil—Beyond the Basics.....	5 min
Total	60 min

**CIPS: The Americas and International Real Estate
Timed Outline**

6. Country Profiles	
A Look at The Bahamas	15 min
A Look at Colombia	15 min
A Look at Costa Rica	15 min
A Look at Jamaica	15 min
A Look at Panama	15 min
Total	75 min

Exam	45 min
-------------------	---------------