

Earning CIPS gives REALTORS® leg up

Besides earning significantly more money than the average agent, according to NAR research, CIPS designees have access to additional marketing tools, ongoing training, and a global network of referral-minded REALTORS who are prepared to serve clients from other countries and other cultures. All of this adds up to more business and better business practices.



Markets are local and so are the customs of buying, selling, marketing, negotiating, owning, and conveying real estate. It can be overwhelming and even intimidating to venture outside of the familiar; however, with the world becoming more and more connected, being prepared to serve people from across the globe, is vital whether you have a client looking to invest abroad or someone overseas making an inquiry on one of your local listings.

With the coursework that CIPS offers, agents learn how to tap into the global opportunities from their local area so that they can leverage the broader market without even having to travel abroad. Of course, if you are up for the adventure, there are plenty of opportunities to expand your business beyond borders whether they are geographic or neuro-plastic (in other words, limiting beliefs).

There are a number of CIPS classes offered in Nevada, all taught by qualified CIPS designation holders. Most allow you to complete the classes either on-line or live. They are offered individually so you can take them over time, or in a week long series to get it all done at once! Las Vegas REALTORS currently is the only association offering CIPS classes. Their series of CIPS Classes begins May 31 and is taught by Tamara Larisa Tyrbouslu, CIPS Nevada Global Chair and Lee Barrett 2023 LVR President!

Feel free to reach out to any of these Global Business Committee leaders who are all CIPS designees for more information and to help you find other available classes:

Tamara Larisa Tyrbouslu, CIPS Nevada Global Chair
Karen Smith, CIPS Nevada Global Vice Chair
Graeme Latta, CIPS Las Vegas Global Business Committee Chair
Rena Levy, CIPS Las Vegas Global Business Committee Vice Chair

