



**BERKSHIRE  
HATHAWAY**  
HomeServices

# NEWS RELEASE



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FOR IMMEDIATE RELEASE

## **Berkshire Hathaway HomeServices Introduces CIPS Training for Agents Seeking Business from Foreign Clients**

**IRVINE, CA (Dec. 1, 2015)** -- Berkshire Hathaway HomeServices has introduced specialized training to help its agents complete international real estate transactions seamlessly and with reduced risk. Through the training, agents will earn a Certified International Property Specialist (CIPS) designation, which is the only international designation recognized by the National Association of REALTORS®.

“Currency issues and tax laws alone make international transactions more complex, and then there are visa laws, financing and other considerations,” said Marie Shoemaker, director for Network Education Services, Berkshire Hathaway HomeServices. “An agent who’s trained to handle these challenges can make the difference in a home sale or purchase.”

Berkshire Hathaway HomeServices’ CIPS training includes up to five full days of study covering international business in domestic markets and transactions in Europe, Asia/Pacific and the Americas. Instruction will involve transaction tools, currency and exchange rate issues, cross-cultural relationships, regional market conditions, investment performance, tax issues and more.

“Few brokerage networks offer CIPS training,” said Peter Turtzo, Berkshire Hathaway HomeServices’ senior vice president for International Operations. “With help from this unique opportunity, we want our agents to earn their unfair share of the \$104-billion international market in the U.S.”

Berkshire Hathaway HomeServices has grown to nearly 40,000 agents and 1,200 offices operating in 47 states since its launch in September 2013.

### **About Berkshire Hathaway HomeServices**

Berkshire Hathaway HomeServices, based in Irvine, CA, is a real estate brokerage network built for a new era in residential real estate. The network, among the few organizations entrusted to use the world-renowned Berkshire Hathaway name, brings to the real estate market a definitive mark of trust, integrity, stability and longevity. Visit [www.berkshirehathawayhs.com](http://www.berkshirehathawayhs.com).

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Irvine, CA-based HSF Affiliates LLC operates Berkshire Hathaway HomeServices, Prudential Real Estate and Real Living Real Estate franchise networks. The company is a joint venture of which HomeServices of America, Inc., the nation's second-largest, full-service residential brokerage firm, is a majority owner. HomeServices of America is an affiliate of world-renowned Berkshire Hathaway Inc.

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