



**BERKSHIRE
HATHAWAY**
HomeServices

NEWS RELEASE



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FOR IMMEDIATE RELEASE

Berkshire Hathaway HomeServices Receives International Training Recognition

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*National Association of REALTORS® names the real estate brokerage franchise network
CIPS Course Sponsor of the Year*

IRVINE, CA (Nov. 14, 2016) – Berkshire Hathaway HomeServices this year announced plans to expand its real estate brokerage franchise network internationally. As part of the expansion, Berkshire Hathaway HomeServices began offering specialized training to help the network’s agents successfully complete international real estate transactions.

The comprehensive training enables network sales professionals to gain Certified International Property Specialist (CIPS) designation from the National Association of REALTORS® (NAR). Year to date, 135 Berkshire Hathaway HomeServices network agents earned their CIPS designation, and for this active participation NAR presented the network with its 2016 CIPS Course Sponsor of the Year Award.

“We are honored to be selected from among many CIPS course sponsors across the world,” said Marie Shoemaker, Berkshire Hathaway HomeServices’ director for Learning Network Services. “As an organization, we support the CIPS designation because the content provides real estate professionals with the knowledge, research, network and practical application to help them globalize their business.”

Shoemaker said training includes five full days of study covering international business in domestic markets and transactions in Europe, Asia/Pacific and the Americas. Instruction involves transaction tools, currency and exchange rate issues, cross-cultural relationships, regional market conditions, investment performance, tax issues and more.

Peter Turtzo, SVP of International Operations for Berkshire Hathaway HomeServices, said timing has been ideal for CIPS training. In May, Berkshire Hathaway HomeServices launched a powerful property-search platform on its www.BerkshireHathawayHS.com website; and a listing-syndication program now broadcasts Berkshire Hathaway HomeServices network listings to 70 real estate websites worldwide. “Our website, which translates listing searches in 10 languages, is attracting buyers from outside of the U.S.,” he explained. “Through CIPS training, our network works to ensure those global buyers have an exceptional experience.”

“We are thrilled to present Berkshire Hathaway HomeServices with the CIPS Course Sponsor of the Year Award,” said Janet Branton, NAR’s SVP for Commercial & Global Services. “By the end of this year, they will have sponsored 79 CIPS courses. We thank them for their dedication to raising the professional bar for agents working in the global arena, and for their commitment to the CIPS program.”

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Gino Blefari, CEO of Berkshire Hathaway HomeServices, applauded the network's CIPS designees. "These agents through their study and training have positioned themselves for new lines of business from abroad," he explained. "We're proud of each CIPS designee and expect many more from our network in the months ahead as we expand our network globally."

About Berkshire Hathaway HomeServices and HSF Affiliates LLC

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.

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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