

International Forum:

UNITED KINGDOM



Are You Prepared to Do Business with International Clients?

Learn the languages used, history, culture and correct etiquette for United Kingdom clients. Trends focus on the profile and volume of the international clients who purchased U.S. residential property from the UK in our region.

Other areas of focus include:



- How do you greet?
- Who in the family makes the decisions?
- How is real estate sold and negotiated in the UK?
- How is the agent paid in UK?
- What is the appropriate way to get referrals in the UK?
- Typical financing requirements and purchasing approaches
- Types of VISA's required to purchase in the U.S.

Understand Purchasing Practices ...

- What role does international law play in purchasing property?
- Financing options versus cash deals
- What are their expectations regarding contract negotiations?

Working With Foreign Buyers and Sellers...

Working with international clients presents challenges not necessarily encountered on a typical deal. There are the obvious:

- Logistical challenges
- Potential legal considerations
- Lending/financial hurdles among other things.

DEC 1, 2017
10 AM to 12:15 PM

Speakers:

Barry Taylor
Veteran British Army

Scott Shelton
Lender
Academy Mortgage

Keith Barrett, Esq.
VESTA Settlements

REGISTER NOW

MEM: \$15 / NM: \$25

Visit dullesarea.com
or complete form on reverse

Class held at DAAR
21720 Red Rum Dr., #177
Ashburn, VA 20147

Sponsored by:



Class/Course Registration Form



Fax to (703) 771-9787 / Email to info@dullesarea.com
Mail to 21720 Red Rum Dr., #177, Ashburn, VA 20147
Questions? Contact Teresa Kirkhart at tkirkhart@dullesarea.com / (571) 291-9805.

Or Register Online at dullesarea.com

NAME: _____ FIRM: _____

ADDRESS: _____

CITY: _____ ST: _____ ZIP: _____

PHONE: _____ EMAIL: _____

LICENSE NO: _____ LICENSE EXP. DATE: _____

Class 1: _____

Class 6: _____

Class 2: _____

Class 7: _____

Class 3: _____

Class 8: _____

Class 4: _____

Class 9: _____

Class 5: _____

Class 10: _____

Payment Method:

TOTAL DUE: \$ _____

VISA **MC** **AMEX** **CHECK # _____**

CC#: _____ Exp. Date: ___/___/___ CSC: _____

Cardholder: _____

Signature: _____