

International Forum:  
*Central America/ Mexico*



## Are You Prepared to Do Business with International Clients?

Learn the languages used, history, culture and correct etiquette for Mexican/Central America clients. Trends focus on the profile and volume of the international clients who purchased U.S. residential property from Mexico/Central America 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 Central America?
- How is the agent paid in Central America?
- What is the appropriate way to get referrals in the Central America?
- Typical financing requirements and purchasing approaches
- Types of VISA's required to purchase in the U.S.

**REGISTER NOW**

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.

**April 20, 2018**

**9 AM to 12:30 PM**

\$15 Members / \$25 non-members

Speakers:

**Adrian Small, CIPS**

**Angela Espinoza**

**Robert Gillispie  
Gillispie Law Firm**

**Scott Shelton  
Lender  
Academy Mortgage**

**Keith Barrett, Esq.  
VESTA Settlements**

# 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](http://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: \_\_\_\_\_

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