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.

REGISTER NOW

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.

Understand Purchasing Pratices …
- 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

DAAR Dulles Area Association of Realtors
The Association of Choice for Real Estate Professionals™

Register to WIN a trip to KINUH YUCATAN

4-day/3-night—First 50 registrants will be entered

Class/Course Registration Form

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: _____