

International Forum:

Middle East



Are You Prepared to Do Business with International Clients?

Learn the languages used, history, culture and correct etiquette for Middle East clients. Trends focus on the profile and volume of the international clients who purchased U.S. residential property from Middle East 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 Middle East ?
- How is the agent paid in Middle East ?
- What is the appropriate way to get referrals in the Middle East ?
- 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?

Closings for Foreign Buyers/Sellers:

The Promise & Reality of New Technology

Learn about new technology that can impact how foreign buyers/sellers logistically close on transactions.

December 7, 2018

9 AM to 12:30 PM

\$15 Members / \$25 non-members

Speakers:

Harry Yazbek
Broker, Author

Dr. Mohammed Aleissa
Cultural Mission of the Royal
Embassy of Saudi Arabia

Hussam Qutub
Guidance Residential, LLC

Keith Barrett, Esq.
VESTA Settlements



International Forum - *Middle East* *December 7th*

Class Registration Form

NAME: _____ FIRM: _____

ADDRESS: _____

CITY: _____ ST: _____ ZIP: _____

PHONE: _____ EMAIL: _____

LICENSE NO: _____ LICENSE EXP. DATE: _____

Class 1: _____

Class 3: _____

Class 2: _____

Class 4: _____

Payment Method:

TOTAL DUE: \$ _____ **VISA** **MC** **AMEX** **CHECK #** _____

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

Cardholder: _____

Signature: _____

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Questions? Contact Teresa Kirkhart at tkirkhart@dullesarea.com / (571) 291-9805.

Or Register Online at dullesarea.com