

WELCOME - MARHABA

International Forum
Middle East

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1



2

INTERNATIONAL FORUM – MIDDLE EAST

CULTURE

- Not Everyone is a Muslim
- Jordan and Egypt have a relatively high % of Christians
- There are also many religions, but they form minorities

5

INTERNATIONAL FORUM – MIDDLE EAST

CULTURE

- Not Every Muslim adheres to Strict Islamic Teachings
- Some Choose to Adopt a Western Lifestyle
- Especially once they Immigrate to a Western Culture

6

INTERNATIONAL FORUM – MIDDLE EAST

Most Countries Adhere to The **Gregorian Calendar**

(named after Pope, Gregory VIII in October 1582)

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7

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Saudi Arabia Adheres to The

Lunar Calendar (Hijra Calendar – Now is Year 1440)

Follows Prophet Mohamed's (PBUH), immigration to Medina in 622 A.D.

8

INTERNATIONAL FORUM – MIDDLE EAST

What are The Good Days and Times to do Business?

- Fridays are Holy Days, Some Dedicate All Day To it.
- Some Are Open To Do Business In The Afternoon

9

INTERNATIONAL FORUM – MIDDLE EAST

What are The Good Days and Times to do Business?

- Weekends Are Usually Fridays and Saturdays
- Some Countries Have The Weekends Extend to Sunday
- Weekend Festivities Usually Start Mid-Day Thursday,

10

INTERNATIONAL FORUM – MIDDLE EAST

What are The Good Days and Times to do Business?

- Devout Muslims Pray Five Times a Day, at Mosque, Home or Office:
 1. Dawn, Before Sunrise
 2. Midday, After the Sun Has Reached It's Highest Point in The Sky
 3. Late Afternoon
 4. Just After Sunset
 5. Between Sunset and Midnight



11

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Month of Ramadan

- 9th Month of The Muslim Calendar
- No Eating, Drinking or Smoking From Dawn to Dusk

12

INTERNATIONAL FORUM – MIDDLE EAST

Month of Ramadan

- Fast is Broken After Sunset Prayer
- Usually With Family and Loved Ones

13

INTERNATIONAL FORUM – MIDDLE EAST

Month of Ramadan

- Soul-Searching, Kindness to Others, Reading Quran
- No Eating, Drinking or Smoking
- Some Exemptions From Fasting For Some

14

INTERNATIONAL FORUM – MIDDLE EAST

Greetings

- Handshake With a Male is Common Greeting
- Sometimes Longer Than Usual
- Wait For Them To Stop Shaking First
- This Can Get Awkward For Some Westerners

15

INTERNATIONAL FORUM – MIDDLE EAST

Greetings

- Greeting a Female Can be Tricky
- Do Not Extend Your Hand First Until She Does
- If She Doesn't, It is Not An Insult, It's Value-Based

16

INTERNATIONAL FORUM – MIDDLE EAST

Addressing

- Mr. or Mrs. Is The Normal Way to Address
- May Address You as Mr./Mrs. Followed By Your First Name

17

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- Personal Conversation First
- Likely to include Family, Kids, Health
- Let Your Host Initiate Business Talks First

18

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- Do Not Discuss Anything Related To Their Wife or Daughters
- May Include What We Consider Very Personal Questions

19

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- Avoid Discussions About, or Stay Neutral if They Initiate:
 - Religion
 - Politics
 - Sports

20

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- Arabs Will Do Anything To Save Face, Especially In Public
- Provide a Little Gap To “Slip Through”

21

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- Do Not Sit Down First, Often Times The Most Senior Person Sits First
- Wait For Someone to Ask You to Sit

22

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- Arabs are Famous For Their Hospitality
- You Will Likely be Offered a Drink (Coffee, Tea), Dessert or Even a Meal

23

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Interaction

Do Not Turn it Down, It May Be Insulting, Unless You
Have a Good Reason (Allergic to Peanuts, Diabetic, etc..)
Be Sure to Communicate That.

24

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Interaction

- You May Even Be Offered a Small Gift, Do Not Refuse It
- Bring a Small Gift With You Such As Sweets, Flowers or a Plant.

25

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- Body Language Is Crucial, They Are Great At It
- Pointing or Thumbs Up May Be Offensive to Some
- Personal Space is Not Always Granted

26

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- As Strange As This May Sound to a Westerner, Do Not Use Your Left Hand For Anything, It is Considered Unclean.
- Specifically, Do Not Use Your Left Hand To Hand Anyone ANYTHING.

27

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Interaction

- Don't Be Surprised if a Man Hugs You and Kisses You on Both Cheeks, If You're a Man
- Usually This Can Happen After First Meeting But Not Always
- Not Uncommon To See Two Men Holding Hands



28

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- If Food is Served, Often Times The Most senior Person Goes First
- Wait For Someone to Ask You to “Dig In”

29

INTERNATIONAL FORUM – MIDDLE EAST

Interaction

- Leave a Little Food On Your Plate
- May Offend Host, as In Didn't Give You Enough to Begin With.
- Some Believe It Invites Famine.

30

INTERNATIONAL FORUM – MIDDLE EAST

Interaction



- Females to Dress Modestly, Cover Shoulders and Knees, At Minimum

- This Applies to a Male as Well, No Shorts



31

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Interaction

Try to Learn a Few Arabic Words, They Are Not Expecting It and Would Create a Lot of Goodwill

الحب Love	الحكمة Wisdom
السّلام Peace	الحياة Life

32

INTERNATIONAL FORUM – MIDDLE EAST

Punctuality

- Show Up On Time
- They Will Likely Be Late, in Some Cases Half-Hour to An Hour
- Do Not Mention Their Lateness, Expect it.



33

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Negotiations

- Haggling is a Way of Life
- It is Considered “Shameful” if The Man Does Not Haggle, or He is Seen as Not Hagging Aggressively Enough.



34

INTERNATIONAL FORUM – MIDDLE EAST

Negotiations



Often Times Decisions Have to Be Approved By
The Most Senior Member of The Family

35

INTERNATIONAL FORUM – MIDDLE EAST

Negotiations



Always Hold Back “Something” to Give Away
Later When Second Round of Negotiations Begin.

36

INTERNATIONAL FORUM – MIDDLE EAST

Negotiations



- Time is Usually NOT of The Essence In The Arab World
- Must Figure Out a Way to Counter This Aspect of Culture.

37

INTERNATIONAL FORUM – MIDDLE EAST

Ownership and Interests

Leasehold – Hereditary Rights

38

INTERNATIONAL FORUM – MIDDLE EAST

Ownership and Interests

Leasehold – Non-Hereditary Rights

39

INTERNATIONAL FORUM – MIDDLE EAST

Ownership and Interests

Leasehold – Rent Control

40

INTERNATIONAL FORUM – MIDDLE EAST

Not Uncommon To Live in Same House as
Grandfather or Even Great-Grandfather Lived or
Still Lives In.

41

INTERNATIONAL FORUM – MIDDLE EAST

New Developments are Constant

42

INTERNATIONAL FORUM – MIDDLE EAST

Real Estate Agents, or Equivalents, may or may not require licensing or any formal education.

43

INTERNATIONAL FORUM – MIDDLE EAST

Real Estate Agents in modernized markets must go through formal training and licensing, especially when affiliated with International Big Brand Names.

44

INTERNATIONAL FORUM – MIDDLE EAST

Property Management is Good Business

45

INTERNATIONAL FORUM – MIDDLE EAST

Property Valuation is Popular

46

INTERNATIONAL FORUM – MIDDLE EAST

Depending on City, Commercial Leasing
and Sales Thrived in 2018

47

INTERNATIONAL FORUM – MIDDLE EAST

Real Estate in Middle East is Subject to
The Same Cyclical Nature We
Experience in the United States.

48

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Example:

Egypt is predicting a 25%-30% increase in real estate value in 2019*

*Source: Egyptian Federation for Construction and Building Contractors (EFCBC)

49

INTERNATIONAL FORUM – MIDDLE EAST

Dubai's real estate market is close to the bottom of a two-year downturn and the market should pick up in 2019*

*Source: Dubai Holding, the emirate's investment vehicle.

50

INTERNATIONAL FORUM – MIDDLE EAST

Saudi residential market expected to witness the completion of a further 20,000 units in 2018 and 19,000 units 2019*

*Source :consultants JLL

51

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Introducing

Jalal Achir

Associate Broker, Coldwell Banker

Reston, VA

52