

International Forum:

Australia

Are You Prepared to Do Business with International Clients?

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

Working with international clients presents challenges not necessarily encountered on a typical deal.

**Thank you to
our sponsors:**



November 1, 2019
9:30 AM to 12:30 PM
\$15 Members / \$25 non-members

Speakers:

Harry Yazbek
Broker, Author

Nancy Azzouz
HSBC Bank USA, N. A.

Keith Barrett, Esq.
VESTA Settlements





International Forum - *Australia* *November 1, 2019*

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:
\$15 Members / \$25 non-members

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

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

Cardholder: _____

Signature: _____

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