

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

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Class 1: \_\_\_\_\_ Class 3: \_\_\_\_\_

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\$15 Members / \$25 non-members

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Fax to (703) 771-9787 / Email to [info@dullesarea.com](mailto:info@dullesarea.com)  
Mail to 21720 Red Rum Dr., #177, Ashburn, VA 20147  
Questions? Contact Teresa Kirkhart at [tkirkhart@dullesarea.com](mailto:tkirkhart@dullesarea.com) / (571) 291-9805.

Or Register Online at [dullesarea.com](http://dullesarea.com)