

LIMITED TO THE FIRST 40 APPLICANTS! DON'T DELAY! THIS SERIES SOLD OUT LAST YEAR IN TWO WEEKS!



ARE YOU AWARE OF THE GLOBAL BUSINESS OPPORTUNITIES THAT SURROUND YOU?

The GRAR International Committee invites you to become an International Real Estate Practitioner

More than \$104 billion worth of residential real estate is sold to foreign and immigrant buyers annually, resulting in over \$5 billion in commissions for REALTORS®. Global business includes transactions with foreign nationals, immigrant clients, buyers with extended family abroad, employees of foreign corporations, multilingual families, and other groups residing in communities in every state.

Gain and maintain a competitive edge by taking advantage of this opportunity to learn how/where to prospect for international clients, build partnerships with globally-minded businesses, mortgage brokers, attorneys, and more! Tap into the international and multicultural real estate transaction potential!

SESSION #1: INTERNATIONAL REAL ESTATE 101

TUESDAY, SEPTEMBER 1, 2015 11:30-1:30

This seminar will offer an introduction to international real estate. The focus will be on how to prospect to this growing segment of the real estate market. Enjoy a Swedish lunch cuisine at this session.

Speaker: Ingrid Nelson, CIPS; MBA with Distinction in International Business; NAR Liaison to Belgium.

SESSION #4: IMMIGRATION LAW

MONDAY, OCTOBER 19, 2015 11:30-1:30

Employment based, B-1, E-1 visas? Immigration benefits? How long will it take? What you need to know to help navigate your international buyer to a successful transaction. Enjoy a Middle Eastern lunch cuisine at this session.

Speaker: Richard Kessler, Attorney and member of the American Immigration Lawyers Association and the National Lawyers Guild Immigration Project

SESSION #2: CULTURAL DIVERSITY

THURSDAY, SEPTEMBER 17, 2015 11:30-1:30

This seminar will focus on how cultures are similar and different, and will enhance your confidence and ability to adapt when relating and working interculturally. Enjoy an Asian lunch cuisine at this session.

Speaker: Candy Wilkes-Scheper, President, After the Move, Integration after Relocation.

SESSION #5: WHAT WE CAN LEARN FROM REAL LIFE EXPERIENCES

MONDAY, NOVEMBER 2, 2015 11:30-1:30

Speakers from corporate human resources, relocation, and community experts talk about real life experiences—what happened, how it was handled, what resources were available, and what we can learn from it going forward. Enjoy a Mexican lunch cuisine at this session.

Speakers: Julia Harris, President, 86° West; and Mary Smith, Corporate Relocation Director

SESSION #3: TAXATION LAW

MONDAY, SEPTEMBER 28, 2015 11:30-1:30

Does an international buyer need a SS#? An ITIN? Is there anything withheld at closing? These questions and more will be answered by our expert. Enjoy an American lunch cuisine at this session.

Speaker: Raj Malviya, Miller Johnson, Attorney, LLM (i.e. Master of Laws in Taxation)

SESSION #6: FINANCING

SPECIFIC DATE IN NOVEMBER TBD 11:30-1:30

This session will focus on financing the international buyer—what additional risks, liabilities or opportunities exist with a mortgage to a foreign national?

Enjoy an Italian lunch cuisine at this session.

Note: Con Ed credit available on most sessions.

REGISTRATION INFORMATION:

All sessions will be held at GRAR.

Cost: Package price for all 6 sessions only \$99 which includes an international cuisine lunch!

Click [HERE](#) to register.

SEE BELOW FOR ADDITIONAL BONUS!

COMMENTS FROM 2014 GRADUATES WHEN ASKED IF IT WAS WORTH THEIR TIME AND MONEY:

"Absolutely! Food alone was worth it plus GREAT sessions!"

"I learned a great deal, made new friends, and had great food!"

"Yes! I felt it was a bargain at the price!"

"Yes! It seemed like a very fair price compared to other educational opportunities I've attended!"



Members of GRAR who register for and complete the above 6-session course of instruction will receive a lapel pin and certification from GRAR as an *International Real Estate Practitioner* and will be entitled to use this logo and the term.