

Common quote from prior attendees: *"I learned a great deal, made new friends, and had great food!"*



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: WHAT, WHO, WHY AND HOW OF INTERNATIONAL REAL ESTATE

MONDAY, AUGUST 28, 2017 11:15-1:30

This seminar will offer an intro to international real estate and focus 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 President's Liaison to Hungary.

SESSION #4: INTERNATIONAL FINANCING

MONDAY, OCTOBER 9, 2017 11:15-1:30

This session will focus on financing the international buyer—what additional risks, liabilities or opportunities exist with a mortgage to a foreign national? Enjoy a Bosnian lunch cuisine at this session.

Speaker: David Jackson, Waterstone Mortgage

SESSION #2: TAXATION LAW

MONDAY, SEPTEMBER 11, 2017 11:15-1:30

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 Indian lunch cuisine at this session.

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

SESSION #5: CULTURAL DIVERSITY

MONDAY, OCTOBER 23, 2017 11:15-1:30

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 a Mexican lunch cuisine at this session.

Speaker: Candy Wilkes-Scheper, President, [afterthemove](#) and Gig Gamaggio, Author and Teacher

SESSION #3: MICHIGAN: WHERE YOUR FUTURE BEGINS

MONDAY, SEPTEMBER 25, 2017 11:15-1:30

Governor Rick Snyder created the Office for New Americans whose purpose is to help propel Michigan's comeback by attracting and retaining highly skilled immigrants. We are honored to have its Director speak to us at this session. Enjoy an Asian lunch cuisine at this session.

Speaker: Bing Goei, Director of the Michigan Office for New Americans

SESSION #6: CROSS CULTURAL COMMUNICATION

MONDAY, NOVEMBER 13, 2017 11:15-1:30

You will hear from an expert who guides and connects clients in navigating a global market, while focusing on communication support and cultural sustainability. Enjoy a Mexican lunch cuisine at this session.

Speaker: Fathy Shetiah, President & CEO of 7C Lingo

Note: Con Ed credit available on some sessions.

REGISTRATION INFORMATION:

All sessions will be held at GRAR.

Cost: Package price for all 6 sessions—only \$119 which includes an international cuisine lunch!

Click [HERE](#) to register.

SEE BELOW FOR ADDITIONAL BONUS!

COMMENTS FROM 2016 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.