



“Going Mobile for Global”

New Business from a Global Perspective

The market around you is going global and you just don't know how to get started. You have rarely or never traveled abroad, you don't speak other languages and you're confused on the relationship issues of cultural diversity. This should not stop you from developing a new direction into the international perspective of real estate and home development.

The global market is growing and how you react to the change will determine your new global business outcome. So how will you position your business to align avenues of international real estate opportunities in the immediate future?

This 3 hour intense course will have you drinking from the fire hose as we preview behind the iron curtain of getting involved in today's ever growing global market. It will help you to understand the necessary steps for opening a newer global business perspective with a defined focus and a clear direction.

Expand your business with a Global Presence

Foreign buyers invested more than \$104 billion \$ in U.S. Real Estate in 2015, On the average they paid a higher median price than the U.S. national prices and most paid in cash. The Global Perspective helps you to uncover the global opportunities in your local market and teaches you skills to serve this growing Buyer, Seller and Investor groups. Discover the endless global opportunities available, and realize that your business has no borders.

DID YOU KNOW...?

- \$104 billion U.S. homes sold to international clients & most were cash deals
- \$49,000 more in median price paid by foreign buyers than U.S. buyers
- \$50,000 more earned by REALTORS® with international transaction knowledge & experience
- 50 states where international buyers are purchasing property

This 3 hour course will provide an overview of global real estate opportunities, including insight into currency issues, investment trends, financial insight, visas, immigration issues, and developing cross-cultural business relationships.

It's time to carve a new approach with a defined competitive edge!

Instructor for the Special 3 HR course... bridging you to the rest of the world



Rich Hart: Global Business Consultant, Real Estate Broker/
REALTOR®, **CIPS, ABR, GRI, SRS, CRB, SRES, SFR, RLI, GREEN, CIIS**
Offices: Georgia, New York and Florida

Mobile for Global Takeaways:

- Identify an international business focus to clearly define an area of desired interest.
- Understand how to deal with savvy investors and the finance vehicles used that drive international business transactions.
- Recognize the type of Visa programs available for people coming to the United States.
- Tap into the global network and build true business relations with various organizations and local associations.
- Learn about market dynamics, economic trends and trade economies to propel business viability and business positioning for your market place.
- Identify with international flow of capital and the rates of money exchange. Become skilled in converting currencies and types of measures.
- Development of network contacts through international social media avenues that lead to greater referral base business.
- Expanding buyer and seller investment confidence with a greater knowledge of the Global Real Estate Market.
- Establish global business positioning goals to achieve greater income potential for 2012.
- Integrate new opportunities from a Global Perspective as an International Business Professional.