

FREE TO SIBOR MEMBERS with Pre-Registration

Price At Door: \$25

Non-Members: \$35

Seating is Limited.

Reservations Recommended.

**Please Make Your Reservation
By May 1, 2008.**

**For Reservations and Sponsorship:
Contact Annmarie Izzo at 718-928-3223.**

Staten Island Board of Realtors
1535 Richmond Avenue, Suite 3
Staten Island, New York 10314
718-979-0007
www.siborealtors.com

Cancellation Policy:

The deadline for cancellation is 10 days prior to the first day of class. A \$25 fee will be charged for any cancellation less than 10 days prior to the first day of class. A \$25 fee will be charged to anyone who registers for a class and does not attend.

International Symposium Goals:

- Help Realtors develop skills to secure business abroad by understanding the dynamics of the International process
- Identify local Realtors who currently participate, or wish to, in global markets
- Identify required skills to be successful in international real estate
- Create an understanding of global business customs
- Create an International network of contacts and learn from Realtors who have successfully transitioned to the global market
- Identify web-based tools
- Consider the establishment of a local International Council - SICIR - Staten Island Council of International Realtors



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*2nd Annual
International Real Estate
Symposium
June 25, 2008
8:30am-3:30pm*



HOW CAN YOU PROFIT FROM INTERNATIONAL REAL ESTATE?

“The Global Real Estate marketplace – Americans investing overseas, and foreigners investing in the U.S. - is set to transform the real estate industry. World events and economic changes a half a world away have a near immediate impact on real estate markets, including local markets. Inbound foreign investment, immigration, and the burgeoning second home market all have significant impact on your domestic business. Expanding your horizons to the global marketplace can be exciting and rewarding. Learn from the assembled panel of experts who have built major portions of their businesses around international real estate. While the world shifts under the weight of market changes, there are those who struggle and those who have learned to go with the flow and emerge stronger. Be among the latter.”

Sandy Krueger
CEO
SIBOR

International Real Estate Committee

Chair

Sari Kingsley, GRI, CIPS, SRES, TRC

Committee

Christopher Burdzy

Nicholas Cammarano, GRI

Michael Dukhovny

Dil Gillani, CRS

Pat Pappalardo, CCIM

Moji Solar-Percy

Lesley Whitfield, SRES

SYMPOSIUM SPEAKERS

Moderator



Sharon K. Young, CIPS, CRB, CRS, GRI
Sharon K. Young & Associates
Oklahoma City, OK
Vice President, FIABCI-USA
Director, The Global Housing Foundation



Robert Eychner
Eychner Associates, Inc.
New York, NY



Steven L. Good, Esq., AARE
Chairman and CEO
Sheldon Good & Company, Chicago, IL



Susan Greenfield, CIPS
Vice President
Brown Harris Stevens, New York, NY



Klara Madlin, AHS, SRES
Klara Madlin Real Estate Inc.
New York, NY
President, Manhattan Association of Realtors



Luke Romero, ABR, CIPS, e-PRO
Broker/Owner
Cameron & Tate International
Houston, TX
FIABCI-USA, Director

TOPICS OF DISCUSSION

International Etiquette

FIABCI, the International Real Estate Federation

Establishing and Growing an International Business

Expanding from Local Markets to the International Market Place.

US Companies in the Global Economy

International Commercial Real Estate

Growing Your Global Network

SYMPOSIUM PROGRAM

8:30-9:30am
Registration & Continental Breakfast

9:30am
Presentation by Sharon K. Young
Panel Discussion

10:30am
Roundtable Discussion

11:30am
Box Lunch

12:30pm—2:00pm
Presentation by Steven L. Good, Esq.

2:00pm—3:30pm
Roundtable Discussion

3:30pm—Panel Wrap-up

