

Expand Your International Business in the Commercial Market Place

(Sponsored by ORRA & CFCAR)

Discover how to become culturally savvy in the commercial arena, learn about current market opportunities, and develop network referrals from these commercial experts.

Highlights of the program include:

- Ethnicity and how some cultures view business transactions differently from the way we do as Americans.
- Cultural differences and what may be an endearing gesture to us may be insulting in others.
- Educate yourselves in the culture(s) that you are most likely to do business with.
- Surround yourself with like minded purveyors.
- What is Pana-Max and what does this mean to Central Florida?
- Who will benefit? How can I make money from this?
- Foreign entity issues – Who is authorized to act.
- Contract issues – Lawyer review.
- Tax considerations – Withholding for foreign sellers, doc stamps, intangible taxes.
- Execution issues – overseas notaries.
- Funds Transfers – Exchange rates, delays.

Networking Time and Door Prize Drawings Immediately Following the Program



Upcoming Event Date

Friday, October 8, 2010

9:30 a.m. – 12:00 p.m. (Includes Q & A Session)

Check-in begins at 9:00 a.m.

Orlando Regional REALTOR® Association

Presenters

Ron Kalish

Webuildstores.com

Larry Kahn

Metro One, Inc.

Lewis Oliver

Quinones & Oliver, P.L.

**An update from MFRMLS on Commercial MLS
will also be presented.**

Registration

ORRA & CFCAR Members: Free

Non-ORRA & Non-CFCAR Members: \$15

Walk-ins: Registration Fee + \$15

Registration options and policies on reverse

No CE credits available for this program

Register today!

1. Visit **www.orrealtor.com**, log into "Members Only" and click on "Register for Classes"
2. **Phone** 407.513.7268
3. **Fax** 407.513.9120
4. **E-mail** education@orrealtor.com
5. **Mail** ORRA Education
P.O. Box 609400
Orlando, FL 32860-9400

ORRA Course Registration Policies

Location: **ORLANDO REGIONAL REALTOR® ASSOCIATION**, 1330 Lee Road, Orlando, FL 32810 (unless otherwise noted on the front of this form)

Cancellations/No-Shows: \$25 fee or forfeiture of registration fee if canceled within 3 days of course date or for no shows.

Refunds/Cancellation Notice Requests: Please contact us via one of the following methods:
Fax: 407.513.9120 Phone: 407.513.7268 E-mail: education@orrealtor.com

Registration Form

Register me for **Expand Your International Business in the Commercial Market Place** on October 8, 2010.

Attendee Name

Member Number Phone () -

E-mail

Course Fee: ORRA/CFCAR Member – Free
(ORRA REALTOR®, CFCAR and Affiliate members only)

Non-ORRA/CFCAR Member - \$15
(REALTOR® and Affiliate members of other REALTOR® associations and licensed salespersons of ORRA Broker members)

ORRA/CFCAR Member Walk-in – \$25

Non-ORRA/CFCAR Member Walk-in – \$40

Payment Method (Payment in full is required to be registered for a class/course.)

Check # (Payable to ORRA) Broker Account (ORRA members only. Broker approval required.)

VISA MasterCard American Express Discover

Credit card # Expiration /

Credit card charge signature OR broker signature for broker approved account charge _____

Initial _____ I agree to the terms of the cancellation and attendance policy referenced above.

Special disabilities accommodated with advance notice. Courses not open to the public unless otherwise noted.