



**Your Passport To
Global Real Estate**

The world is your oyster!

However, you will need to learn a few new skills and use a few new tools in order to find your “pearls”.

And, it will take a commitment to excellence in all that you do with your global practice.



San Francisco...
an international destination




THE BAY AREA TEAM

"Local Knowledge / Global Reach"

CHRISTIE'S

INTERNATIONAL REAL ESTATE

“GOOD” is not enough in the world
of Global Real Estate!

A man in a dark pinstriped suit and a woman in a light-colored top with a colorful scarf are holding a white banner. The man is on the left, and the woman is on the right. They are standing in front of a light-colored wall with a window above them. The banner contains the following text:

THE BAY AREA TEAM


"Local Knowledge / Global Reach"

CHRISTIE'S
INTERNATIONAL REAL ESTATE

So, where do I start if I want to expand into the world of global real estate?



It always starts with relationships.

A silhouette of a rock climber is shown against a dramatic sunset sky. The climber is positioned on the left side of the frame, clinging to a dark, overhanging rock face. The sky is filled with soft, colorful clouds in shades of blue, orange, and purple. The climber's gear, including a harness and ropes, is visible. The overall mood is one of adventure and challenge.

And, it is not for
the faint of heart.

WARNING

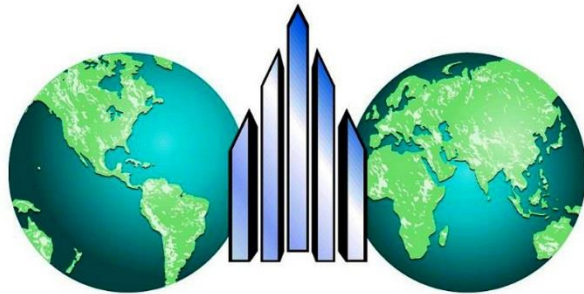


CHALLENGES AHEAD

Yes, the world of Global Real Estate has its challenges!

- Learning curve – how business is conducted in other countries.
- Long term commitment
- You need \$\$\$ to play
- Time zones
- Language issues
- Scams

Where we hang out...



FIABCI

International Real Estate Federation



Asian Real Estate Association of America





So, how do global clients find you?

- Conferences
- Sponsor events
- Posting regular relevant content on the internet.



Some tools to use:

- A book: “Kiss, Bow or Shake Hands”
- Skype
- Viber.com
- Air miles credit card
- Your wardrobe
- Global currency exchange connection.

Our global reach...

China
Australia
Middle East
Southeast Asia
Russia
Europe



Canada
Mexico
Caribbean
South America
Central America

Caribbean Islands Realty

a division of The Bay Area Team, Inc.

A case study...

**JUST
DO
IT.**

The biggest
distance in the
world is between
'I KNOW' and
'I DO'.

– Bill Jensen

The Bay Area Team

Pacific Union
Christie's International

Local Knowledge...
Global Reach...

@Ann Marie Nugent

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www.TheBayAreaTeam.com



“Connecting extraordinary lives with extraordinary properties!”

Are we connected yet?

歡迎

<http://www.youtube.com/watch?v=tlrJkHMiMg>

Bay Area Property Tour

Directors of Real Estate Sales

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