



Bibliography

Suggested References for the International Real Estate Professional

www.luxuryhomemarketing.com

Books

- *The World is Flat, A Brief History of the Twenty First Century* by Thomas L. Friedman
- *Global Corporate Real Estate Management: A Handbook for Multinational Businesses and Organizations* by Mary Alice Hines, Quorum Books, 1990.
- *Handbook of Cross Cultural Marketing* by Paul A. Herbig, Haworth Press.
- *Dun and Bradstreet's Guide to Doing Business Around the World*
- *Do's and Taboos Around the World, The Bestselling Guide to International Behavior, 3rd Edition*, Edited by Roger E. Axtell, Compiled by the Parker Pen Company, Produced by the Benjamin Co., Inc.
- *Business Abroad: A Quick Guide to International Business Transactions*, by Lawrence E. Koslow, Ph.D., Gulf Publishing Company.
- *International Marketing*, by Richard Sandhusen, a streamlined course for students and business people, from the Barrons Business Review Series.
- *Kiss, Bow and Shake Hands*, by T. Morrison and Wayne Conaway, Published by Adams Media. There are now three regional versions as well: Asia, Europe and Latin America. (look at www.getcustoms.com to see reviews and info)
- *The International Traveler's Guide to Doing Business in the European Union (or Latin America)* by Terri Morrison and Wayne A. Conaway
- *Rules of the Game: Global Business Protocol*, by Nan Leaptrott, International Thomson Publishing.
- *Opening Doors: Selling to Multicultural Real Estate Clients*, by Michael D. Lee, Oakhill Press, Winchester, Va.

Additional References:

- University of Denver, Daniels College of Business, School of Real Estate Construction and Management. (303) 871-3432. They print comprehensive guides on various countries. <http://burns.dcb.du.edu>
- Ernst and Young's "Doing Business in..." series, Ernst and Young International.
- The Economist (www.economistsubscriptions.com)
- *The Foreign Investors Guide to Purchasing Real Property and Doing Business in the United States*, Produced in 1998 by the Realtor Association of Greater Miami and the Beaches, a compilation of information on Contracts, Forms of Ownership, Financing, Immigration and Visas and other important information for foreign investors purchasing US property; written by Florida Attorneys and printed in English, Spanish, German and Russian in the same volume. Available for sale through the Association by calling (305) 468-7000.

Internet Sites:

- UN Documents on various countries: <http://www.geocities.com>
- Regional Briefings: <http://www.worldbank.org>
- CIA: The World Factbook:
<http://www.cia.gov/library/publications/the-world-factbook/index.html>
- Economic Policies and Trade Practices: <http://www.tradecompass.com>
- Latin American Market Planning Report, Strategy Research Corp
www.strategyresearch.com
- International Real Property Foundation (IRPF) www.irpf.org

Currency Conversion Sites:

- <http://www.oanda.com>
- <http://www.xe.com>

Language Translation Sites:

- http://google.com/Language_tools
- <http://www.freetranslation.com>
- <http://www.worldlingo.com>
- <http://www.lec.com>

AOL has a group of sites of International interest:

- International or state maps:
http://channels.aol.com/travel/maps/aol_com/state_internationalA.html
- International directories to locate listings from people, businesses, contacts worldwide
<http://www.aol.com/netfind/international.html>

Links to International Networking Organizations:

- FIABCI, International Real Estate Federation www.fiabci.net
- International Consortium of Real Estate Associations www.icrea.org
- National Association of Realtors www.realtor.org/international
- www.worldproperties.com is the listing site with links to ICREA associations;
- <http://quickplace1.realtors.org/cips> offers an online community, discussion boards, links and resources for Certified International Property Specialists
- www.miamire.com International Link will take you to resources including PowerPoint presentations from the most recent International Congress. Also be sure to take advantage of your free Immobil website through RAMB which gives you translations in multiple languages.
- Florida Association of Realtors www.floridarealtors.org has an international section and Purchase and Sale contracts as well as Comprehensive Addendums to FAR Purchase and Sale Contracts translated into different languages.

About this Document

This list is an example of the kind of material distributed at The Institute's *Third Day* training sessions, and was prepared and presented in Miami, Spring of 2008 by Speaker **Kimberly Kirschner**, CIPS of Hollywood, Florida.

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