



A
WORLD
— OF —
OPTIONS





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MICHAEL K. COBB - YOUR "GO TO" GLOBAL EXPERT



YOU'RE IMPORTANT. YOU BRING VALUE TO GLOBAL TRANSACTIONS.

**AS REALTORS, WE HAVE A DUTY TO SERVE OUR CLIENTS.
THIS IS WHY WE EARN A FEE FOR SERVICE.**

Sadly, your clients considering property overseas don't know what they don't know. They are at risk for making costly mistakes. You can help them make smarter, wiser, and more prudent decisions while completing their due diligence.

You can provide your client with expert advice they need to avoid the common pitfalls when buying property overseas.

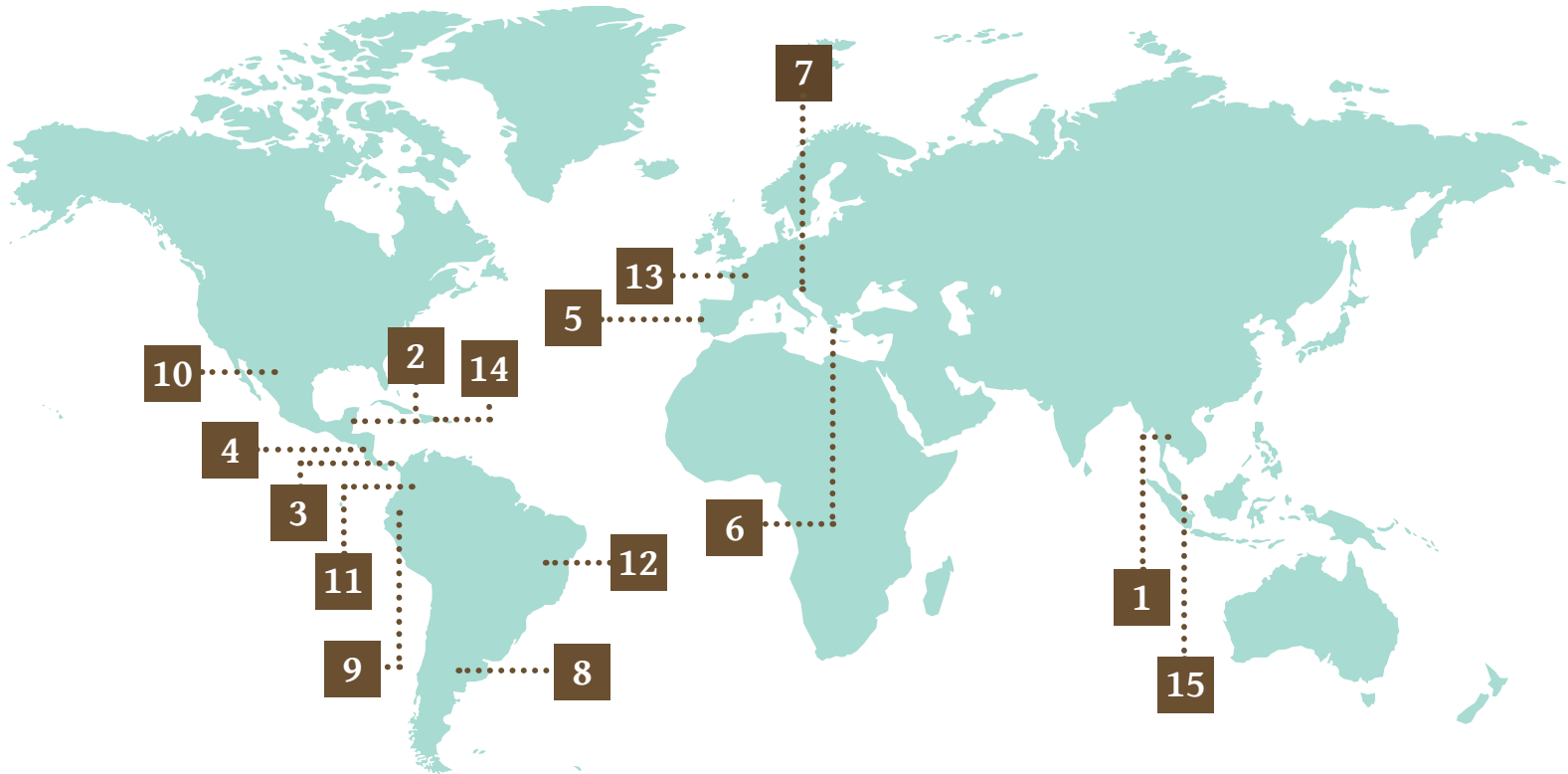
This is why your role as an Global Affiliate is important.

EVERYONE WINS.

YOUR CLIENTS ENJOY AN EXCITING AND
REWARDING PROPERTY OWNERSHIP
EXPERIENCE OVERSEAS.
YOU EARN REFERRAL FEES.

TOP 15 PLACES

YOUR CLIENTS ARE OWNING REAL ESTATE RIGHT NOW



1 THAILAND

There are five UNESCO World Heritage Sites in Thailand, with three being cultural and two natural.

2 BELIZE

English is the official language in this Central American/Caribbean country.

3 PANAMA

Easy residency programs such as the Friendly Nations' Visa make this country an easy spot to spend time.

4 COSTA RICA

Home to over 488,935 expats, Costa Rica is home to one of the largest expat groups in the region.

5 PORTUGAL

Portugal's official name República Portuguesa (the Portuguese Republic) is named after the country's second largest city of Porto.

6 GREECE

The Olympics originated in Greece, and were first held in Olympia to honor the Greek god, Zeus.

7 CROATIA

The island of Hvar off the Croatian coast is the island with the most hours of sunshine in Europe – more than 2,800 hours a year.

8 ARGENTINA

Argentina has been one of the world's leading producers of wine since the 16th century and has approximately 1,800 wineries today.

9 ECUADOR

Ecuador is considered the most biodiverse country in the world!

10 MEXICO

The Great Pyramid of Cholula is the largest archaeological site of a pyramid in the New World and the largest pyramid known to exist in the world today.

11 COLOMBIA

The largest bike route in South America is located in Colombia. It stretches over 300 kilometers.

12 BRAZIL

Brazil has more than 4,000 airports making it easy to get around the country.

13 FRANCE

Paris' Gare du Nord is Europe's busiest railway station with some 190 million passengers passing through each year.

14 DOMINICAN REPUBLIC

Founded in 1496, Santo Domingo is the oldest city in the new world.

15 SINGAPORE

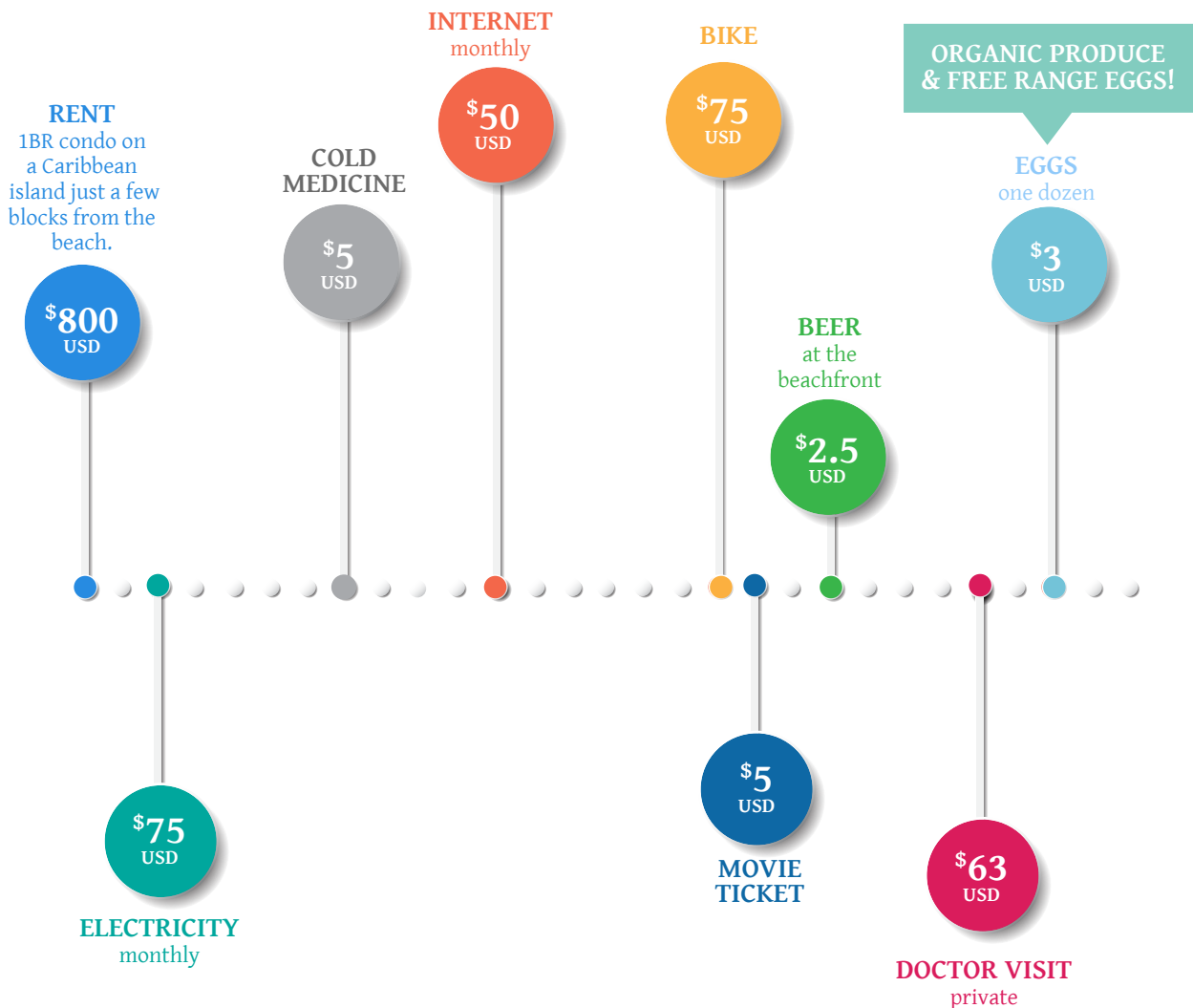
For ten consecutive years since 2006, it has topped the ease of doing business list by the World Bank.



REASONS WHY YOUR CLIENTS ARE GOING OVERSEAS

The cost of living abroad can be lower than that of more developed nations like the United States or Canada. Life in a new country can meet a wide range of budgets, depending on certain factors: standard of housing, location, transportation (public or private), buying local vs. imported goods, etc.

Below you'll see an example of living costs in Belize, a Central American Caribbean country. All prices are in USD.



HELP YOUR CLIENTS PREVENT THESE COMMON PITFALLS

1. IS THERE YEAR-ROUND ACCESS TO THE PROPERTY?
WHAT IS THE DRIVE TIME FROM SHOPPING, DINING,
MAJOR MEDICAL CARE, AND THE AIRPORT?
2. WHAT ROAD AND PUBLIC INFRASTRUCTURE EXISTS?
ARE THERE AMENITIES LIKE GOLF, TENNIS, POOL,
AND RESTAURANTS?
3. IS FINANCING AVAILABLE?
DOES THE PROPERTY HAVE CLEAR TITLE?
4. IS THERE HIGH SPEED INTERNET, HOT WATER TO ALL
THE BATHROOMS WITH ENOUGH WATER PRESSURE?

EMAIL NOW:
AFFILIATE@ECIDEVELOPMENT.COM
FOR THE FULL LIST OF
**THE 15 CRITICAL “MUST ASK”
QUESTIONS WHEN BUYING
REAL ESTATE OVERSEAS
& 3 SIMPLE STEPS TO AVOID THEM**



INTERNATIONAL IS IMPORTANT

1

EARN FEES

Right now, there are HUGE REFERRAL FEES paid to real estate professionals for property sold overseas. Are you one of them?

2

IDENTIFY INTEREST

Discover the international business opportunities hidden inside your existing contact and client base.

3

ACCESS TOOLS

Through a global affiliate program, access the tools and resources to locate, and then serve your globally-interested clients.



HERE'S THE REASON YOU SHOULD REALLY CARE

WHY U.S. RESIDENTS OWN RESIDENTIAL PROPERTY ABROAD

VACATION HOME &
RESIDENTIAL INVESTMENT

46%

RESIDENTIAL
INVESTMENT

13%

DON'T
KNOW

3%

VACATION HOME

28%

PRIMARY RESIDENCE

9%

OTHER

1%

11.6%
OF NORTH
AMERICANS
WANT TO OWN
INTERNATIONAL
REAL ESTATE.

HOW
ARE YOU
HELPING
THEM?

THE SIMPLE 1, 2, 3 TO BE A SUCCESSFUL GLOBAL REALTOR

1

IDENTIFY

- TASK** Use simple, pre-written emails and posts to filter your prospect files and database for the 1 out of 10 seriously considering owning property overseas.
- TOOL** Offer them free resources such as the “**Consumer Guide to International Real Estate**” as the reason for them to respond.
- RESULT** A list of prospects and clients who want to own property overseas.

2

REGISTER

- TASK** Register your clients to ensure payment of referral fees.
- TOOL** A network of trusted real estate agents and developers provide global resources for product sourcing.
- RESULT** Earn referral fees for this client for life.

3

QUALIFY

- TASK** Use more direct surveys to identify regions of the world and specific countries of interest to them.
- TOOL** Send the surveys and help them narrow their country focus. Discover their budgets and timelines for purchase.
- Provide additional information including: **Resource Guides, Country Handbooks, Community Newsletters, Webinars, Invitations to Property Tours or Weekend Visits.**
- RESULT** A segmented and qualified list of prospects actively engaging with information about property overseas. Earn fees between 2-5% of the purchase price.



MICHAEL K. COBB
CEO, ECI Development

Michael Cobb, Chairman and CEO of ECI Development, is an authoritative voice about the challenges of navigating Latin America's complex business system, and building resort communities during good times and bad. As a go-to source, he has been quoted in major news stories in such prestigious forums as Forbes, Business Week, London Telegraph, Globe + Mail, as well as on BBC-World Television. He is an active blogger and weekly columnist for Escape Artist. Cobb served as a National Director for NAP in 2017.

MICHAEL K. COBB YOUR "GO TO" GLOBAL EXPERT

PRINT

- Guest column in London's *The Telegraph*
- Quoted in *Forbes Retirement Guide*, headlined: "Is Nicaragua the Next Retirement Paradise?"
- Quoted in *Business Week*, "How Will Ortega Use the Office?"
- Guest columns in *Travel World News* and *Caribbean Property Investor*
- Quoted in the *International Medical Travel Journal* in "Belize, Costa Rica, Nicaragua, Panama: Medical Tourism Opportunities in South America"
- Quoted and pictured in the *Pittsburgh Business Times* and *Pittsburgh Tribune-Review*

BROADCAST

- Hosted "Mike's Gringo Life in Nicaragua" on Overseas Radio Network
- Interviewed on BBC-World feature on television, answering the over-arching question: "Tourism: Its potential for economic development is massive but we test different models and ask, what kind of jobs does it provide and who are the real winners?"
- Interviewed on Canal 13: Ortega's Perspectives on Sustainable Development
- Interview on Glen Meakem's Radio Talk Show
- Repeated voice for Nicaragua with ProNicaragua Promotion Agency

SPEAKING

- *Live and Invest Overseas*: Featured Speaker 8-10 Conferences Per Year
- *NAR*: Annual Conference Speaker twice, IRC twice and Frequent CIPS Presenter and Educator.
- *Hemispheres Publishing*: Keynote Speaker and Featured Speaker Annual President's Week Conference 1998 - Present
- *International Living*: Featured Speaker 80+ Conferences 1994 to Present
- *Semester at Sea*: Guest lecturer on Challenges to Economic Development
- *Misc*: Oxford Club, Agora Financial, Sovereign Society, Stansberry Research.

BLOGGING/SOCIAL MEDIA

- *GlobalPittsburgh.com* posting, headlined "The Baby Boomer Boil Over?"
- "20 Critical 'Must Ask' Questions When Buying Real Estate Overseas" Article Series
- LinkedIn and Facebook Blogging on Myriad of Sites including *EscapeArtist.com*



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OUR SISTER RESORTS BELIZE | NICARAGUA | COSTA RICA | PANAMA