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## **Robert Paul Properties builds cross-border connections at The International Symposium**

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Historically a local business, luxury real estate sales have become a truly global industry. Joined by representatives from 15 countries in Europe, North America and Asia, Paul Grover, co-owner of Robert Paul Properties, recently participated in The International Symposium. At the Symposium, hosted by Leading Real Estate Companies of the World and Luxury Portfolio International, Grover was a featured speaker on the Marketing of Luxury Properties to the modern consumer.

The symposium's program focused on issues impacting the global real estate market. Across the board Grover observed that affluent buyers still believe in the security and wisdom of real estate investments in the U.S. given the precarious nature of so many of the world's economies. Quality and value are paramount in terms of a property, and must be apparent throughout all global marketing channels. As buyers from the U.S. and abroad finally begin to unleash the liquidity that was known to exist, they view the U.S. market as an excellent safe haven to park capital and real estate professionals must be positioned globally to take advantage.

"It was an invaluable opportunity to hear what some of the best brokers around the world are observing in their respective markets, and an excellent chance to share with them practices that have worked so well for Robert Paul. But, perhaps even more importantly, it was a chance to connect one-on-one with established brokers who I can confidently refer my clients to in other market places," said Grover.

Given the increasing connectivity of the global market, Robert Paul recognizes the importance of forging and maintaining relationships with top brokers both nationally and internationally. Buyers and sellers value the trust and confidence that comes from a long-term association with their real estate broker.

The buyer from Sarasota, FL or Paris, France for example will often turn to their trusted, local broker first when considering real estate in Massachusetts. For this reason Robert Paul Properties views Leading Real Estate Companies of the World as an indispensable network ameliorating their ability to serve the client.

The symposium took place at the Grande Real Villia Italia Hotel & Spa in the coastal town of Cascais, located just outside of Lisbon, Portugal. Participants had the opportunity to sample the area's cultural and historical attractions and also enjoyed a tour of high-end properties and resorts, and the ability to strengthen their international relations with sister companies. Grover found the chance to participate first hand with a globally diverse group of industry leaders, on an international level, to be both informative and encouraging.

Robert Paul Properties, owned by Robert Kinlin and Paul Grover, is the most recognized and respected name in the luxury marketplace across Cape Cod and the South Coast. An exciting new boutique firm - built on a tradition of excellence and fueled by an elite team of talented agents -

Robert Paul Properties is committed to providing exceptional service while representing premiere waterfront, village and golf course properties for those discerning buyers who want an extraordinary way of life for years to come.

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