

Press release
Berlin, 27 October 2014



Zabel Immobilien addresses International Real Estate Symposium in Dubrovnik, Croatia



Thomas Zabel, Managing Director of Zabel Immobilien GmbH & Co. KG, was a speaker at the International Symposium hosted by Leading Real Estate Companies of the World® and Luxury Portfolio International® in Dubrovnik, Croatia from October 16-18. The event attracted top real estate professionals from 13 countries

worldwide: Australia, Canada, France, Germany, Ireland, Italy, Mauritius, Mexico, Romania, Spain, Switzerland, Turkey and the United States.

Berlin Capital Investments
Zabel Immobilien GmbH & Co. KG
Friedrichstraße 60, 10117 Berlin
Tel. +49 30 52 00 97 00
info@berlin-capital.com
www.berlin-capital.com

Symposium participants addressed global real estate issues and explored how real estate has become an increasingly international business. Thomas Zabel presented information on 'The Art of Introduction' and how Zabel Immobilien handles international clients and talked about how to attract clients to invest in Berlin real estate. Mr. Zabel lectured about the company's marketing strategy, how to address this international clientele and what else is important in dealing with multiple cultural backgrounds of a broad diversity of international buyers. He shared in-depth knowledge of the latest marketing tools Zabel Immobilien uses to drive interest by more pre-qualified prospects.

Additional speakers included esteemed Spanish political economist Ramón Tamames, who spoke on the impact of environmental changes on real estate assets. Also featured were top real estate professionals who shared insights on real estate practices and trends in their local markets.

"The International Symposium has become increasingly important to our membership as we continue to expand our coverage worldwide," said Leading Real Estate Companies of the World® President/CEO Pam O'Connor. "By giving our brokerages the opportunity to come together to discuss cross-border business opportunities and pervasive market trends, we strengthen our position as a global real estate leader."

In addition to past International Symposiums held in Venice, Lisbon, Madrid, Rome, Valencia and Dublin, the network recently held its first Immersion Conference in Shanghai, China. Network affiliates will convene again February 9-13, 2015 in Las Vegas for the LeadingRE Conference Week.

Zabel Immobilien GmbH & Co. KG is the German representative of Leading Real Estate Companies of the World® (www.LeadingRE.com), the largest network of premier locally-branded firms producing over one million annual home sale transactions. Luxury Portfolio International® (www.LuxuryPortfolio.com) is the luxury face of Leading Real Estate Companies of the World®, marketing over 25,000 luxury homes annually to over three million high-net-worth visitors through its comprehensive marketing program.

About Zabel Immobilien:

Zabel Immobilien (<http://www.berlin-capital.com>) is based in both Berlin and Aachen and was founded in 1993. Its key business lies in the marketing of top-class residential real estate to both property owners and investors. The business division Berlin Capital Investments was founded in 2003 as its own brand for premium real estate in Berlin. In Berlin's central area alone, located just between the Brandenburg Gate, the Gendarmenmarkt and Friedrichstrasse, Berlin Capital Investments has a selection of exclusive residential units with a sales volume in excess of 100 million Euros.