

Broker/Trainer Instructions

1. Time required: approximately 20 minutes
2. Broker/Trainer will guide agents through the crossword puzzle process as a means to educate participants about tax issues for foreign, non-resident buyers. Begin by reading the first clue for which the answer is supplied for them (USRPI). Most agents have not heard of US Real Property Interest (USRPI) however, by the time this module is complete they will be very familiar with it. Emphasize this term applies to any United States Real Property Interest regardless of whether the owners are U.S. citizens or not. It refers to the property itself being located in the United States and the ownership interest held.
3. Continue reading the remaining clues. The clues are given in a logical order to tell the story of the terms incorporated in the puzzle. The broker page includes additional information which is to be provided after determining the correct word for the spaces provided. Because some of these words will be totally new, feel free to provide the word for them if they don't get it right away. The important part is making them aware of the information. You also may provide your own clues if they are unable to get the correct answer from the clues provided. For instance, the answer to 10 down is "IRS." If they do not get that answer from the clue "agency issuing ITINs," you might say "who do we write to on April 15th?" Feel free to use your imagination and have fun with it.
4. This information is vitally important to the reduction of risk for the broker and agent in the real estate marketplace we know today. We hope you have fun as well as learn some valuable information by using the exercise in your training. Encourage participants to read the articles referenced on the Resources page.