IRPF Global Wire

THE INTERNATIONAL REAL PROPERTY FOUNDATION

DECEMBER 2014

Happenings

Norm Flynn traveled to New Orleans for the National Association of Realtors conference and Expo held November 7-10. While there he met with Dan Negulescu, Past President of CEREAN and 2015 Board Member of NAR, as well as Racheal Mirembe, past Chairperson of AREA-Uganda's Women Committee. Furthermore, Flynn presented IRPF grants to the Reaume Foundation.

On October 16th, VEGA hosted an online panel and discussion on diaspora volunteerism. IRPF had previously nominated Nick Zigic as a panelist for the panel for his continued work leading the Real Estate Association of Bosnia and Herzegovina (UPN).
The panel consisted of Watchen Bruce, Erin Macleod, Shayna Atkins, and Nick Zigic. Watchen Bruce and Shayna Atkins discussed their volunteer experiences with Diaspora for Development. Erin MacLeod discussed her research pertaining to diaspora volunteering. Nick Zigic expanded his connection to IRPF, the outcomes of his efforts as UPN President, and the importance of a code of ethics in the real estate market.



Diaspora Volunteer Online Panel and Discussion

In August, IRPF participated in this year's 2014 Leadership Summit in effort to gain support and spread the word about IRPF's mission, purpose, and programs, including the upcoming training on Property Management and the Third Real Estate Conference in Uganda. Mercedes King represented and spoke to over 50 people who were interested in IRPF and wanted to know more.

Also in August, Norm Flynn attended the 6th annual NAR-India convention in Kolkata to provide extensive information regarding member benefits and to enhance their professional conduct and knowledge ensuring future success as REALTORS®. Some of the topics covered in the orientation session included: professional standards, ethics, arbitration, anti-trust and agency rules, and government affairs impacts. NAR-India completed this training with further education, networking and information of the market, and it will also give members a way to give back to the industry and create leadership growth.

Belton Jennings also traveled to India to provide short, intensive leadership training sessions for NAR India's local association leaders in order to help guide local associations in preparing NAR-India's new organizational standards. An additional goal was to give attendees a sense of comfort in their roles and responsibilities in the real estate sector in India.

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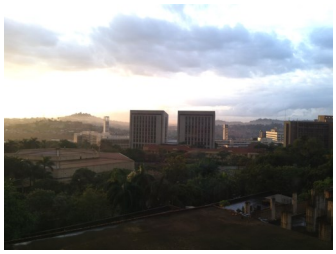
NAR Realtors Conference and Expo



NAR Conference India







View of Kampala, Uganda



Hon. Agnes Kalibbala, Andrew Mukiibi, Hon. Daudi Migereko, Nicholas Arinaitwe, and Scott Panella

AREA
ASSOCIATION OF REAL ESTATE AGENTS - UGANDA

3rd Annual AREA-Uganda Women's Conference



The Association of Real Estate Agents of Uganda (AREA-Uganda) and the International Real Property Foundation (IRPF) held a successful 3rd Annual Real Estate Conference and Expo on November 13-14 2014 in Kampala, Uganda. Presenters highlighted women in real estate, financial services, tourism, real estate development, data aggregation systems, and urban planning. Success was due mainly to the quality of the presenters, the involvement of the audience in the Question and Answer sessions; and the networking opportunities.

Opening the conference was Hon. Daudi Migereko, Minister of Lands, Housing and Urban Development who challenged the AREA-Uganda and the private sector to find ways to solve the unmet need of providing affordable housing to Ugandans by supporting prefabricated construction materials. He also underscored the value of creating small and micro enterprises (SMEs) in the real estate industry to promote economic growth. Moreover, he recommended that meetings to discuss incentives for the development of affordable housing options earlier mentioned between the MLHUD Director, AREA-Uganda, and developers take place. Following the Minister's speech and serving as the keynote speaker, Scott Panella from Keller William Realty (Kentucky) invited the audience to seize the opportunity and build a strong and ethically trained real estate profession in a country that has so much potential.

The next session showcased a panel to discuss women and real estate issues. Sylvia Luchini, Managing Director of the International Real Property Foundation (IRPF), candidly spoke of what is needed for women to be active contributors of economic growth and why real estate is a perfect means to achieve this. Natalie Brecher, the Institute of Real Estate Management Trainer, offered tips from successful women involved in the property management field; Hope Kasimbazi from the Private Sector Foundation stressed the work of her organization in advocating for women's property rights; and Jackie Ssaali from Pine Investment expanded on important contributions from women in the development arena.

Other presentations topics included financial services, tourism, real estate development, data aggregation systems, and urban planning. Each and every presentation at the conference spoke highly of the presenters' knowledge on the subject matter and was followed up by individual question and answer sessions packed with thought provoking questions. Throughout the conference, the Master of Ceremony highlighted the Women's Council of REALTOR's (WCR) and IREM Foundation's commitment to the work of AREA-Uganda and IRPF by serving as a major sponsor of such an important event.

The one-day course on Property Management and Social Media to expand business lead by Natalie Brecher was very successful. Detailed information about the course is included on the next page.

Indeed, Uganda's Third Real Estate Conference was a great success because it convened important stake holders to find ways to offer affordable housing options, provided the rationale for women to enter the real estate industry as leaders and practitioners, reinforced the value of women's knowledge of property rights, and reminded the audience of the power of real estate SMEs as engines for growth. All of these accomplishments would not have happened without vital financial support from IREM and WCR.

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Natalie Brecher teaching the property management course



3rd Annual AREA-Uganda Women's Conference Property Management Course

On November 14th, Natalie Brecher presented a one-day IREM course on behalf of AREA – Uganda titled "Successful Property Management."

The class consisted of 80 participants, including real estate agency owners, bank consultants, development firms, builders, and more. Initially only 35 participants were expected, but a strong interested in the class greatly increased the number of participants.
Students received a printed seminar workbook as well as a folder showcasing the sponsor's logos.

The students were interactive throughout the course, while still being extremely polite and respectful. There was a serious interest in the improvement of their knowledge and skills as well as a high level of enthusiasm about elevating the reputation and skills of the property management profession. All the students were appreciative that they were given the opportunity to learn.

At the completion of the course, a 25-question multiple-choice exam was administered. It was self-graded and turned into AREA. AREA later reported that all passed.

Certificates of Completion were prepared for each student. The certificates were formally distributed at the end of the second day of the conference with each student coming to the front, shaking hands with several people and having a photo taken.

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AREA
ASSOCIATION OF REAL ESTATE AGENTS - UGANDA

December 2014 Fundraising Update

IRPF extends its sincere thanks to the Leonard P. Reaume Memorial Foundation and the National Association of REALTORS for their continued support of our mission to build the dream of private property ownership and alleviate long term poverty globally.

IRPF has also been in the process of developing several proposals to private foundations and government sources of funding for the future. Most notably The Reaume Foundation approved IRPF's proposal for the India grant. This will be used to offer association management and strategic planning to local association's leaders so as to transform NAR-India into a representative and pluralistic National Association.

We are waiting to hear back from the Reaume foundation after a revised budget proposal for the Eastern European program; this project would translate the Code of Ethics (CoEs) into the local languages and offer CoEs, agency and exclusive representation to young professionals in Eastern Europe.

Additionally, IRPF is looking into a collaborative project with the Private Sector Foundation Uganda (PSFU). This would be funded by the US Global Development Alliances (GDAs). IRPF would work with its partner the Association of Real Estate Agents - Uganda (AREA) and the Ministries of Land and Education and Sports.
The goals of the proposed program would be the following:

1. Expand sustainable economic opportunities for improved livelihoods stemming from secured property rights.
2. Train youth on Property rights, property management and transfer of property.
3. Educate youth on clarification of ownership and dispute resolution.
4. Help close the gap of gender education/technical training divides.

THE INTERNATIONAL REAL PROPERTY FOUNDATION

Building the Dream of Private Property Ownership

IRPF
430 N. Michigan Ave
Chicago, IL 60611

Phone: 312-329-8692
Fax: 312-329-8227
E-mail: sluchini@irpf.org

The International Real Property Foundation is dedicated to the development of private real property markets around the world. We believe that the opportunity to own private property and to be secure in that ownership is fundamental to economic opportunity and civil societies. IRPF is an independent, non-profit, public purpose 501c(3) Foundation which works with developing and restructuring countries seeking to strengthen their real property markets and make them more efficient and transparent. We believe our work is important because functioning real estate markets are vital to so many dimensions of social, economic and democratic development and are a key, vital contributor to the alleviation of long term poverty.

Check out IRPF's blog!
internationalrealproperty.wordpress.com

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Support the Work of IRPF By Making a Donation

Your financial support of our global mission will allow IRPF to continue sharing the expertise of industry leaders through a wide range of critical programs. We hope that you will join IRPF in its efforts towards this important work and consider making a financial contribution.