



2016

### INSIDE THIS ISSUE:

*CEREAN 2016	
Serbian Conference	1
*AREA Uganda	
Training Program	2
*IRPF Washington	
D.C. Meeting	2
*IRPF Saudi Arabia	
Updates	3
*IRPF Training	
Entrepreneurs in Cuba	4
Project	

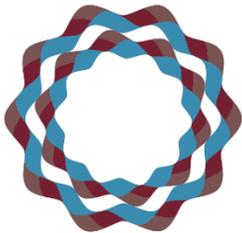
## 2016 Serbian Real Estate Conference



*2016 Serbian Real Estate Conference*

During the January-February season, communication and engagement with the Central European Real Estate Associations Network (CEREAN) and the Real Estate Cluster of Serbia leadership saw an uptake. The Serbian organization reached out to the International Real Property Foundation (IRPF) for assistance with the planning of their first Serbian real estate conference. Furthermore, the Foundation was invited to present at this unique event in Serbia. To this end, the Foundation was able to secure Anthony Macaluso as a presenter for the conference covering the topic of successful real estate selling techniques as well as representing the IRPF. Mr. Macaluso arrived in Serbia on March 31, 2016 and met with Dr. Slavisa Pesic, the conference leader. In the opening ceremony held at the Serbian Parliament, Mr. Macaluso introduced the audience to the NAR model and energized them by sharing lessons learned. With the title of "Learn to Succeed" the conference was exceptionally well planned by Dr. Pesic bringing together international speakers from the IRPF/ National Association of Realtors (NAR), FIABCI and neighboring countries. With an overall audience of





انتماء  
Intima'a



170 participants, a wide array of introductory courses expanded the knowledge of participants from Serbia, Slovenia, Croatia, and Bosnia and Herzegovina on real estate issues from Code of Ethics, to marketing, multiple listings, and to selling techniques.

During the second day of the event, the IRPF was highlighted for activities since 1992; citing that many of the countries surrounding Serbia received programs while Serbia had not settled at that time. To the IRPF's credit, many of the trainers' present were Graduates of "Train the Trainer" programs where IRPF conducted initiatives in their countries. Many speakers gave credit to the IRPF for setting the ground-work for training programs being presented in Serbia and formerly in their home countries.

### AREA Uganda Training Program

Later in February, the IRPF had discussions with the Association of Real Estate Agents – Uganda (AREA-Uganda) representatives about the training needs of their members. The Foundation was informed that members of AREA-Uganda have expressed a deep interest in business planning development, marketing and monitoring. Since receiving this information, IRPF requested funding for the implementation of a training program in Uganda, focusing on financial planning development, marketing and monitoring. With the good news received in May that the program was funded, the IRPF and AREA Uganda have started work for the training and networking session of trained individuals at the Real Estate Conference. Both events will take place in Kampala, Uganda, on November 17 and 18, 2016.

### IRPF Washington D.C. Meeting

In addition to its global ventures, IRPF has managed to create impact through national channels as well. In May, IRPF CEO Norm Flynn and Managing Director, Sylvia Luchini traveled to Washington, D.C. for the REALTORS Legislative Meetings and Trade Expo. The result of the trip saw the two IRPF members meeting with a real estate director with a stake in the Bangladesh market who is interested in helping organize the real estate industry in this country. Before a partnership could be established to impact Bangladesh's real estate industry, IRPF

determined that the steps that needed to be taken to implement a program included an extensive market assessment to make recommendations on stabilizing and modernizing the industry, meetings with key real estate figures at the local level, and association formation and development.



*Nick Zigic (President of the Real Estate Agents of Bosnia), Alexandra Sekouri (HAR Chair/Greece), Tyler McKenzie (Broker), John Margaret Funk (Association of Real Estate Agents of Austria, and Sylvia Luchini (Managing Director, IRPF)*

## **IRPF Saudi Arabia Update**

Interest in the Saudi Arabian market was of top priority to the IRPF as well. In February, CEO Norm Flynn, was in communication with real estate experts to gauge their interest in teaming up with him to assist with the implementation of a real estate market assessment in Saudi Arabia. Once the Foundation had secured talent for the activity, it submitted a proposal to Intimaa, a full service real estate services company in Saudi Arabia, to conduct a real estate market assessment. The decision of this award is on hold due to the economic and political situation of Saudi Arabia.

## IRPF Training Entrepreneurs in Cuba Project

Later in March, IRPF sought out local NGOs in Cuba to partner with for a future project about real estate agency. Organizations that were researched included CARE International, the Christopher Reynolds Foundation and the Loyola Center. A letter of interest was drafted and sent to the Christopher Reynolds Foundation, regarding establishing the project Training Entrepreneurs in Cuba to Become Real Estate Agents. The Christopher Reynolds Foundation was chosen because the mission of the foundation is to help create sustainability and local development in response to the needs identified by those in need, in this instance, specifically Cubans. A partnership with the Christopher Reynolds Foundation would help establish the ground work for the creation of a trained and ethical real estate profession in Cuba.

## Building the Dream of Private Property Ownership

### THE INTERNATIONAL REAL PROPERTY FOUNDATION

IRPF  
430 N. Michigan Ave  
Chicago, IL 60611

Phone: 312-329-8692

Fax: 312-329-8227

E-mail: [sluchini@irpf.org](mailto: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*



#### 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.

Check out IRPF's Blog!

[Internationalrealproperty.wordpress.com](http://Internationalrealproperty.wordpress.com)



Like us on Facebook



Follow us on twitter

