

IRPF Trains 350 Previously Disadvantaged Individuals in South Africa



Portia Mofikoe presenting at the REAP program launch in South Africa

IRPF is pleased to announce the successful training of over 350 Previously Disadvantaged Individuals (PDI's) in South Africa in August. In conjunction with IRPF's training partner in South Africa, DITASA, students completed the first module of the Real Estate Advanced Practices (REAP) program offered through the Council of Residential Specialists (CRS). The training session focused on business planning and is part of a four-part series intended for real estate agents who, in addition to seeking knowledge and skills to build professional competency, also want to pursue relationship-building and referral opportunities to expand their businesses and increase their income.

Students of the IRPF training initiative are members of the National Property Forum (NPF), whose chairman Leo Mlambo participated in the opening ceremony for the program at the end of July. Among other presenters, Mr. Mlambo commented about the

opportunities awaiting NPF members chosen to participate in the training program.

Mr. Mlambo's inspirational welcome stressed the opportunity for this group of PDI's: "The time has come of us to claim our rights in the property industry. The only way to do that is to transform the industry through measurable successes... [IRPF Training] will add to our developing business skills and our future entrepreneurs... Our role is to ensure that we create businesses so that they can create employment, which will assist in our economy to grow, so we can avoid situations that are happening to the north of us."

Acting Executive Manager of the Estate Agency Affairs Board (EAAB), Ms. Portia Mofikoe, one of many of the program's female participants, opened her presentation at the training launch with inspiring comments on the efforts toward Transformation – or economic empowerment – in the real estate industry in South Africa. She noted that "People have spoken today about Transformation ... The best [definition] for me is the transfer of knowledge – the skills development – because that's something that no one... can take away from you."

Provision of training programs is one of IRPF's core competen-

cies, and the South Africa program shows measurable success. The training was offered in three provinces of South Africa – Gauteng North, Kwazulu-Natal and the Western Cape. The instructor was Mr. Victor Scherman, who has been certified by CRS to teach the program.

DITASA reported that IRPF's investment in training contributed to constructive changes within the real estate industry in South Africa and has made an impact in the lives and careers of many Real Estate Agents who otherwise would have never had this opportunity. The participants of the program are now knowledgeable about practical skills necessary to open their own businesses and succeed in the real estate industry. They have also completed the first of four modules toward earning the REAP designation of CRS. IRPF is hopeful that this model of partnership will be sustainable and could result in future offerings of modules 2-4 of the REAP program.

IRPF's program investment will contribute to the transformation of the real estate industry according to DITASA, and the participation level of previously disadvantaged individuals is quite an achievement.



Above: Participants register for the CRS course at the launch event in South Africa

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A work session during Natalie Brecher's Property Management course in Kenya

"THE TRAINING WAS AN EYE OPENER AS I HAVE BEEN ABLE TO MAKE A LOT OF GROUND WITH RESPECT TO BECOMING AN EXPERT. I HAVE IMPLEMENTED WHAT [MICHONSKI] TRAINED AND I HAVE SEEN QUITE A REMARKABLE IMPROVEMENT IN MY BUSINESS. I TRULY WAS INSPIRED AND MOTIVATED."

EDWIN MABEYA,
PARTICIPANT OF THE ESTATE AGENCY COURSE



NAR, CEREAN, and IRPF leadership at the CEREAN conference in Sofia, Bulgaria

Successful Real Estate Trainings Offered in East Africa

The East Africa Regional Real Estate Training Center (EARRETTC) hosted three real estate trainings this past summer at the Kenya School of Monetary Studies in Nairobi, Kenya. The trainings included a Train-the-Trainer course by consultants Tony Macaluso and Ric Giumenta, Estate Agency by IRPF board member David Michonski, and the Institute of Real Estate Management's Property Management course by consultant Natalie Brecher.

The Train-the-Trainer course, conducted at the end of June, was an intense, hands-on training for 17 participants recruited by the EARRETTC. Participants included advanced real estate professionals with an interest in teaching from Kenya, Uganda, and Rwanda. The Director of the EARRETTC commented from the field that participants were very pleased with the trainers and content, and that participants were all very excited with the learning and networking that took place. Macaluso stated: "We were surprised and impressed that each student's first presentation was at a level much higher than in other classes. They were

willing to take risks and try unfamiliar methods with great enthusiasm. Both Ric and I felt confident that the top 11 students, given topical materials, could continue training their fellow members and bring them up to meet new levels thereby developing education programs to meet the needs of a growing market and profession."

Among student feedback were the comments, "I am excited, thrilled and wish to share these [lessons] with younger surveyors," and "I liked the fact that though I didn't know what to expect, I was engaged all the time and felt the effect of the lessons on my mind set by the end of the course."

In July, the Estate Agency course brought in 42 paying participants, of which 15 were not members of the Institution of Surveyors of Kenya (ISK) - the Kenyan member of the EARRETTC. The training was very well-received, evident by the fact that all of the non-members present requested registration forms after the course.

Student feedback was extremely positive. Student

Evelyn Okoth commented, "I believe that this training is just the beginning of many other constructive interactions where we can share knowledge and exchange ideas on how best to move our businesses and career developments to higher heights."

IRPF is extremely pleased that, as a result of the course, the EARRETTC has generated income and ISK has recruited new members.

The Property Management course was also very successful, with 31 participants attending in late August. The course was presented interactively, with group workshops to have the participants apply the concepts learned. The consultant reported that the participants were very interested in advancing Property Management as a profession.

IRPF is now gearing up to deliver a course on Advanced Surveying Techniques in early 2012. With the surveying course, IRPF will have completed its training mandate in East Africa under its current USAID grant.

CEREAN Hosts Annual Conference in Sofia, Bulgaria

The 17th Annual Central European Real Estate Associations Network (CEREAN) conference was held in Sofia, Bulgaria in early October. Roughly 200 participants were in attendance at the conference where the new President of CEREAN, Nikos Manomenidis of Greece, was installed.

Since there was not sufficient representation of the CEREAN

General Assembly at the conference in October, the General Assembly meeting was held in Anaheim, CA during the National Association of Realtors (NAR) conference. The Assembly decided that the CEREAN office would be moved from Bucharest, Romania to Sofia, Bulgaria since the National Real Estate Association of Bulgaria staff is willing to host the office. Further they

agreed that membership fees will be reduced slightly for two years to encourage new membership. It was also determined that the next CEREAN Annual Conference will take place in Crete, Greece from October 4-6, 2012 and will be titled "Rediscovering Real Estate," and they will offer the Resort and Second Homes course developed by NAR.

NAR-India Hosts 3rd Annual Convention & IRPF Training

The National Association of Realtors—India held their third annual convention in Hyderabad, India in late July. IRPF President and CEO Norm Flynn attended the convention, commenting, “It was a great venue, had wonderful participation, and excellent programming.” While in Hyderabad, Flynn met with Mr. R.V. Verma, Chairman of the National Housing Bank of India, to discuss IRPF’s role in helping form a Certification Board for valuers and potentially bringing appraisal

training to India.

Also in Hyderabad was IRPF consultant Tony Macaluso who conducted a Leadership Training seminar to roughly 75 convention attendees. He commented on the event, “I believe the Leadership Program was very well received and will be useful for an expanding organization. These members were fantastic and are in an incredible, dynamic, and growing country. For only being their 3rd Annual Convention and

reporting 1000 attendees, this year was a real tribute to their desire to become organized, focused, educated, and profitable.”

Convention Chairman Shailender Singh commented on the Leadership Training, “Tony’s session was loved by all and he was a super hit. I am hoping that we would bring him back for a larger group of people who can benefit from his wisdom and knowledge in the future.”



The Leadership Training session in Hyderabad, India

Bosnia and Herzegovina Association joins CEREAN

The Real Estate Association of Bosnia and Herzegovina (UPN) is now a full member of the Central European Real Estate Associations Network (CEREAN). This has resulted from IRPF’s three year efforts in Bosnia as well as a visit by IRPF President & CEO Norm Flynn, CEREAN President Eli Moneva, and CEREAN Past-President Dan Negulescu in April, 2011 to the real estate conference in Bosnia. IRPF is

pleased to see both CEREAN and UPN continue to grow and network in the region.

As a CEREAN member, UPN applied for and was awarded a grant from the Leonard P. Reaume Memorial Foundation which provides support to CEREAN members to help establish the building blocks of a data aggregation system. Subsequently, UPN negotiated with FlexMLS for

an MLS solution that will provide real estate practitioners the tools and benefits that the members of other associations worldwide are enjoying.

A long-term goal for the participating associations is to join an international referral system like the International Consortium of Real Estate Associations (ICREA).



Instructor Tony Macaluso at the Leadership Training seminar in Hyderabad, India

Reaume Foundation Grant Approved for India Program

At the Annual NAR conference in Anaheim, IRPF was awarded a grant from the Leonard P. Reaume Memorial Foundation. The main objectives of the program are to provide valuation training to senior management of banks and housing finance institutions and to develop content for an educational program on International Valuation Standards in India.

The rationale for the program is that many irregularities in the appraisals of properties in India have been observed

in the past and the banking and housing finance sector is very much concerned about the increasing risk involved in dealing with valuation issues. Indeed, bankers and representatives from housing finance institutions (HFIs) are leading the effort to bring appraisal standards to India. Therefore, IRPF proposed the development of a one-day course to brief these stakeholders on the valuation standardization process. Representatives from the banks and housing finance institutions need some expo-

sure to valuation as they have to deal with valuers on a day-to-day basis. Participants will be recruited from the various stakeholder groups among India’s banks and HFIs.

The grant is to complete the IRPF’s full Certification Board and Valuation Training program in India of which the first disbursement of funds for creating the certification board was awarded in May, and for which IRPF President & CEO laid the groundwork on his visit to Hyderabad in July.

“THERE IS PLENTY OF ENTHUSIASM, ENERGY, DESIRE AND WILL TO MOVE ORGANIZED REAL ESTATE IN BOSNIA AND HERZEGOVINA IN THE RIGHT DIRECTION.”

NICK ZIGIC,
UPN PRESIDENT



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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 new blog!
internationalrealproperty.wordpress.com



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A Consultant's Impression of Kenya

IRPF's blog features stories from consultants, leadership, and contacts in partner countries, offering a personal take on their experiences traveling around the world. One such story is from consultant and board member David Michonski who traveled to Kenya for the first time in July to conduct a course on Estate Agency.

"Given that this was a first trip to Kenya and to Africa, I must say that preliminary impressions were completely incorrect and Kenya was eye-opening in terms of its real

estate opportunities and the high quality of its practitioners...

The Kenyan people are energized by entrepreneurial hope and are racing to participate in economic advancement. They are optimistic about their future even in light of social conflict just four years ago after the last election.

The real estate brokerage business is alive and growing. Valuation, property management and deal-making are spreading throughout the country and standards are rising.

Kenyans have huge demand for new homes, second homes and resort properties and developers are rapidly filling the demand while agents position themselves for the inevitable re-sales that are endemic to a mobile population in a vibrant economy. Foreign investment from China, the Middle East, Germany, Italy and England are pouring into the country and fueling the property boom."

For David's complete blog entry and others, visit IRPF's blog on the homepage of www.irpf.org.



Participants of David Michonski's Estate Agency course in Nairobi, Kenya



David Michonski meets with real estate professionals in Nairobi, Kenya