

**Enrico Campagnoli, FIABCI World President Elect 2010-2011:**

**“My FIABCI vision, keys for its success, methodology and characteristics of my administration.”**

Email date: 1<sup>st</sup> February 2010



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Dear FIABCI member,

approaching the World FIABCI Congress in Bali ( see P.S.) I want, as President Elect 2010-2011, to share with you the main lines of my FIABCI vision, that would inspire my activity during my term of office and the consequent keys, methodology and characteristics of my administration, functional to this vision.

### **My FIABCI vision**

I believe that FIABCI, in this moment, can try to lead the globalization of a RE market appropriately ruled, for social and economical benefit of our Countries and in the interest of RE private sector that FIABCI represents:

- minimizing the risk in the RE international transactions and in financial products backed by RE assets and supporting the development of a green RE market
- promoting and implementing the principles for the development of the RE market that are in the document “Key components for a RE market framework”, just published as an UNECE official document, to have a more efficient and homogeneous RE market,
- assuming as private RE sector the social responsibility to contribute to achieve the Millennium Development Goals (MDGs) of United Nations.

### **Some keys for the success of this vision**

**The first key for the success of this vision is the use of all the possible new technologies**, especially in the communication sector. It needs to clarify that I believe they can integrate, but not substitute, for personal face to face relations: they have to be our instruments, not vice versa. I want to be precise I exclude leaving our organization in the hand of third parties with the risk that FIABCI could be transformed in a virtual “click” association controlled "de facto" by the third party and not anymore by the statutory bodies.

Some of these new technologies could allow or make easier:

- to give to each of our member the tools and the instruments to follow his activity more efficiently and more competitively with an impact both on the efficiency of RE market and of course on his personal economic return,
- to promote the use in our Chapters and in our FIABCI regionals and world structures (Committee, Task forces, etc. ) a more efficient and participatory way of working, using teleconferences or similar systems,
- to give in FIABCI to each division of RE private sector ( representing each division a part of all the professionals and activities involved RE estate), not only a physical space (for example: at world level face to face two times a year with meetings during the World Congress and the Business days), but also a virtual space, where each division, under a

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- general coordination, can exchange information during the year in any moment, provide tools and elaborate a specific strategy, plan of action and especially define common rules for the professionals and activities of the division itself,
- to institute an Arbitration FIABCI Committee, composed for example mostly by Past World Presidents, to enforce in an amicable way the common rules, to decide actions against FIABCI code of ethics violations and to cooperate with an international arbitration body for formal legal arbitration on RE transactions,
  - to have a more efficient FIABCI secretariat in the Headquarter in Paris, also because it could be electronically on line with our regional secretariats and the secretariats of national Chapters.

**A second key for the success of this vision is the implementation of FIABCI University.**

A more integrated cooperation with the academy can make more evident the relevance of the RE in the economy. Harmonized practices and knowledges, accompanied by e-learning, and practical experiences around the world are both, for the education of students (at high school, university degree and post graduated degree level ) and for professionals important elements to minimize in advance the risk in international transactions and to lead the globalization of an appropriate RE market,

**A third key for the success of this vision is a more accurate representation of the image, both of the FIABCI and of RE private sector.**

The establishment of a Media Working Group could improve FIABCI and RE private sector image. It could, *inter alia* :

- give public relevance to our efforts to minimize the effects of the financial crisis, reducing the risk in the globalization of RE market and supporting the green RE market to improve GDPs and reduce the unemployment and ... some attitudes towards realtors as mere speculators.
- support and stimulate the excellence of RE production with the Prix d'Excellence, that is fundamental for FIABCI brand
- improve the communications with newsletters, web conferencing, webinars, web casting, streaming, social networks, including local authorities and community groups.

**Methodology**

Together with my FIABCI vision and some keys of its success, I want to share the methodology I intend to use, that is functional to the vision. **The methodology, I intend to use, has key words: participation, transparency, large consensus.**

Under my administration all the decisions will be taken, not only according the Statute, but also with the participation of all the actors.

You will have Statute modifications proposed at the General Assembly, only after large members consultation and with the time to discuss about them in the Chapters and in Principal Members Boards.

Transparency and large consensus are partners of participation.

I will request that minutes of the Board and of the General Assembly will be open to all members, unless decisions and debate are covering specific confidential matters.

I will propose do not consider not unanimous proposals of modification of the Statute, that are not been debated by Chapters and by Principal members, if not for emergency. I will consider with attention all the contracts and I will firmly propose to modify or avoid any possible controversial contract, especially if the language of any contract could contribute to create any rumor of a tentative of a surreptitious merge of our organization, not grounded on any statutory approval of

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the FIABCI extraordinary General Assembly.

**Characteristics of my administration: roots in the past, action in the present, looking at the future with a common vision.**

I want restore the unity in FIABCI family and the friendship among member, that is one of the more valuable asset of our organization and the necessary basis to support my FIABCI vision.

The roots of my administration are solid and can give stability at the organization: they are in the past, in the Renè Frank FIABCI and Global Housing Foundation vision and in the advises of a Past World Presidents Advisory Council that will help me on strategy and policy for my term of office.

The action of my administration will be concrete and effective in the present, but looking at the future, to a common vision, based on a team of members, mostly young, in a leading position, to prepare a new generation to lead the organization.

**These are the main lines of my vision, to rethink the organization after the celebration of 60° anniversary, to your considerations and to your comments, dear Adriana, to built together a common vision and FIABCI future.**

Best regards

Enrico Campagnoli

FIABCI World President Elect 2010-2011



Dott. Ing. Enrico Campagnoli  
FIABCI World President Elect 2010-2011

Past Chair of [UNECE/WPLA/REM](#)

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Teleconference: instruction to be download from:

<http://www.isivi.it/ec/mail001/InstructionstoactivatelsIV/teleconference.pdf>

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