



# FIABCI EUROPEAN PRESIDENTS' MARCH MEETING

15-17 March 2013

**Hotel Continental  
Santa Margherita Ligure  
Genoa, Italy**



European Real Estate societies,  
Chapters Presidents Meeting and board of FIABCI

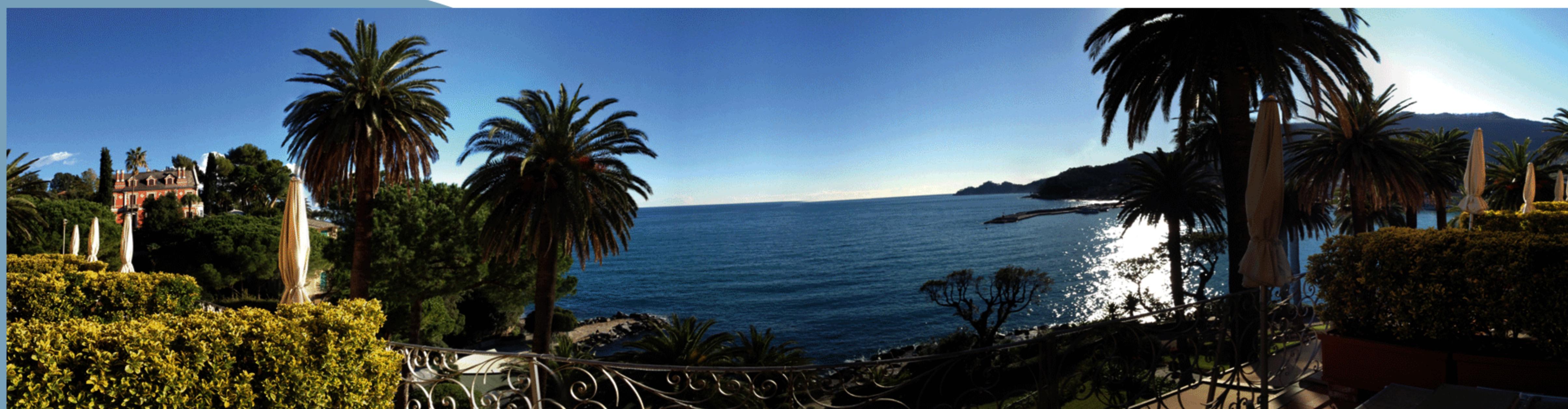
## MAIN VENUE

### Hotel Continental

Via Pagana, 8

Santa Margherita Ligure - Genova - Italy

Nestled into the fragrant macchia vegetation of the Cinque Terre and secluded within a beautiful hillside park, the Continental Hotel offers its guests the clearest sea in Liguria and unique, stunning views of the Gulf of Tigullio, the port, and the old fishing town. Bright rooms, two restaurants overlooking the sea—one of which is pied dans l'eau on the private beach—a lush private garden, and the hotel's brand new fitness centre with calidarium and panoramic gym will make your stay in Liguria nothing less than unique. Come enjoy our sea and our nature: it's guaranteed to be a experience you will always cherish.



Airport of Genoa (Cristoforo Colombo) is 40 km to Hotel Continental Santa Margherita Ligure.

International flights from: London GTW, London STN, Paris CDG, Monaco, Barcellona, Tirana and Istambul.

National flights from: Trieste, Rome, Naples, Bari, Cagliari, Trapani, Palermo and Catania.

Taxi eur 100 one way airport - hotel

Bus number 100 to Stazione FS Genova Brignole every 30 minutes a train to Santa Margherita Ligure. 300 meters (4 minutes walk) from Santa Margherita train station to the hotel.

Private bus transfers/shuttles are organized from Genoa airport to Hotel Continental - Santa Margherita Ligure (further details to follow).

A private bus transfer is organized from MIPIM to Hotel Continental - Santa Margherita Ligure on friday 15th march in the morning leaving at about 10.30 am from Cannes (further details to follow).

Private bus transfers/shuttles are organized from Milano Malpensa airport to Hotel Continental - Santa Margherita Ligure (further details to follow).

Please send to [info@fiabci.it](mailto:info@fiabci.it) your flights schedules in due time if you need to use the private buses/shuttles.

**PROGRAMME**  
**Friday 15 th March**  
**Hotel Continental**

**Today's Real Estate Market: local focus, international scope**

Conference Room "La Radiosa"

2.30 pm – Welcome speech  
Jean Pierre Weyermann, Europe & Near East FIABCI Regional President

2.35 pm – Welcome speech  
Roberto de Marchi, Mayor of Santa Margherita Ligure

2.45 pm – Opening of conference  
Giancarlo Bracco, FIABCI Italian Chapter President

3.00 pm – The Italian Real Estate Industry Associations: why to invest in Italy - Roundtable - :

Gualtiero Tamburini, President, Federimmobiliare  
Aldo Mazzocco, President, Assoimmobiliare  
Federico F. Oriana, Managing Director, ASPESI  
Fabio Bandirali, President, AICI  
Pietro Malaspina, President, CNCC  
Sergio Mattia, Full Professor of Real Estate Appraisal, Politecnico Milano  
and Vice-President of IsIVI

Moderator: Paola Dezza, Casa Plus 24 of Il Sole 24 ore

5.00 pm – International operators: an overview of the European Market - Roundtable

- Frédéric Schneider, Director of Corporate Services Capita Symonds;
- Ingrid Ceusters, President at Immobilien Hugo Ceusters NV;
- Carlo Hein, Managing Director of Property Management Luxembourg S.A.;
- Hans-Ulrich Berendes, Managing Director of Berendes & Partner Consulting GmbH;
- Ian Keith, European Business Development Executive at FAF International.

Moderator:  
Kirkor Ajderhanyan, President of FIABCI World Council of Brokers

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7.00 pm – Welcome cocktail

**PROGRAMME**  
**Friday 15 th March**  
**Hotel Continental**

**FIABCI Prix d'Excellence Awards' Oversight Panel meeting**  
Conference Room "La Splendida"

Closed meeting – Agenda separately circulated

3.30 – 6.00 pm FIABCI Prix d'Excellence Awards' Oversight Panel meeting chaired by Yeow Thit Sang, President of FIABCI Prix d'Excellence Awards.

Yu Kee Su, Secretary of FIABCI Prix d'Excellence Awards.

Locally supported by Natasha Jeuck, Vice-President-Elect of the Prix d'Excellence Committee.

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7.00 pm – Welcome cocktail



**PROGRAMME**  
**Saturday 16 th March**  
**Hotel Continental**

**European FIABCI Chapters Presidents Meeting**  
Conference Room “La Radiosa”

8.45 am – Meeting starts

Closed meeting – Agenda separately circulated

10.45 am – 11.00 am Coffee Break

Open discussion about:

**“EU Real Estate Tax Framework: a property right cliff?”**

- Claudine Speltz, President, CEPI – European Council of Real Estate Professions (invited);
- Manuel Negrão, President of CEI, European Confederation of Real Estate Agents (invited);
- Roger Messenger, President, TEGoVA - The European Group of Valuers' Associations (invited);
- Corrado Sforza Fogliani, President, Confedilizia (invited);
- Daniele Raynaud, Vice-President-Elect of the FIABCI Environment and Legislation Committee;
- Enrico Campagnoli, Chair, UNECE Real Estate Market Advisory Group (REM).

12.45 pm - Meeting ends

Aigars Zarins President FIABCI-Baltic Multinational Chapter  
Jordi Galobardas Asturgó President FIABCI-Andorra  
Eugen Otto President FIABCI-Österreich  
Hendrik Nelde President FIABCI-Belgique  
Irena Perfanova President FIABCI-Bulgaria  
Kleovoulos Tofarides President FIABCI-Cyprus  
Jan Borůvka President FIABCI-Czech Republic  
Jean-Michel Lancelot President FIABCI-France  
René Blume President FIABCI-Deutschland  
Mike Vassiliou President FIABCI-Greece  
László Gönczi President FIABCI-Hungary  
Patrick Riney President FIABCI-Ireland  
Giancarlo Bracco President FIABCI-Italia  
Carlo Hein President FIABCI-Luxembourg  
Michel Dotta President FIABCI-Monaco  
Frans Hoeken President FIABCI-Netherlands  
Einar Hunstad President FIABCI-Norway  
Luís Lima President FIABCI-Portugal  
Alexandr Sharapov President FIABCI-Russia  
Ramon Riera Torroba President FIABCI-Spain  
Olivier Righetti President FIABCI-Suisse  
Alexander Bondarenko President FIABCI-Ukraine  
Christopher Hall President FIABCI-United Kingdom

Direct Principal Members without a Chapter: The Real Estate Association of Lebanon (R.E.A.L.) The Federation of All Real Estate Associations of Turkey (TEMFED), Federation of Real Estate Consultants of Turkey (EMFED), Ajman Real Estate Regulatory Agency (ARRA), Arab African Organization for Real Estate and Commercial Investment & Development (AAORCID).  
Patricia Delaney, Secretary General, FIABCI Paris Secretariat

**PROGRAMME**  
**Saturday 16 th March**  
**Hotel Continental**

**Business Breakfast organized by FIABCI - Italia**  
Breakfast room and, if needed, room “La Splendida”

9.00 – 12.00 am

[New round tables and meeting can be requested]

**Round Tables of Brokers**

- Kirkor Ajderhanyan, President of FIABCI World Council of Brokers
- “Global Real Estate Think Tank”, Vahagn Movsesyan, Ph.D. International Projects Expert
- Industrial and office table, organized by European Chapter of SIOR, chair by Frédéric Schneider, Chairman of the European Chapter of SIOR
- Residential and commercial table, organized by Ettore Ametis owner of Ametis Real Estate since 1929 in Imperia

**Round Tables of Managers**

- Michael von Hauff, President World Council of Managers
- The new Italian laws of the condominium  
Centro Studi di AICI e FIABCI Italia  
Alberto Lunghini, President, Reddy's Group  
Paola Pontanari, Studio Legale Pontanari

**Round Tables of Investors/Developers**

- João Crestana, President World Council of Developers/Investors

**Round Tables of Experts**

- Terry Dunkin, President World Council of Experts
- FIREC Designation  
Randy Williams, President of the Education Committee
- Silvia Cappelli, Real Estate Services Director of CRIF
- Luke Brucato, Manager of CRIF Certification Services

**PROGRAMME**  
**Saturday 16 th March**

**“The Italian Real Estate Market in a global competition”**  
**Municipality of Chiavari**

13.00 pm – 14.00 Lunch at the hotel Continental

Bus transfer to the Municipality of Chiavari

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2.30 pm – Welcome speech

Roberto Levaggi, Mayor of Chiavari

2.40 pm - Opening of conference

Judy Shenefield, FIABCI World President

3.00 pm – Public Real Estate and Distressed Properties Dismissal, Projects Bond and Crowdfunding: ideas, suggestions and new finance instruments approaching EXPO 2015 - Roundtable

- Antonio Intiglietta, President, Ge.Fi. S.p.A. organizer of Expo Italia Real Estate - EIRE;
- Piero Biglia di Saronno, President, Finanziaria Ligure per lo Sviluppo Economico - F.I.L.S.E. S.p.A.;
- Marco Dettori, President, OSMI-Borsa Immobiliare;
- Anna Pasquali, Managing Director, Beni Stabili SGR;
- Paolo Giuggioli, President of the Milan Bar Association and President of the Union of Bar Associations of Lombardy
- Francesco Dalti, Senior Associate, Watson, Farley & Williams Lawfirm.

Moderator: Paola Lunghini, Editor in Chief and Publisher of *Economia Immobiliare*

4.30 pm – Presentation of Real Estate projects of the Municipality of Chiavari  
Giorgio Guastini, partner of Studio G & A

5.15 pm – Some market news from the world:

The Chicago Industrial Real Estate market

- Steve Podolsky, Principal of Podolsky Northstar

Closing of conference

Flavio Gonzaga Nunes, FIABCI World President-Elect



**PROGRAMME**  
**Saturday 16 th March**

**Chiavari's Castle**

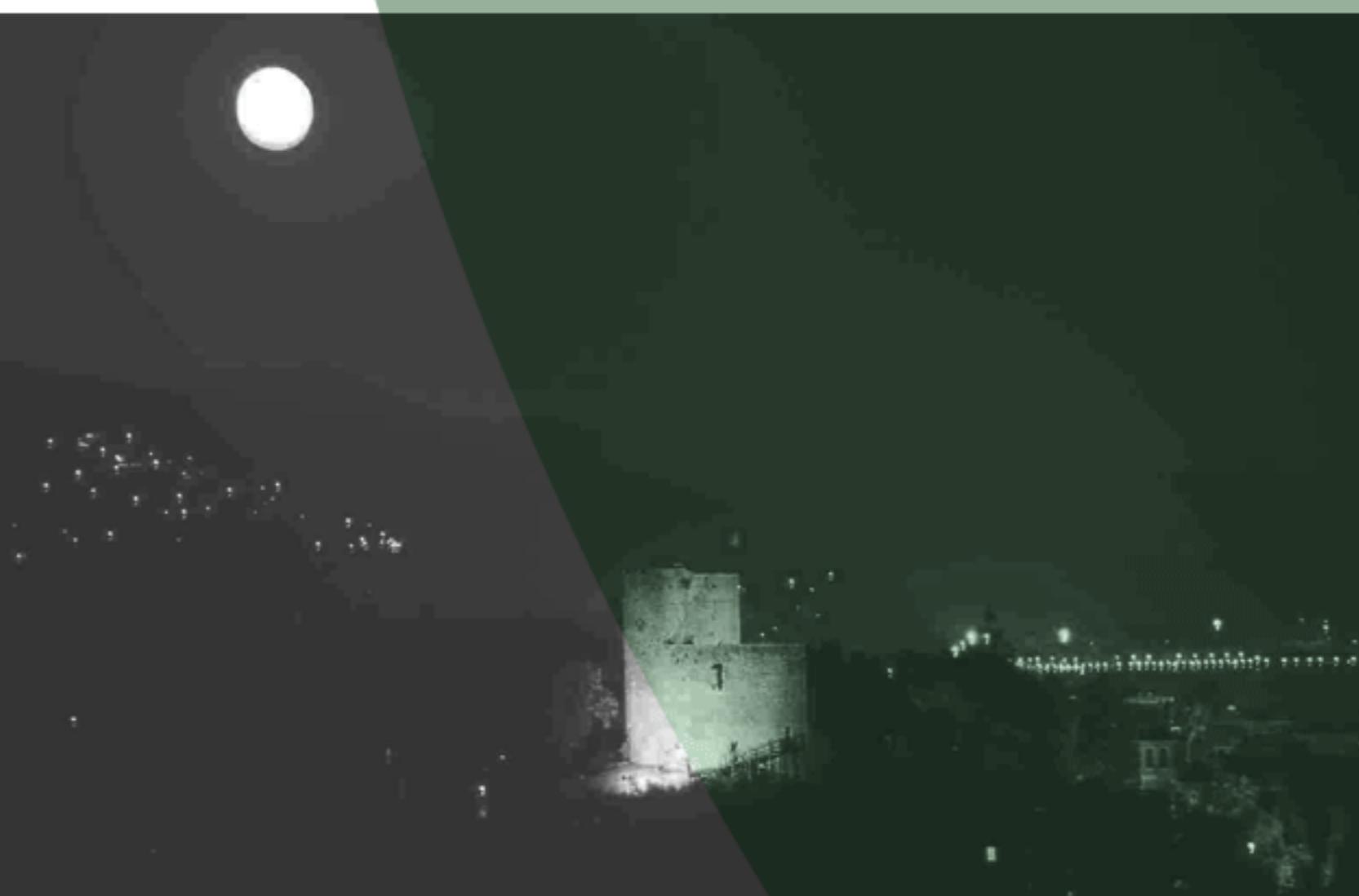
6.00 pm - Cocktail at Chiavari's Castle

Awards for the founder members of FIABCI Italia:

- Luciano Buson
- Maurizio Galimberti Faussone
- Paolo Giuggioli
- Giuseppe Maggi

8.00 pm- Dinner

10.00 pm – Bus transfer to the Continental hotel



*The castle was built between 1146 and 1147, one of the first erected in the Italian Riviera, over a hill dominating and defending a seafaring village, called Clavai, today Chiavari.*

*In 1172 the castle was besieged by Opizzino Spinola, while in 1278 it fell into the hands of Moruello and Alberto Fieschi hands, allied for the conquest of the castle, but just for eight days.*

*During the first half of the 14th century it was rebuilt several times because of violent battles between the Guelfs and Ghibellines and in that century the village was further fortified by a heavy surrounding wall accessible through seven doors and defended by fourteen towers. Nowadays it is quite easy to see the ruins of the ancient wall of the ancient village of Chiavari.*

**PROGRAMME**  
**Sunday 17 th March**  
**Hotel Continental**

**FIABCI BOARD MEETING**  
**(Closed meeting – Agenda separately circulated)**  
Conference room “La Radiosa”

9.30 am - Meeting starts

11.00 am – 11.15 am Coffee Break

12.30 pm - Meeting ends

1.00 pm – 2.00 pm Lunch offered by main sponsor

If needed, meeting continues

2.30 pm – Meeting adjourned and departures

Judy Shenefield (USA), FIABCI World President  
Flavio Gonzaga Nunes (BR), FIABCI World President-Elect  
Alexander Romanenko (RU), Immediate Past World President  
Patricia Delaney (IE), Secretary General, FIABCI Paris Secretariat  
Fabrice Levet (FR), Treasury  
Martin von Hauff (DE), President of Finance Committee  
Randy Williams (USA), President of the Education Committee  
Chudi S. Ubosi (NG), Regional President – Africa  
Calvin Lindberg (CA), Regional President - The Americas  
Teguh Satria (ID), Regional President - Asia Pacific  
Jean-Pierre Weyermann (CH), Regional President - Europe - the Near East  
Kirkor Ajderhanyan (FR), President World Council of Brokers  
Terry Dunkin (USA), President World Council of Experts  
João Crestana (BR), President World Council of Developers/Investors  
Michael von Hauff (DE), President World Council of Managers  
Gerard Bakker (NL), President of the Conference Committee  
Robyn Waters (AU), President of Membership Committee  
Danielle Grossenbacher (USA), President of the Professional Division  
Karen Pikielny (FR), President of the International Organisations Committee  
Tasos Stavrou (CY), President of the Young Members' Committee  
Eddie Barrett (IE)  
Gönczi László (HU)  
Antonio Campagnoli (IT)  
Steve Podolsky (USA)  
Antonia Wirth (BG)  
John Richard Chambers (UK)

**HOTEL CONTINENTAL****Reservation Form****-to send by email to [continental@hotel-continental.it](mailto:continental@hotel-continental.it)****Or through fax (0039)0185284463****EUROPEAN FIABCI CHAPTERS PRESIDENTS MEETING AND  
FIABCI BOARD MEETING**

**Santa Margherita - Liguria - Genova  
from Friday, March 15th to Sunday, March 17th 2013**

**NAME****SURNAME****Email address or fax number****CHECK IN day****CHECK OUT day****ACCOMODATION REQUESTED****DOUBLE ROOM SINGLE USE 80 EUROS PER NIGHT**

N°

**DOUBLE ROOM a/o TWIN 120 PER NIGHT**

N°

**CREDIT CARD AS GUARANTEE**

N°

exp.date

**WIRE TRANSFER EQUAL TO THE COST OF ONE NIGHT****BANK DETAILS FOR WIRE TRANSFER:**

Banca Passadore

Conto corrente n° 2010541

Intestato ad Hotel Continental S.p.A.

ABI 03332 - CAB 31950 - CIN P

SWIFT PASBITGG

IBAN IT75P033323195000002010541

**CANCELATION POLICY:3 DAYS BEFORE ARRIVAL NO CHARGE**

## **What is the International Real Estate Federation FIABCI?**

**Business club** of real estate professionals in 60 countries;

**Federation** of 100 national real estate associations

**Special consultant with NGO status** to the Economic and Social Council of the United Nations Organisation (ECOSOC)

### **FIABCI represents all real estate disciplines**

- brokerage,
- property management
- valuation / appraisal
- property development and consulting
- lawyers
- insurers
- architects
- urban planner

### **FIABCI represents all types of property**

Leisure, office, industrial, residential, retail, rural ....

### **FIABCI is Global**

FIABCI is represented by chapters in 48 countries.

It has five official languages: English French German Japanese and Spanish.

### **FIABCI objective**

FIABCI is a non-political entity whose objective is to help its members add an international dimension to their businesses.

FIABCI helps members acquire knowledge, develop networks and optimise business opportunities all over the world.

- We offer at least two international congresses a year
- We are a catalyst for our institutional members, promoting their courses, certifications and publications to our worldwide membership
- We propose international real estate certification in cooperation with FIABCI's Academic Members



FIABCI European Committee

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info@fiabci.it

Under the patronage of: