



## BOSNIA'S UPN: A GROWING FORCE IN CENTRAL EUROPE



UPN Assembly during the International Conference in Sarajevo, April, 2011

IRPF helped form the Real Estate Association of Bosnia and Herzegovina (UPN) in 2007 and has been providing support in the form of technical assistance and more recently as a mentor since that time.

Norm Flynn, IRPF President & CEO, traveled to Sarajevo, Bosnia in April, 2011 to speak at an international real estate conference and monitor progress made by the UPN under the leadership of Nick Zigic, the association President. He found that there is serious enough interest and increased number of players in the real estate business in Bosnia and Herzegovina (BiH) to carry the association into the future. Many hours were spent with Nick talking through the issues and questions that he would be facing as the immediate Past President attempting to install a new President, about strengthening the business plan and having a step-by-step plan of action to bring this project forward.

Norm was pleasantly surprised to find that Dan Negulescu and Eli Moneva, the immediate past and current President of the Central European Real Estate Associations Network (CEREAN) had decided to come to the meeting and participate in the program. He reported, "It turns out that

their efforts were richly rewarded inasmuch as they showed the members that UPN had some interest to the international community beyond IRPF and certain educational opportunities that CEREAN is working on can be migrated to Bosnia. As a result of their presence and presentations, the general assembly of UPN agreed to join CEREAN and pay the dues for 2011."

UPN is now a full member of CEREAN which will open the doors for professionals from BiH to gain individual professional development and international professional designation. 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).

Nick Zigic has extended an invitation to attend the National Association of REALTORS convention in Anaheim, California this November to UPN members which will provide even greater networking and business opportunities for the association. While many challenges still are before the association and its leadership, it appears that it is gaining momentum and moving in a positive direction forward with its recent progress. IRPF plans to monitor the program to support the continued success of the UPN.

"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



Top: Instructors of the East Africa Train-the-Trainer course hand a certificate to a participant; Bottom: IRPF leadership seminar at the NAR-India conference.

### OTHER RECENT ACTIVITIES:

- IRPF delivered a Train-the-Trainer course, an Estate Agency training, and a Successful Property Management course in Kenya this summer for the East African Regional Real Estate Training Center.
- The National Association of Realtors-India held their 3rd Annual conference in Hyderabad, India in July which brought in over 1000 attendees. IRPF consultant Tony Macaluso presented a leadership seminar at the conference.

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