



*THE INTERNATIONAL REAL ESTATE FEDERATION*

***THE NEW PRESIDENT OF FIABCI ITALY HAS BEEN ELECTED:  
IT IS GIANCARLO BRACCO, PARTNER AND FOUNDER OF IMMOBILSARDA  
AND PRESIDENT OF IMS HOLDING SPA***

Another thoroughly Italian excellence throughout the real estate world ensuing from the election of Henry Campagnoli as President of FIABCI – International Real Estate Federation. The foundations for new synergies among the real estate real operators of the most widespread real estate Association in the world are being consolidated, before the International Board that will be held on July 19, 2010.

**Press Release.** It is with a cut above that FIABCI ITALIA is getting ready for the next international appointment on July 19 2010, confident of the new double national and international company's presidency, both entrusted to two names of excellence of the Italian real estate world.

This is a crucial time to amplify the voice of an industry, that of Real Estate, still scarcely heard by governmental institutions, which is able to provide new tools and ideas for dialogue on the topic of residential property market, services and tourist industry in our country.

FIABCI-International Real Estate Federation – ([www.fiabci.org](http://www.fiabci.org)) is the most widespread international association in the world and brings together entrepreneurs and professionals from the entire real estate chain.

Founded in 1949 and present in 60 countries, Fiabci is not a trade association, but a structure that is open to the entire real estate professional world. It includes over 3200 individual members, 20 "ACADEMIC MEMBERS" plus more than 100 national trade associations, the so-called "PRINCIPAL MEMBERS", with access to more than a million and a half potential contacts all over the world.

The Federation operates in four geographical areas: Africa, Americas, Europe, Asia-Pacific and Western Asia, and is intended to improve the professional quality and competitiveness of members of the real estate business by promoting the exchange of knowledge, information and opportunities on a national and international level via a capillary network that allows international contacts to be directly accessed, promotes the exchange of information on major markets, economic, legal and corporate law of the Real Estate industry, offers the possibility of cultural and educational exchanges among real estate professionals from all over the world. In one word, the Federation allows a profitable networking on a global level, nowadays the most effective business methodology ever available.

- Fiabci and United Nations – UNECE (United Nations Economic Commissions for Europe) "Policy framework for sustainable real estate markets"  
Since 1954 Fiabci has enjoyed a particular position in its relationship with the United Nations, for which it acts as an advisory body by defining principles and guidelines for the development of the real estate segment.
- Fiabci University - Since the 1980s it has pioneered the excellences of the RE. Today there is a real University that gives the right impetus to training and the involvement of youth, even by promoting interchange educational projects and vocational internships abroad.
- Prix d'Excellence-An International Council that includes the best professionals of the Real Estate world awards for projects that best reflect excellence in all Real Estate



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categories in the world: (Architecture, Building and Developments, Environmental impact and the like)

**FIABCI ITALIA**, the Italian section of this Federation, is a reality that has been present in our country for decades and gathers entrepreneurs and professionals from the entire real estate market. Notably, it brings together:

- Property building promoters
- Building companies
- Lenders
- Real Estate and Corporate Consultants
- Asset Managers
- Real Estate Agents
- Trustees
- Experts
- Professionals with special reference to the real estate industry (Architects, Engineers, Surveyors, Lawyers, Notaries and the like)

FIABCI ITALY ranks among its Leading Members the most important and well-established trade associations, among which are ASPESI (National Association of Real Estate promotion and development companies), FIMAA ITALIA (Italian Federation of Brokers and Business Agents), ISIVI (Italian Institute of Real Estate Evaluation), ANACI (National Association of Condominium and Real Estate Managers) and SDA Bocconi Management School. In a context of globalisation, FIABCI is expanding the boundaries of the Real Estate world and acts as an impartial institution by making operators perceive the potential implied in global communication.

## **OBJECTIVES**

FIABCI in Italy wishes to be the reference point for the definition and development of the Real Estate industry.

FIABCI in Italy wants to create new bases to ensure the "certainty of right" to both Italian and foreign investors for investments in Italy.

FIABCI, aiming at launching the Real Estate as a real industry in Italy, undertakes to institutionalize the sector through a path of vocational training, a management school and a dedicated legislation.

FIABCI wants to bring town planning in the foreground and place the RE Tourism Industry among the major sources of well-being for the Italian market, as in Italy the Real Estate Industry needs greater valorisation and professional character.

## **THE ADVANTAGES**

FIABCI offers business opportunities and expertise in all areas: consulting, development, tourism, commercial, etc.. FIABCI offers its members the opportunity to be part of the global market, which means it plays the role of a real "password" enabling access to the international market and the role of preferential channel for thorough comparison and exchange of expertise on the Real Estate Industry: codes of rules, contract samples,



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investment and town planning. These synergies of global networking actually make up new business opportunities on the national and the international markets.

Among the main services provided are: Management School, FIABCI Young Internship Program, a communication line with the United Nations, Fiabci University and Prix d'Excellence.

***GIANCARLO BRACCO'S CURRICULUM – President of Fiabci Italia***

Giancarlo Bracco was born in Murazzano (CN) on 25 June 1947. He is Partner to as well as a historical founder of Immobiliarda Srl, a Real Estate Agency founded in 1973 at Santa Teresa di Gallura, which operates in the tourist industry segment and provides thorough services for the establishment and development of the tourist/residential industry in Sardinia. In 2006 IMS Holding Spa was born, which owns 10 companies led by Giancarlo Bracco, the current President. He has been member of FIABCI since 1974.

***ENRICO CAMPAGNOLI'S CURRICULUM – President of Fiabci International***

Enrico Campagnoli was born in Milan on April 29, 1942. It was founder, manager and shareholder of several companies of the real estate industry, successfully operating in Italy, USA and Switzerland. He was the Managing Director of the Real Estate Market Advisory Group (REM) of the United Nations – in the Economic Commission for Europe. He was committed for many years in cultural and humanitarian activities and in the nineties he was member of the Board of "Piccolo Teatro della Città di Milano" and of the Board of the National Bar of Journalists

***The new Board of Directors of FIABCI ITALY:***

*Arquin Herbert*  
*Barbera Emanuele*  
*Benedetti Alexander*  
*Berlincioni Alessandro*  
*Bracco Giancarlo*  
*Campagnoli Antonio*  
*Danielli Mauro*  
*Gemma Giuliano*  
*Lunghini Alberto M*  
*Jeuck Natasha*  
*Moro Alberto*  
*Nava Cristiano*  
*Pezzetta Maurizio*  
*Sala Adriana*  
*Sandrini Fabio*  
*Valletta Francesco*  
*Viganò Benedetta*  
*Violante Leonardo*

*Angeletti Valerio*                      *FIMAA*  
*Campagnoli Enrico*                      *ISIVI*  
*Membri Pietro*                      *ANACI*  
*Oriana Federico Filippo*                      *ASPESI*

**Information:**

FIABCI ITALIA

phone 02 76009446 - [info@fiabci.it](mailto:info@fiabci.it)