



## **Welcome to the FIABCI International Real Estate Consultant (FIREC) Program**

### **What is the FIREC designation**

This unique professional designation is awarded to FIABCI Members who have satisfied criteria based upon education, business experience, and participation in FIABCI Activities. Candidates must be a current member of FIABCI, complete a minimum of forty required and elective academic hours, provide a written report detailing a recent business experience involving either a foreign principal or foreign property and verify attendance at a minimum of two FIABCI World or Regional Congresses.

### **The Designation That Matters**

Today's marketplace is crowded and complex. To develop a solid, competitive advantage—and to position yourself above other real estate professionals—you can rely on a FIREC designation to prepare you for international business opportunities.

### **The Only Name That Counts**

FIABCI, the International Real Estate Federation, stands for the highest standard of excellence. As such, a FIREC designation is a rigorous process that will work to differentiate you from other professionals. Our high standards have enabled us to create a distinction that is universally respected by customers, businesses and colleagues around the globe.

### **Individual Benefits**

Earning the FIREC designation will help boost opportunities and earning potential. The FIREC designation expands your business network, increases your knowledge base, positions you for advancement in the industry and demonstrates professional commitment.

### **Benefits to Employers**

Employers also benefit from the FIREC designation. They will be rewarded with higher employee retention, increased productivity and a boost in employee morale and confidence. The FIREC designation enhances employee skills through multidisciplinary training and examination. Retaining experienced staff is an enormously competitive advantage for any employer.

**Congratulations on your decision to pursue the FIREC designation.**



## **ABOUT FIABCI**

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

- FIABCI is a non-political business organization of real estate professionals worldwide
- FIABCI is a federation of 100 national real estate associations, 65 Academic Institutions and 3000 individual members based in 65 countries.
- FIABCI enjoys Non-Governmental Organization (NGO) Special Consultative Status to the Economic and Social Council of the United Nations Organisation (ECOSOC)

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

Including, but not limited to:

- Architecture
- Brokerage
- Finance
- Insurance
- Law
- Property development and consulting
- Property management
- Urban planning
- Valuation/appraisal

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

Leisure, office, industrial, residential, retail, rural and public/private use infrastructure.

### **FIABCI is Global**

FIABCI is represented by a network of 42 chapters with members in 65 countries. It has five official languages: English, French, German, Spanish and Japanese.

### **FIABCI Objectives**

FIABCI is a non-political entity whose objective is to allow participants in the real estate industry to improve the quality and competitiveness of their activities through the sharing of knowledge, information and business opportunities at a national and international level.

FIABCI provides direct access to international real estate contacts and business opportunities.

FIABCI facilitates the working relationship between the private and public sector for the benefit of society.

FIABCI assists in cultural and educational exchanges among real estate professionals of different countries.



## Benefits of membership

### **Be part of a Global Professional Network**

Network with leading professional associations, academic institutions, and individuals from all sectors of the real estate industry in 65 countries worldwide.

### **Develop your Expertise**

Participate in the FIABCI World Councils to develop your knowledge and your business opportunities.

### **Raise your Professional Profile**

Use the FIABCI member tools to develop your full professional profile for public viewing.

Members are listed online and in the annual FIABCI Membership Directory, distributed to all members around the world.

### **Build your Business: Market Globally with FIABCI's Innovative Online Tools**

All FIABCI members benefit from access to ProxioPro for B to B listings and networking services.

Use [www.fiabci.org](http://www.fiabci.org) member only tools to reach out to FIABCI members.

### **Attend World Class International Events**

FIABCI members have access to preferential rates for all FIABCI events worldwide that include world class professional programmes and dynamic networking opportunities.

### **Enhance Your Skills through Education**

FIABCI provides access and information to continuing education including the FIREC designation and its 65 Academic Members

FIABCI Scholarship Fund supports students in real estate

FIABCI Professional Exchanges programme provides opportunities to gain international experience

### **Expand your Global Influence**

FIABCI holds consultative status at the United Nations Economic and Social Council.

Representatives from FIABCI actively participate in programmes relevant to property issues worldwide

Participate in FIABCI trade missions to countries throughout the world to learn about other real estate markets and practices.



## Steps to earning the FIREC

### Determine your Eligibility

Any FIABCI member in the real estate profession, such as brokers, appraisers, managers, attorneys, architects, mortgage lenders, consultants, title companies, energy and environmental consultants and infrastructure specialists may obtain the FIREC Designation.

### Submit your Candidacy

Please submit your candidacy application and fee once you have met the eligibility requirements. Applications will be processed in a timely manner, not to exceed four weeks. Once you are an approved candidate, you will have a 5-year candidacy window to complete all requirements. If you have not completed all requirements at the end of this 5-year period, your candidacy will expire and you will need to re-file.

### Complete the Programme Requirements:

#### 1. Coursework

To obtain the FIREC designation, the candidate must successfully complete a total of 40 units cumulatively. Of these, approved units must be earned as follows:

- Global I (8 units)
- Global II (8 units)
- Real Estate Finance (or equivalent) (8 units)
- Electives from approved entities or equivalent (16 units)

The 16 elective units may be earned in Real Estate related courses. These courses are offered by a number of organisations including The Appraisal Institute, Institute of Real Estate Management and the International Right of Way Association or from certain Accredited Universities.

In order to be awarded credit, the subject matter of a non-FIABCI course must cover a minimum of 70% of directly related real estate subject matter; be consistent with current FIABCI principles and practices, and enhance the FIABCI practitioner in the fields of leisure, office, industrial, residential, retail, rural and public/private use infrastructure real estate.

#### 2. Attendance at FIABCI International Events

Candidates must participate in a minimum of two FIABCI International events (World Congress, Regional Congress, December Business Meetings). These events are held regularly each year.

#### 3. Qualifying Experience

**Candidates must complete a minimum of three years of relevant real estate experience within the past five years as follows:**

1. Real estate experience must be at a level requiring conducting independent work and taking primary responsibility for a foreign principal or foreign property.
2. This experience must be presented in writing and certified by the FIABCI Chapter President.

### Apply for Recognition of Completion

Once all requirements have been met, candidates must submit a completion application and fee to the FIABCI Secretary General. Applications will be processed in a timely manner, not to exceed four weeks. The candidate and chapter will be informed of the recognition of completion.



## Recertification

Members holding the FIREC designation will need to recertify within a 5-year period from the date the FIREC Designation is obtained. Recertification requirements are current membership status, an active real estate practice and evidence of 40 hours of continuing education, along with attendance at two FIABCI International events.

## Inactive Status

### Parking

During an inactive period, (when not employed in or otherwise involved with the real estate profession) a FIREC designee may request inactive status by:

1. Submitting a letter to the FIABCI Secretary General, along with the processing fee requesting the FIREC designation be held in an inactive status and acknowledging that during that time, the FIREC Designation may not be used.
2. Paying an annual maintenance fee during inactive status.

To apply for inactive status, your FIREC designation must be current. Inactive status may not be applied for if recertification has expired.

## Reinstatement

To re-establish to active status, please:

1. Submit a letter the FIABCI Secretary General, requesting to re-establish the active status of your FIREC designation, including the reinstatement fee.
2. Complete current recertification requirements for the FIREC designation. (Recertification must be completed within what remains of the original FIREC 5-year period from the time the inactive status was entered into.)
3. Comply with any current recertification or other requirements as may be established by FIABCI.

## Fee Schedule

- **Candidacy Application Fee:** €40
- **Completion Application Fee:** €100
- **Annual Renewal Fee:** €50
- **Parking Fee:** €50
- **Reinstatement Fee:** €50