



EUROPEAN ASSOCIATION OF
REAL ESTATE PROFESSIONS

TEN REASONS TO JOIN CEPI

A GUIDE FOR POTENTIAL MEMBERS

WHAT IS CEPI?

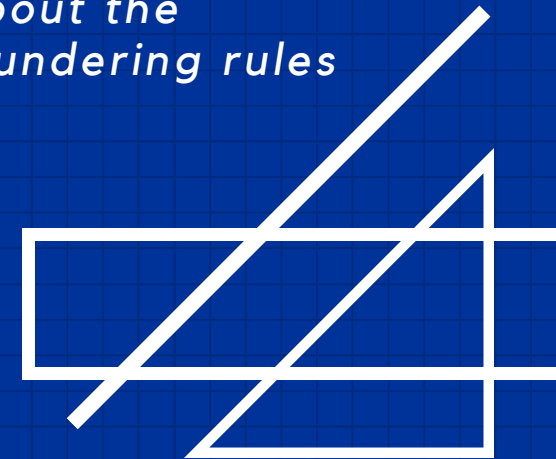
- CEPI is a pan-European association made up of national member associations.
- CEPI represents the real estate professions with an emphasis on their future development, bearing the interests of the consumer in mind.
- CEPI wants to be as representative of the real estate professions in Europe as possible.

Why join? – here are 10 reasons!

1 COOPERATION

Working in **cooperation** with one another leads to better results. Two professional divisions within CEPI (CEAB for property managers and PAC for real estate agents) complement and support each other. CEPI engages regularly with the EU institutions and other stakeholders from its base in Brussels.

For example: CEPI takes an active part in discussions about professional regulation and was closely involved in the development of the European Professional Card for estate agents, as one of the first five professions able to benefit from an easier electronic means of recognition of qualification. It also represents the real estate professions in discussions about the anti-money laundering rules

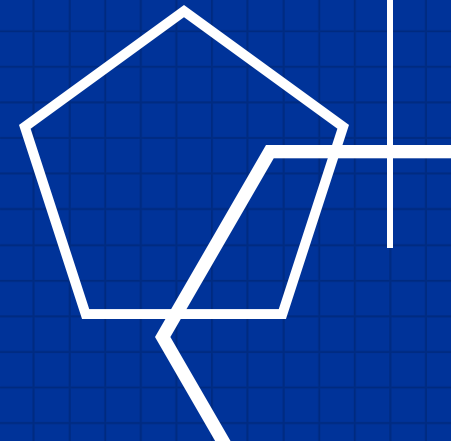


2 PARTICIPATION

Participation in CEPI meetings (Board meetings, General Meetings and working groups) is an opportunity to meet and exchange views with professionals from different countries, learning from each others' experiences.

In addition, there is reciprocal participation in mutual events.

General Meetings take place twice a year in different locations (most recently in Vienna). International conferences can be arranged to coincide with CEPI meetings. Regular web-based meetings keep members up-to-date.



3 THE VOICE

Share the objective to be a voice in the European Union, towards the EU institutions, focusing on real estate agents and property managers

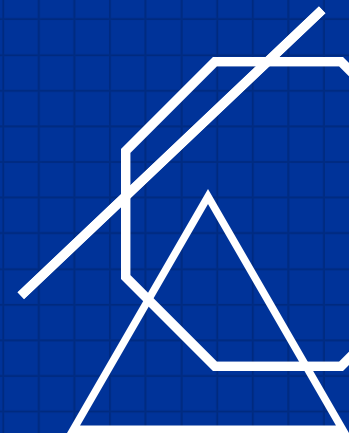
- Raising your profile within Europe (by observing and lobbying) and reinforcing the real estate professions' position within EU member states,
- Enabling CEPI to become the principal reference point for European real estate professionals - having CEPI as the interlocutor for all real estate issues with EU institutions,
- Creating relationships between professionals.

4 STRONGER TOGETHER

Joining a European association brings greater strength to the real estate professions and their national associations.

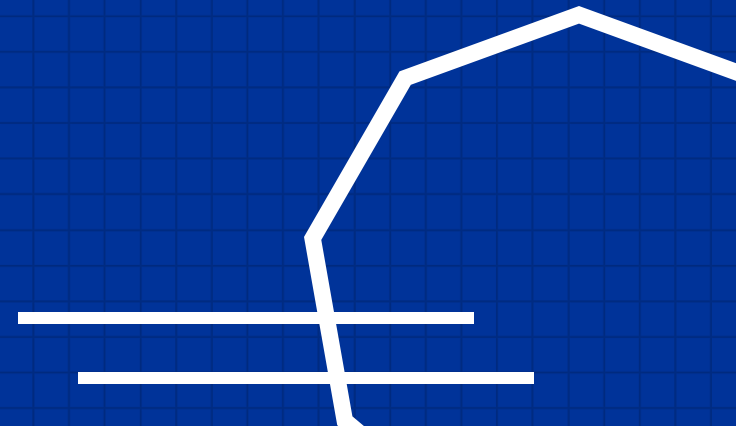
It reinforces the professions and brings together professional groups in the EU member states.

Being part of the membership structure within the CEPI associations helps national associations grow and increase their own activities (attracting more and better qualified members).

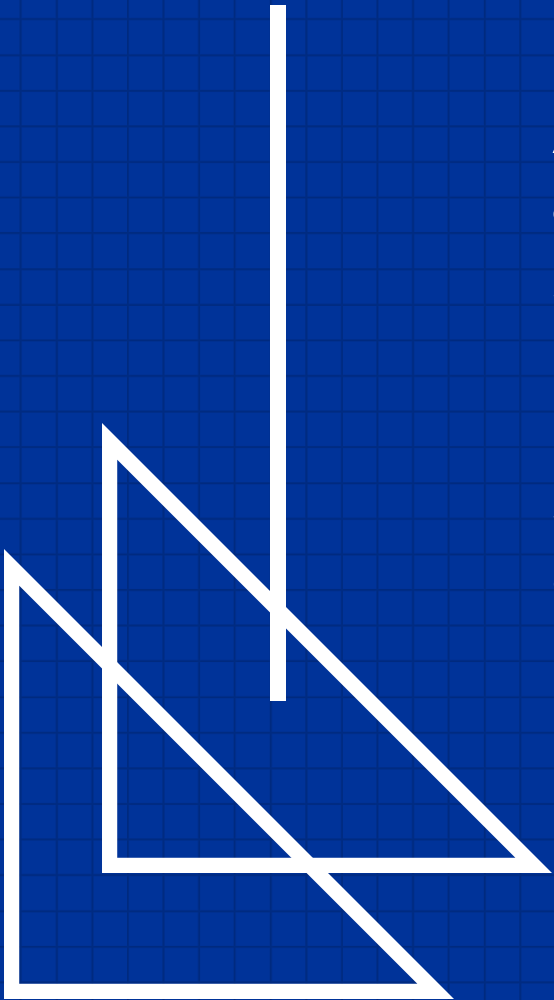


5 COMMON INTERESTS AND SHARED RESOURCES

Common interests and shared resources enhance progress in mutual campaigns with other associations within each country and also from other countries. Support from other members results in a reinforced lobbying power at national level, provides members with greater weight in Europe and promotes intensive cooperation with other associations present in Brussels.



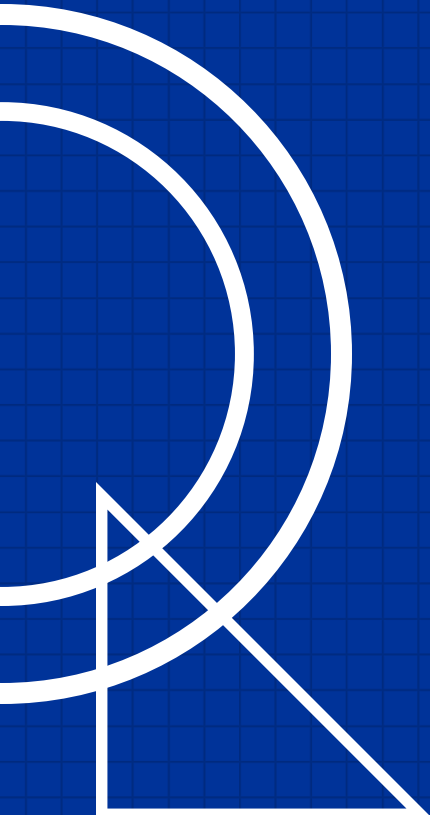
6 NO DUPLICATION



Avoid doing the same thing twice in associations which have virtually the same economic and real estate industry interests.

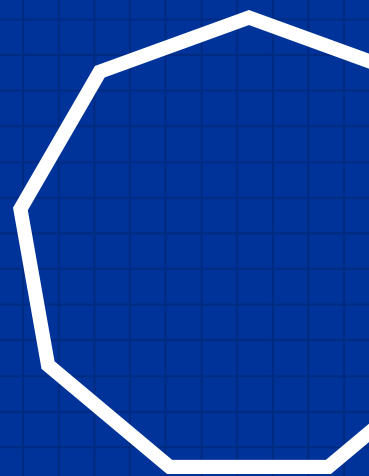
Sharing resources saves time and cost.

7 INFLUENCE



Greater strength with increased influence as a contribution to dismantling the fragmentation of associations at home and in Brussels with a greater influence on politics, economics and management.

A European office in Brussels with capable staff to lobby and meet European officials on issues relating to Real Estate in Europe on behalf of our members.

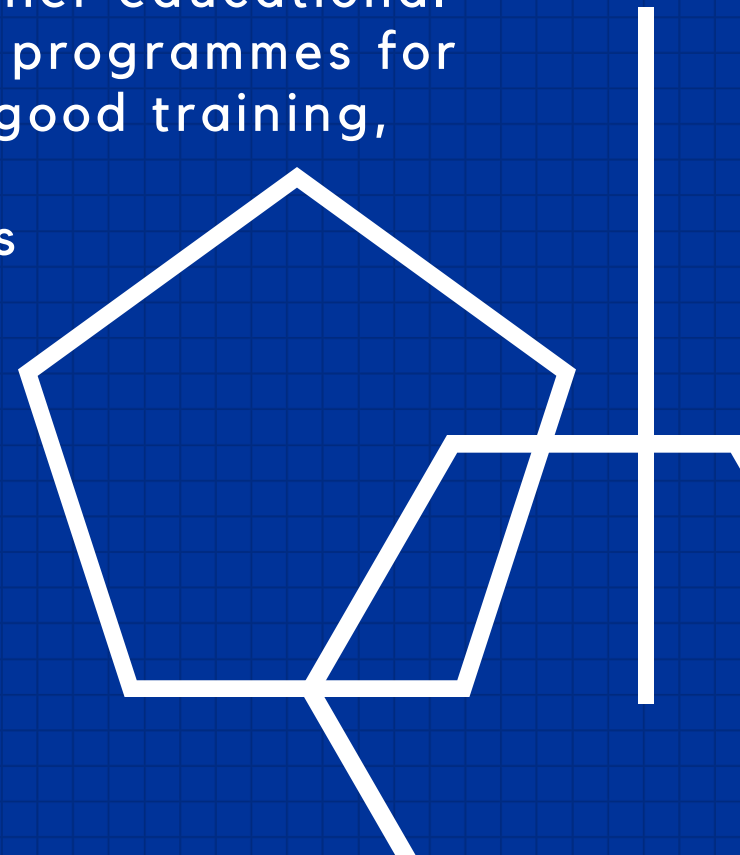


8 INFORMATION

Access to a regular flow of information and analysis, market research, public relations, information and media work, with CEPI as the representative voice for real estate markets and real estate services throughout Europe and across different countries.

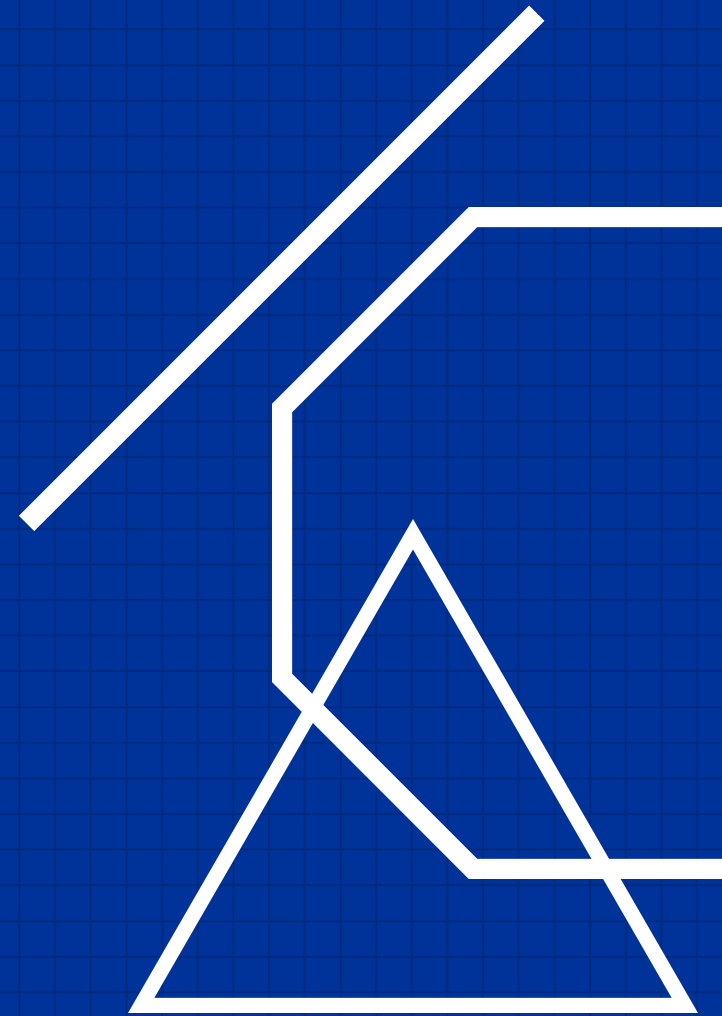
9 EDUCATION

Improvement and standardisation of training standards in vocational training and further education in the real estate industry, development of mutual training programmes with academies, institutes, universities and other educational establishments in the EU area, exchange programmes for trainees, students and junior employees, good training, ethical principles, fair collegial and professional market presence of members of the member associations



10 KNOWLEDGE

Thinking and acting on a European basis, receiving input from CEPI member associations, constantly increasing knowledge of the market and its customs in EU member states and the European economic zone, available through multiple channels for members of the CEPI member associations.



BENEFITS FOR CEPI MEMBERS

- A monthly policy newsletter.
 - A twice monthly information "flash".
 - Regular calls for action on important topics.
 - Regular CEPI information.
 - Website with members only zone.
 - Conferences and seminars, for example Gdansk in June 2017 for property managers.
 - Headquarters in Brussels.
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CURRENT CEPI TOOLS

CEPI eu POLITICAL NEWSLETTER

Content:

- 1. White Paper on the Future of Europe
- 2. European Semester 2017: Water Package
- 3. European Parliament Votes on Anti-Money Laundering

On 14 March Jean-Claude Juncker, President of the European Commission, presented to the European Parliament a white paper on the Future of Europe. This document is intended to be the Commission's contribution to the Future Summit on 22 March and will set the EU's agenda for the next 5 years. It will be an occasion when the objectives of the EU will be discussed together with the Member States. The white paper sets out the main challenges for Europe in the coming decade. It presents a road map for the EU to reach its goals and includes a list of 10 key initiatives that will be discussed in the coming weeks.

1. **White Paper on the Future of Europe**

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2. **European Semester 2017: Water Package**

The European Commission has proposed a package of measures to improve water management in the EU. The package includes a proposal for a new directive on water efficiency, a proposal for a new directive on water reuse, and a proposal for a new directive on water pollution.

3. **European Parliament Votes on Anti-Money Laundering**

The European Parliament has voted to strengthen the EU's anti-money laundering (AML) framework. The new rules will require financial institutions to conduct more thorough due diligence on their customers and to report suspicious transactions to the authorities.

Policy Newsletter

CEPI NEWS

Brussels Flash # 14, March 2017

Newsflashes from the capital of Europe for CEPI members

- Some Declaration: The leaders of 27 EU Member States and of the EU institutions met in Rome on 22 March. They discussed work towards a stronger and more resilient EU through greater unity, solidarity and the respect of member states' interests.
- Article 50: The United Kingdom became the first Member State to give its intention to leave the EU by invoking Article 50 of the Lisbon Treaty on 29 March. This marks a new stage of negotiation which will negotiate the terms of the exit of the United Kingdom from the EU.
- Find out more about how the committees of the European Parliament work by watching a new video from parliament.eu. There are 20 specialised committees at the Parliament which work on legislative proposals and non-legislative reports.
- Don't miss open competition and real estate in four key markets: Catalonia, organisations, Transylvania International has published a report analysing the real estate markets in four countries: Australia, Canada, the United Kingdom and the United States and identified the main problems related to real estate and money laundering.

Brussels Flash

CEPI CALL FOR ACTION

THE SERVICES PACKAGE – PTC POLICY MEETING 23/03/2017

THE SERVICES PACKAGE

The PTC Policy Meeting on March 23, 2017, to discuss the Services Package which includes:

- A European Services E-card
- Proportionate assessment of national rules on professional services
- Guidance on national reforms on regulation of professions
- Improved notification of draft national law on services

PLEASE TELL US...

CEPI German member IVD has published a position on the Services Package (attached): it rejects the package as infringing national sovereignty. The PTC needs to know if CEPI can also position a European position.

- Do you agree with the position of IVD?
- Do you have anything to add from your national point of view?

Please respond by email before 4 April: secretariat@cepi.eu

Calls for Action

CEPI EUROPEAN ASSOCIATION OF REAL ESTATE PROFESSIONS

CEPI INFORMATION MARCH 2017

THE REGULATION OF ESTATE AGENTS

The report provides background information concerning the deregulation of the profession in the Netherlands in 2001, and the self-regulation initiatives worked on since then by the Dutch professional associations, to contrast the different approaches, regulation, self-regulation and non-regulation.

The report also refers to the ongoing discussions at European level about professional regulation, contrasting the views of those who favour freedom of choice with those who express concern about the dangers of inexperience or malpractice. However little proof is found of a European trend towards deregulation of the estate agent profession.

The original full version in Dutch is available on request from the CEPI Secretariat at secretariat@cepi.eu

CEPI Information

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Home | About | Services | News | Market data | Find a professional in Europe

REAL ESTATE FACTS & FIGURES

Market data | Guides for professionals

News

- Take part in a survey on the first year of the European Professional Card (EPC)
- Member prices up by 3.4% in the euro area and by 4.3% in the EU
- European Education Programme – Services in European member countries

Website with members zone



Conferences



CEPI headquarters



EUROPEAN ASSOCIATION OF
REAL ESTATE PROFESSIONS

**THANKS FOR
LISTENING!**

HAVE A GREAT DAY AHEAD.