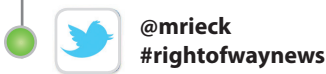


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A Catalyst for High-Impact Relationships

MARK RIECK, IRWA EXECUTIVE VICE PRESIDENT



IRWA's 58th Annual International Education Conference held this June in Seattle was arguably one of our best. The speakers, sessions and meetings were top-notch, and I encourage you to review the in-depth coverage of the event in this issue.

There were also a series of scheduled meetings taking place behind the scenes with affiliates, attendees and other partners from North America and around the world. Led by the International Executive Committee, the main purpose of the meetings was to expand our membership and professional development programs. And based on our track record to date, they are already generating significant results.

The Thai Appraisal Foundation is one example. Following several years of meetings at the conference, they are now planning to offer IRWA Appraisal Cross-Certification classes in Bangkok this December. They are also planning to form an IRWA chapter in time to display the Thai flag at the 2013 conference in Charleston, West Virginia.

Three years ago, representatives from the oil company Saudi Aramco began attending the conference, resulting in a full delegation this year. Two members participated in and passed IRWA's new Course 219, Introduction to Presentation, Instruction and Facilitation. Following the conference, the head of Land Development for Saudi Aramco visited IRWA Headquarters in Los Angeles to

discuss plans for offering a series of IRWA classes in Dhahran, Saudi Arabia. This will not only generate new members, it will also lead to designation and certification opportunities for their professionals.

The Royal Institution of Chartered Surveyors' (RICS) North American Chapter is another example. The organization is interested in integrating IRWA education curriculum into its offerings in Canada and the United States. And our new South Africa Chapter 83 is planning its second round of IRWA classes this October, along with more strategic planning meetings with their government officials.

While the annual conference has always been recognized as the "must attend" meeting of the year, it has also become a catalyst for creating new opportunities and reinforcing ongoing relationships. As we yield more members, education and certification for our growing association, we will continue to thrive in tumultuous times.



At the 2012 conference in Seattle, WA, the IEC met with delegates from Saudi Aramco (left) to identify opportunities. In July, Umar Al-Abdullatif and Mark Tucker (above) traveled to IRWA Headquarters to solidify plans for educational courses and professional development in Saudi Arabia.