

# The Central Authority Goes Global

## Embracing the opportunity to minimize risk around the world



Mark with South Korean Appraisal Board representatives, Hyun Kwon, Woo-Seok Jang and Park Tae Kyun.

### MARK RIECK, IRWA EXECUTIVE VICE PRESIDENT



International luncheon attendees from left, Muzi Shange, past International President Pat Petitto, SR/WA, Dana Abney, SR/WA, Dr. Sapon Pornchokchai, Momokete Mafumo and Charles Ebai.

If you attended IRWA's Annual International Education Conference in Hartford this past June, you may have noticed a larger number of members from outside North America in attendance. We enjoyed representation from 13 of the 16 countries where IRWA has members. Our "Going Global" effort was showcased in this year's expanded International Luncheon, where over 200 participants joined for a lively discussion of right of way challenges around the world.

IRWA is rapidly becoming more than a decentralized networking group. We aspire to become the central authority for global real estate by creating a community that fosters ethics, learning and a standard of excellence within our industry. A tall order, possibly delusional or maybe a great vision and mission statement – you decide for yourself. Here is why it matters.

From the first days of our Association, our chapters have provided a space for right of way professionals to share knowledge and professional expertise. This vital exchange of ideas has shaped right of way practices in residential, commercial and industrial real estate in the United States and Canada. It has given rise to the IRWA body of knowledge that helps our members provide the superior acquisition, negotiation and valuation services that infrastructure projects require.

Our global partners have approached us because we have developed a right of way acquisition model that minimizes risk for individuals and businesses. They are especially interested in our relocation guidelines, which are absent in most of the world.

For over 80 years, IRWA has trained individuals to provide ethical right of way services within this legal framework and while real estate law is different around the world, the needs of right of way professionals are very much the same.

IRWA represents a body of knowledge and experience that cannot be duplicated anywhere in the world. Our newest chapter, IRWA Mexico Chapter 85, was organized in response to the new opportunity for private investment in the oil and gas sector.

IRWA is working with the China Real Estate Valuers Association on Course 103, Ethics and the Right of Way Profession and Course 421, The Valuation of Partial Acquisitions. In Australia, we are organizing around a major new transportation project in Adelaide. In the U.S., we are expanding our new Oil and Gas Land Basics and Related Surface Rights Issues course to larger audiences each time it is presented. And we are just getting started.

"Going Global" is more than just a series of transactions. It is a new way to look at our work that includes everyone in a meaningful way. Onward!

