

NYSAR Plans Study Mission to Italy

October 10 – 20, 2016, NYSAR members will travel to Venice, Verona, Bellagio and Milan to meet with members of the Italian Federation of Real Estate Professionals. The goals are to: learn how real estate transactions are conducted in Italy; get to know about real estate opportunities in the areas visited; and build relationships with members of our cooperating association for future referral purposes.

The preliminary itinerary (subject to minor modifications) is attached. The cost is \$3605 per person, based on double occupancy, with \$2750 deposit due now and the balance due August 15. If you're interested in participating, please email Priscilla Toth (ptoth@nysar.com) to express your interest. Only 36 seats are available and will be filled on a first come; first served basis, upon receipt of registration form and deposit.

Tax Deductibility: it is likely this mission will qualify as a deductible expense for your business but you should check with your tax advisor for complete details.

Reservation Form

REALTOR® Study Mission to Italy – October 10 - 20, 2016

Cost: \$3,605 per person, based on double occupancy; \$1,175 supplement for single accommodation.
\$2,915 pp for land only. \$320 pp supplement for upgraded rooms throughout.

Payment Schedule: \$1250 pp due by March 31 with check payable to: HAVE FUN WILL TRAVEL;
\$1500 pp due by May 31; final payment due by August 15.

Reservation for _____ travelers. Complete one form for travelers rooming together. For third person in a room, please complete another form and note that it is for a triple.

Passenger # 1 Please select airport: ___ JFK ___ Newark ___ Land only

Full name *exactly* as it appears on passport _____

Passport # _____ Date of birth _____

Country of issue _____ Expiration date _____

Address _____

City _____ State _____ Zip _____

Phone (home) _____ Cell _____

Email _____

Rooming with _____

Emergency contact name/phone _____

Airline Rewards # _____ Known Traveler # _____

Passenger #2 Please select airport: ___ JFK ___ Newark ___ Land only

Full name *exactly* as it appears on passport _____

Passport # _____ Date of birth _____

Country of issue _____ Expiration date _____

Address _____

City _____ State _____ Zip _____

Phone (home) _____ Cell _____

Email _____

Rooming with _____

Emergency contact name/phone _____

Airline Rewards # _____ Known Traveler # _____

Complete form and send with check (payable to HAVE FUN WILL TRAVEL) to: Priscilla Toth, NYS Association of REALTORS®, 130 Washington Ave., Albany, NY 12210, by March 31.

Include a copy of the photo page of passport for each traveler. You may wish to purchase travel insurance, which is available through TRAVELGUARD. Visit www.travelguard.com or call 800.826.4919 for a quote.



New York State Association of REALTORS®, Inc.

NOTES FOR YOUR TRADE MISSION TO ITALY

As you prepare for your excursion to Italy to meet with the Federazione Italiana Agenti Immobiliari Professionali (Italian Federation of Real Estate Professionals) or FIAIP, please take into consideration the following points.

Be sure to bring your **current passport** and carry it with you, or store it securely in your room, while on the trip. Please e-mail or snail-mail me a copy of your passport photo page, if you have not already done so. I will bring it along, just in case you need it for any reason.

Notify your credit card providers in advance of your trip, where you'll be travelling and the dates you'll be gone. Only bring credit cards and items that you know you'll need and remove anything else from your wallet. Bring a list of **credit card** company phone numbers and account numbers for any cards you plan to bring with you, in case you need to report a card lost or stolen.

Your **carry-on bag** can be no larger than 22" long x 14" wide x 9" high. A **3-1-1 rule** applies for carry-ons when traveling internationally. Liquids, gels, aerosols, creams and pastes must be **3.4 ounces (100ml)** or less per container; must be in a **1 quart-sized**, clear plastic, zip-top bag; and no more than **one bag** per passenger may be placed in the screening bin. Hotels most always provide soap, shampoo, body lotion and a hair dryer. If you need to bring more liquid items than what will fit in the quart-sized bag, pack them in your checked bag.

Your **checked bag** can weigh no more than 50 pounds. That means that you should keep your wardrobe as simple as possible, with items that can be mixed, matched and layered to be most functional while conserving weight. **You will need to be able to manage your own baggage**, so the lighter you pack, the easier it will be for you. Use of a rolling, checked bag is key to making your transporting of luggage as effortless as possible. Also, keep in mind that you may not always have access to an elevator.

When packing, please consider that our trip will involve a number of business meetings with FIAIP members. You should plan to dress in **professional attire** at all of these events to show your respect for your colleagues and their ways. On the few days that we don't have meetings scheduled, dress may be slightly more casual, especially when in the Lake Como area. Keep in mind that Europeans tend to maintain a dignified appearance so you should avoid wearing sneakers, flip flops, crocks, torn/faded denim jeans, capris, shorts, baseball caps and logo t-shirts, if you don't wish to stand out as a foreign tourist.

You will be doing a lot of walking so very supportive, **comfortable shoes** are a must. (You can always carry a day-bag with more stylish shoes for meetings, if you feel it's necessary.)

The **weather** in October should be in the mid-seventies during the daytime and mid-fifties overnight. For more detail on how to dress, pack light, and select a versatile wardrobe, use this [link](#). Author John Bermont has some great suggestions on appropriate attire and getting the most out of a few basics. Simple but sophisticated is key. Be sure to pack a sweater, jacket and small umbrella. I always try to stick with one color theme (black or brown) and accent with a few light-weight scarves. That way, everything can be mixed and matched, I don't need to carry a lot of shoes and when I need to layer, I

don't worry that my jacket or sweater won't coordinate with what I'm wearing. Be sure to check out his [Pack Light Field Test](#) so that you know you can manage your own luggage. He also has some tips on [travel in Italy](#) including the **proper adapters for Italy**.

One thing I don't think he mentions is **jewelry**. Don't plan to wear or bring expensive jewelry as it may make you a target for thieves. Also, carry your passport, money and credit cards under your clothes or as close to your body as possible.

For those planning to visit any churches, shoulders and arms should be covered.

If you plan to bring a **cell phone** with you, you may want to check with your carrier to learn about international calling capabilities and additional fees. And, don't forget **chargers** for the electronic devices you plan to bring. The hotels will have **WIFI** available so you can keep in touch with friends, family and clients while you are there. Here are links for further hotel information.

Hotels

- Venice – Hotel ALA - www.hotelala.it
- Verona – Hotel Palazzo Victoria- www.hotelpalazzovictoria.com/
- Bellagio – Hotel Belvedere Bellagio- www.belvederebellagio.com/en
- Milan – Uptown Palace Milano - www.uptownpalace.com/

You can **exchange American dollars for Euros** before your trip at your local bank or you can use the exchange services at the airport or any major city. Be sure to notify your credit card company(s) of your travel plans *before* you depart and inquire about any foreign transaction fees they may charge. Keep some small denomination bills on hand for tips (drivers, tour guides, cabs, etc.).

Regarding **tipping**, please note that portage is taken care of in Venice and in the various hotels where you'll be staying. On Sunday, October 16, please plan to tip your full-day guide 3€ per person and the driver 1€ each. Your walking tour guides will be compensated so there is no need to tip them, unless you feel they provided exceptional service. For the dinners included in your package, there is no need to leave an additional tip. When you are on your own, some restaurants assess a cover charge to sit down and that will be reflected on your bill. Typically a 10% tip is considered generous. There is no need to tip at a bar for service. If you take a taxi, plan to round up to the nearest € or at most include a 10% tip. For example, you could round up a 9€ fare to 10€.

We have a group of **34 travelers** (list follows) including members of the NAR, NY REALTORS® and NYSAR leadership teams. Additionally, NAR's Western Europe Coordinator Barbara Schmerzler, President's Liaison to Italy Louise Giuliano, former President's Liaison to Italy Gabrielle Di Bianco and Jennifer Stevenson, Vice Chair of NYSAR's Second Home, Resort & Global Markets Committee, will be joining us, among others.

Some of us will **meet at JFK on Monday, October 10** to fly on American (Carpenter, Croft, English, Hayes, Lugo, MacKenzie, Pallister, Smith, Stevenson, Toth, Vucetic, Wood Ganzalez, and Zoratti) and others will be meeting in Newark to fly on United (Baran, Bonilla, Glazer, Grasso, Giuliano, Jones, and Schlueter). We will all meet at the exit of Milan's Malpensa Airport after clearing customs where we will find our guide.

Before we leave, you will be provided with a final **itinerary** outlining our daily activities. Please be sure to review the next day's schedule each evening so that you allow time for breakfast and are ready to go before our scheduled time each day. We have a tight schedule and cannot keep our transportation or guides waiting. *If you choose not to participate in any of the scheduled activities, please let me know at least one day in advance so that we can plan accordingly.*

NYSAR Trade Mission Delegates and Guests

Eugenia Bonilla	NJR, Immediate Past President
Dawn Carpenter	NYSAR, President-Elect
CJ (DelVecchio) Croft	NYSAR, Secretary/Treasurer
Gabrielle Di Bianco	Former NAR President's Liaison
Liz English	NYSAR, Member
TG Glazer	NJR, President
Jarrood Grasso/Paige Baran	NJR, CEO/spouse
Louise/Paul Giuliano	NYSAR, NAR President's Liaison/spouse
Jeffrey/Marian Jones	NJR, Treasurer/spouse
Carol Kairis	NAR, Managing Dir, Prof Dev, Commercial and Global Services
Linda Lugo	NYSAR, President
Duncan MacKenzie	NYSAR, CEO
Michael/Christine/Nicole McGrew	NAR, Treasurer/spouse/daughter
AnnMarie Pallister	NYSAR, Member
Tom Salomone/Diana Singer	NAR, President/spouse
Chris/Sharon Schlueter	NJR, First Vice President/spouse (Member)
Barbara Schmerzler	NAR, Western Europe Coordinator
Michael Smith	NYSAR, Immediate Past President
Jennifer Stevenson	NYSAR, Vice Chair – Second Home, Resort & Global Markets
Dale/Maryann Stinton	NAR, CEO/spouse
Priscilla/Bob Toth	NYSAR, Staff Liaison/spouse
Jennifer Vucetic/JoAnn Hayes	NYSAR, Member/guest
Amy Wood Gonzalez	NYSAR, Member
Charlene/Joe Zoratti	NYSAR, Member/son

Some information about the Italian Federation and its leadership team follows.

FIAIP EXECUTIVE COMMITTEE

NATIONAL PRESIDENT
PAOLO RIGHI

NATIONAL SECRETARY
PIERANGELO CHICKS

VICE PRESIDENT NATIONAL VICAR



SABRINA CANCELLIERI

NATIONAL VICE PRESIDENTS:

***RAFFAELE DEDEMO (Venice)**

Raffaele.dedemo@fiaip.it

MARIO CONDO 'DE SATRIANO

GIACOMO MAZZILLI

ISABELLA TAFURO

The Italian Federation of Professional Real Estate Agents

FIAIP is the primary resource for all professionals in the real estate industry and for Italian families. It is the principal trade association of the real estate sector recognized by the European Union, with **10,106 real estate agents, 500 credit counselors, 15,200 real estate agencies** and more than **45 thousand professionals** (including real estate agents, tourist, credit counselors, real estate developers, administrators, and operators of real estate). With a widespread presence throughout the country, operating through **20 regional offices** and **105 provincial colleges**, FIAIP is recognized as the source of information and advice, as well as professional union protection, for those in the industry.

In addition to being among the largest and most dynamic European federations, FIAIP, has been accredited by the European Parliament for more than 38 years. Through the Observatory Parliamentary Assembly of the Real Estate Market, FIAIP works to support efforts to enhance real estate ownership and industry standards and property rights.

FIAIP is adhering to **Confindustria, Confedilizia, and Tecnoborsa** and collaborates with **CEI - Confédération Européenne de l'Immobilier** and the **National Association of Realtors**. There are many initiatives that the Federation implements and supports to assure industry standards and consumer services. Networks are in place within all components of the Italian real estate world to support real estate professionals and agencies.

FIAIP is the first real estate association to have created an entity with consumers - the bilateral Joint **Mediaconsum**, with the purpose of not just education but also mediation and alternative dispute resolution. To this end, FIAIP has developed shared forms so that consumers can enter into an agency associated with FIAIP and be sure of the quality of service offered.

Among the many initiatives of the Federation, FIAIP provides data on changes in the real estate market and urban Italian tourism as well as projecting future market trends.

FIAIP is now the only real estate association which can offer a wide range of quality services to its members by providing legislation that addresses ethical conduct as well as adequate professional training and development. FIAIP guarantees transparency in communication and behavior among its members. The ongoing professional development of its members puts them in the best position to provide skilled assistance to customers and consumers, in full compliance with their **Code of Conduct** and **Federative Statute**.

***Raffaele Dedemo is our main contact at FIAIP and will be accompanying us on the trip. National President Paul Righi will be joining us in Venice and in Milan.**

REALTOR® Study Mission to Northern Italy – October 10 – 20, 2016

VENICE/VERONA/LAKE COMO/MILAN

Fly Monday, October 10 JFK or Newark to Milan non-stop, arrive Milan Malpensa, transfer via private motor coach to Venice, stay two nights then coach to Verona for 2-night stay, then coach to Lake Como area and stay three nights in Bellagio, then coach to Milan for 2-night stay and return to JFK or Newark on October 20.

Day to-Day Itinerary

Monday, 10 October Get to airport at least two hours in advance for departure from JFK on AA#198 at 6:15PM non-stop to Milan or for departure from Newark on UA#19 at 6:35PM non-stop to Milan. Travelers are allowed one piece of luggage with a maximum weight of 50 lbs.

Tuesday, 11 October Arrive in Milan at 8:20AM (AA) or 8:40AM (UA). After picking up bag and clearing customs, board private motor coach for 3-hour ride from Malpensa Airport to Piazza Roma in Venice. Upon arrival, immediately board motorboat to the closest stop to Hotel ALA Venezia near Saint Marc's Square. (Luggage will be trolleyed to the hotel.) Enjoy a 'welcome' lunch at a local trattoria before checking into the hotel. Then, you'll have time for a nap and to get freshened up before meeting our FIAIP colleagues for a cocktail party which they'll host.

Wednesday, 12 October Have breakfast at the hotel. At 9:00AM meet our guide at the hotel for a 2-hour walking tour of Venice providing an introduction to the city's highlights and history. Then, we'll take a traditional gondola ride along the city's famous canals before you find a spot to have lunch on your own. After lunch, FIAIP will host a meeting on how real estate transactions are conducted in Italy and then show us some available properties. (During this time, guests may want to explore, visit one of the many museums or take a trip to Murano to see blown glass being crafted.) In the evening, the group will meet up for an included cocktail party at our hotel, then FIAIP will host dinner for our delegation.

Thursday, 13 October Have breakfast at the hotel. Check out and settle incidentals. At 9:30AM we'll depart with our luggage on a private boat to Piazza Roma for our 1-hour motor coach ride to Verona. Upon arrival, a private guide will lead us on a walking tour providing an introduction to Verona, the Arena, the third largest amphitheater in Italy built in the first century and still in use today for the summer Opera Festival, the home of Juliet (Romeo and Juliet), the Church of Saint Zeno, the Church of Saint Anastasia and the Roman Theater and more. After an included lunch, we'll check into the Hotel Palazzo Victoria. Later in the afternoon, we'll meet with our Italian colleagues to check out some local properties, then enjoy an included cocktail party with our FIAIP guests, followed by dinner on your own.

Friday, 14 October Have breakfast at the hotel. The morning is free to wander around Verona and have lunch on your own. In the afternoon, we'll take a winetasting excursion to the Valpolicella area where we'll visit two wineries and learn about making Valpolicella and Amarone wines. Dinner is included upon our return to Verona at a local ristorante.

Saturday, 15 October Have breakfast at the hotel. Check out and settle incidentals. Depart at 9:00AM on a private motor coach to Lake Como, popular as a resort since the days of the Roman Empire. It's roughly a 3-hour trip. Check in at the Belvedere Bellagio Hotel where we'll stay for three nights. (Bellagio is a small village at the tip of a long, hilly promontory between the two southern branches of

Lake Como. It is an elegant and long-established tourist resort. The tiny town is an excellent home base for an exploration of Lake Como. With lovely views, classy boutiques, two gardens to visit, picturesque lanes, a choice of restaurants and bars, and frequent boat services, Bellagio really is one of Italy's top destinations.) You'll have time to explore Bellagio, have lunch and shop, if you like, before an included dinner at the hotel.

Sunday, 16 October Have breakfast at the hotel. At 9:30AM depart for an included tour of the Lake Como area by private boat with a guide, navigating along the west coast side of the lake with views of the most famous villas of the lake such as Villa Clooney, Villa Churchill, Villa Versace and Villa D'Este and Como. Varenna, on the eastern shore, is a very pretty little village with two gardens to visit, a small beach and outdoor cafes. Lenno, further down the western shore, is the boat-stop for visiting Villa Balbianello, just about the finest villa on the lake. Menaggio is a pleasant tourist town with an attractive seafront promenade. Another stop for garden-lovers is Tremezzo, where we will stop for an included lakeside lunch. Later in the afternoon, we'll return to Bellagio and have an included dinner at the hotel.

Monday, 17 October Following breakfast at the hotel, travel to Lugano, Switzerland by coach, where a guide will lead a walking tour of Lugano and then Gandria. Plan on at least two hours of walking. You'll also visit a family-run ceramic business and then go back by boat to Lugano where you can pick a spot for lunch on your own. Upon returning to Bellagio, we'll meet with local FIAIP colleagues to view some local properties and then join them for cocktails. Later, you may have dinner on your own, if you choose.

Tuesday, 18 October After breakfast at the hotel, check out and settle incidentals. Depart at 9:30AM for a 1-hour motor coach ride to Milan. Upon arrival, a local guide will show us Milan's main sights and landmarks during a 3-hour guided walking tour including skip-the-line admission to see Leonardo da Vinci's 'The Last Supper.' We'll also stop by spots like La Scala Opera House, the magnificent gothic Duomo, Sforza Castle and the fashionable Brera neighborhood. After the tour, we'll enjoy an included pizzeria lunch and then check in at the Uptown Palace Hotel. In the evening, we'll have dinner at a nearby trattoria. (Option: tickets may be available at approximately \$430 pp to attend a performance of Giselle at La Scala.)

Wednesday, 19 October Following breakfast at the hotel, guests may explore Milan on their own or choose to participate in an optional 3-hour Fashionista Adventure (\$35 pp) while delegates will meet with our FIAIP colleagues to discuss the Italian real estate market and view some properties. In the evening, we'll all gather for a farewell cocktail party at the hotel and then be hosted by FIAIP for dinner.

Thursday, 20 October After breakfast at the hotel, check out and settle incidentals. Depart at 7:30AM by motor coach for Milan Malpensa Airport for your non-stop flight to JFK (AA#199 @ 10:25AM, arriving at 1:40PM) or your non-stop flight to Newark (UA#18 @ 10:40AM arriving at 1:45PM).

Hotels:

Venice – Hotel ALA Venezia- www.hotelala.it

Verona – Hotel Palazzo Victoria- www.hotelpalazzovictoria.com/

Bellagio- Hotel Belvedere Bellagio- www.belvederebellagio.com/en

Milan- Uptown Palace Milano - www.uptownpalace.com/

PACKAGE INCLUDES*:

Airfare: Roundtrip airfare on American Airlines non-stop from JFK to Milan or on United Airlines non-stop from Newark to Milan, departing October 10 and returning October 20.

Lodging: Nine nights at hotels in classic standard rooms including: two nights in Venice at 3-star Hotel ALA; two nights at 4-star Hotel Palazzo Victoria in Verona; three nights at 4-star Hotel Belvedere in Bellagio; and two nights in Milan at the 4-star Uptown Palace.

Meals: Daily breakfast at each hotel (hotel and VAT taxes included); four lunches included (one each in Venice, Verona, Bellagio and Milan); five dinners with one glass of wine included (one each in Venice, Verona, Bellagio and Milan); plus two cocktail parties (one each in Venice and Milan).

Transportation: On Oct 11, private coach from Milan Malpensa Airport to Venice; private motorboat transfer from motor coach to hotel in Venice and from hotel to motor coach on Oct 13; private motor coach transport from Venice to Verona; private motor coach transfer from Verona to Bellagio with guide; and private transfer from Bellagio to Milan on Oct 18 and hotel to Malpensa Airport on Oct 20.

Other Transportation/Tours: Private walking tour of Venice on Oct 12; Private gondola ride in Venice on Oct 12; Private walking tour of Verona on Oct 13; Half-day afternoon guided winetasting excursion from Verona on Oct 14 (two tastings included); Private guided full-day excursion by boat on Lake Como on Oct 16; Private guided excursion to Lugano, Switzerland on Oct 17; Private guided walking tour of Milan with Skip-the-Line tickets to 'The Last Supper' on Oct 18.

Cost: Total estimated cost per person is \$3605, based on double occupancy. The single supplement is \$1175. The price is based on air costs as of 2/30, exchange rate of \$1.15 = 1 Euro and 35 people in the group. City taxes of 4€ per person per night are not included and are paid at check-out at each hotel.

Porterage: Included at all hotels.

*Schedule is subject to minor changes.