

Rikio's Message on Earth-Loving Oases N.3

Respecting national and all humankind interests

May world people understand, love
and further fraternize with each other

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Harmony, Respect, Love, Good, Beauty
和[wa] 敬[kei] 愛[ai] 善[zen] 美[bi]
Life, Conscience, Truth, Cleanliness, Delight
Happiness, Health, Success, Security, Calm
Faith, Courage, Self-Control, Non-enmity, Mercy
Kindness, Thanks, Consideration, Reflection, Forgiveness
Rule of Law, Peaceful Settlement, Disarmament,
Restriction of Sovereignty, World Federation

Let's create many Earth-Loving Oases

Earth-Loving Oases (ELO) must be established
so that all the members might participate in them,
each participant getting profits and feeling happy!!

In my MM (Mail Mazine) N.2 on the ELO (Earth-Loving Oases) I mentioned 3 kinds of accommodation business: **Homestay-type**, **Investment-type** (owner absent-type), and **Hotel-type**. Homestay type is very personal, individual, and independent. They can do what they want and get profits if they have their own room or a house.

But as case of our ELFO Pres. Edmario, there may be members who is not rich, and will be obliged to borrow money from banks or investors. As he is ELFO President, I suppose there are goodwill members and others ready to lend him money or things, and he can manage to operate BNB business and/or hotel business, on which he is optimistic.

In the investment-type and hotel-type what and how shall we do in order to create good relations among the persons concerned? If a member has enough money to do this kind of business, it is OK, but if a member has not it, what ways are there? Anyway they must borrow capital from lenders: banks, investors, and others. In order to create mutually good, profitable, and happy relations between a lender and a borrower, the latter returns capital with interests to the former.

When you want to borrow money from lenders, they want to know if your properties are enough to return capital with interests or not, and if you are indebted to someone for a large sum or not. Additionally, they want you to pay them initial payment (a deposit, a key money, 頭金). The sum depends upon situation, finally upon agreement between you and a lender. Usually great amount of capital flows from a lender to a borrower with real rights granted by way of security (担保物件). Mr. Edmario will be obliged to borrow capital on the security of money, at least, of his flat or some valuable things.



Mr. Levi wants to sell flats

Maximum 5% Brokerage

Mr. Levi sent me 7 plans of flat (MM N.2). First of all, a seller Mr. Levi and ELFO Pres. Edmario will make utmost efforts to sell flats around the latter. It is very desirable that many members cooperate with them, inviting other members to buy these flats. In order to promote sale of these flats, a certain amount of brokerage (仲介料) are effective, that is, if any ELFO member succeeds in someone's buying a flat from Mr. Levi, the latter will pay as remuneration a certain amount of brokerage to the former.

How much of brokerage shall be paid to the member-broker depends upon an agreement between a seller and the broker, on the one hand, and between the broker and a buyer, on the other hand. It implies that **a member-broker may get brokerage not only from a seller, but also from a buyer of a flat.** In Japan usually brokerage paid by a seller is around 3%~5% by law. It is desirable for the ELFO to have international standard of brokerage so that all the interested members feel equitableness and happiness.



For this purpose I propose to the ELFO General Assembly (GA) to adopt the following rules:

Draft Rules on BNB Business and Hotel Business

In accordance with ELFO Charter and in order to contribute to the peace and amity among nations by tourism, regarding creation of accommodation, the General Assembly (GA) adopted the following Rules.

Done in Sapporo in September XX day, 2023.

Article 1. When ELFO members construct accommodation, sale rooms, flats or other space, and/or have something to do with it, these member-sellers shall try to introduce the accommodation to ELFO FAMILY.

Article 2. These rooms, flats, and spaces which ELFO members own may be named as Earth-Loving Oasis or a HOUSE for Peace, Welfare and Friendship if the concerned parties agree to it.

Article 3. Our ELFO shall promote not only homestay type lodging, but also investment type (owner absent-type) lodging, and hotel-type lodging, provided that the ELFO itself will not be, in principle, an actor of buying, selling, investing, transferring money, issuing check etc. in its name.

Article 4. Unless contray to domestic laws, our ELFO adopts domestic and international standard of brokerage of 1%~5% to be paid to a broker by a seller, and of 1%~3% to be paid to the broker by a member buyer. If an ELFO member with an intention to be a broker talks directly with a possible buyer, and the latter talks afterwards with the seller, brokerage shall be paid by the buyer when a contract is concluded between them.

Article 5. Real percentage of brokerage will depends upon an agreement between a seller and a broker, on the one hand, and between the broker and a buyer, on the other hand.

Dear Edmario, prior matters to be done are followings.

As I have already said, our ELFO has a bankbook, but NO MONEY in it. The most important points are that the ELFO itself will promote creating the ELO (Earth-Loving Oases) around the world, helping its members construct or rent such buildings or space, invest in such construction, sell or buy such properties there, but that the ELFO will not be, in principle, an actor of buying, selling, investing, transferring money, issuing check etc.

The money and check flows NOT FROM ELFO in its name, but from a private person, a bank, a company concerned to other private person, a bank, and a company concerned.