



WAYS TO FUND YOUR NEW LIFE IN ITALY RIGHT NOW

An *International Living* Report
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7 Ways to Fund Your Life in Italy Right Now

An *International Living* report

By the staff of *International Living*

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Introduction

Could you see yourself running a rustic B&B in Italy's romantic Tuscan countryside? Or traveling through its time-burnished towns with a portable income, immersing yourself in its passionate food culture in your abundant free time?

There are lots of ways to get paychecks in Italy...so you can live *la dolce vita* without worrying about how you're going to finance it. You don't ever have to punch a time clock. If you're looking to start a business or fund your life with a fun, portable income there are many options available to you in Italy.

In this special report, we'll tell you about some of the great ways expats are funding their lives in Italy. We'll look at portable careers like photography and travel writing, but you'll also read about expats who have set up cooking schools and tour businesses. And you'll read about how one American brought her love of yoga to Rome and how another expat convinced his boss to let him work remotely—from a small town in Tuscany.

All those expats echo the same sentiment—they are not working 60 hours a week like they did back home. Instead, they are embracing the relaxed Italian lifestyle, meeting friends on a whim for coffee or dinner, and enjoying their new adventures.

Take Arlene Gibbs. She was working long hours as a screenwriter in Los Angeles. Her father told her she was existing, not living. She knew it wasn't a healthy future. But all of that has changed. Today, she lives in Rome with a fulfilling new business, and a lifestyle she simply didn't have back home.

Read on for seven ways you could fund your new life in Italy.

Plus, in a special bonus chapter, you'll read about how and where in Italy you can buy a home for the cost of a cappuccino...and a region of Southern Italy that's offering €700 (\$772) per month to live there.

Sincerely,



Jackie Flynn
Publisher, *International Living*

Chapter 1

How I Brought My Income With Me to Italy—and How You Can, Too



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Few places on Earth ignite the romantic senses like Italy—it's a country people dream of visiting, and once they do, they dream of returning. From the mouth-watering food, the exquisite wine and classic art to the rolling hills of Tuscany, the glittering Mediterranean Sea, and *la dolce vita* lifestyle, Italy is the stuff of dreams.

Despite the challenging economic climate, Italy is a place where you can follow your passions. In this chapter, you'll hear from expats who turned their love of Italian food into a business by teaching others how to cook it. Other expats have started tour businesses and yoga retreats. And you'll also read about an American who does the same job he did back home...only he's working remotely these days from the small Tuscan town of Cortona.

Run Your Own Cooking School in Italy

By Marcie Miller

If it sounds strange for an American to be teaching Italian cooking in Italy, think of it this way: Most tourists who come on a cooking vacation to Italy are American. An American chef understands what they already know about Italian cooking and what they want to learn.

Tuscany gets the majority of the publicity and tourism, but each of Italy's 20 regions has a unique style of cooking and its own specialties to offer. And expat chefs living throughout

Italy are happy to share what they are learning on the ground.

Romantics in Rustic Le Marche

New Yorkers Ashley and Jason Bartner chose to set up their business in the Le Marche region (pronounced “lay mar-ka”y) in a 300-year-old stone farmhouse, which they lease, outside the small village of Piobiccio. The Le Marche region is in central Italy, east of Florence, sandwiched between the Appenine Mountains and the Adriatic Sea. Think of it as the “calf ” on the boot of Italy. “We chose this location because it’s Italy’s best-kept secret,” Ashley says. “We really wanted it to be a rural, more authentic experience for our guests. The people here are wonderful and very welcoming.”

The Bartners fell in love with Italy while honeymooning in 2006 and set about making their dream of moving and working there a reality. They founded La Tavola Marche, an agriturismo business that is a combination cooking school, organic farm, and small inn, just a year later.

Jason had studied at the French Culinary Institute in New York (now the International Culinary Center) and worked for more than 15 years as a professional chef and culinary instructor, so he took charge of the kitchen. Ashley runs the business side of things, including organizing tours, playing hostess at the inn, and managing publicity and marketing, which includes their website and social media efforts, including YouTube videos.

Their goal was to produce meals that were “super local, seasonal, and traditional,” according to Ashley. They raise their own chickens and keep a large organic garden that supplies herbs, tomatoes, garlic, and more, all of which goes into the cooking. They have begun producing their own wine and recently bottled more than 600 bottles of *vino rosso*, or red wine.

Ashley and Jason say the secret to their success, at least on the business side, was having an Italian *commercialista*, a professional accountant/legal wrangler, work with them to get all the paperwork in order. “If possible, find an Italian ‘shark’ to help you navigate the waters of Italian bureaucracy,” Ashley says.

“He (Fabio Centurioni) was recommended by our estate agent, but we were leery of working with him at first. We met four times before hiring him.” The couple gave Fabio power of attorney, so he was able to sign papers in Italy on their behalf while they worked in New York and prepared for the move.

Ashley explained one bureaucratic issue they ran into: They are “self-employed” for work-permit purposes. But they had to first have a business address in Italy and actually start the business before they could get a letter from the local chamber of commerce—saying they had started a business—to submit a work-permit application.

Coming to grips with the language and the Italian temperament was also important. “Learning Italian is essential, as is developing a patient and positive attitude,” Ashley says. “Don’t fight the system. Go with the flow.”

Part-Time in Umbria

While the Bartners live full-time in Italy, Judith Klinger and Jeff Albucher split their time between their homes and cooking classes in Umbria and New York City. In Italy they specialize in small cooking classes, either at their home or at a client's vacation villa.

They gravitated toward Montone, a tiny, medieval walled village in northern Umbria, a land-locked region in the center of the country known as the "green heart" of Italy. "It's off the beaten path for most tourists," Judith says. They offer private cooking classes either in their house or at clients' vacation rentals.

"We'll meet them in the market, come back, and make lunch together," Judith says. "Or we can simply arrive at their villa and have the class there. We tailor the classes to the group experience but focus on introducing them to the local products."

Judith has culinary degrees from both the New York Restaurant School and Ital.Cook, a Slow Food institute in Jesi, Italy, where she took master classes in regional Italian cooking. Jeff assists Judith in creating the dining experiences.

They first came to Italy to open a restaurant. "That didn't work out so well, but it was an easy segue to private cooking and classes," Judith says.

Judith says the tourism cooking season follows the growing season—running from the first greens of spring to the late October harvest. They have also written a "cookvook," an e-book with videos, called *Cooking Simply: The Italian Way*. Italy is known as a country that loves red tape as much as it loves pasta, but the fact that there are many cooking schools—and other businesses—run by expats means it is possible. Judith has one essential piece of advice for starting a business in Italy: "Make best friends with the town mayor. Nothing gets done in Italy without connections."

Tuscany Holds Enduring Attraction

Italian-American Gina Stipo runs daylong cooking classes, as well as food- and wine-based tours, out of a restored 900-year-old mill she leases near Siena, in Tuscany. She has a long history with the country and the region. As a member of a large East Coast Italian-American family, Gina made regular trips to Italy. But when she started cooking for friends there in 2000, she decided to stay.

"While earning a business degree, I would have pasta parties and cook for my friends. It never occurred to me I could do this for a living. At first I just wanted something to support my lifestyle," she says, "but then it got bigger and bigger. I did it spontaneously." She fostered her passion for cooking with training at the Institute of Culinary Education (ICE) in New York, years of professional cooking experience in the U.S., and training in Italy.

Once she moved to Italy full-time, she began by holding cooking classes in the kitchens of estates in the Tuscany region and hosting cooking tours. Then she moved on to the mill and setting up Ecco La Cucina, which simply means "Here's the Kitchen."

In addition to the classes and tours, she has written two cookbooks based on regional cuisine. Her sister, Mary Potter, works from her home in Dallas to coordinate the tours and classes.

Gina says speaking the language is key to a successful move to Italy. “You should spend at least a month there by yourself speaking only Italian,” she says.

She now has a permanent resident permit, but it took her 12 years to get it. For those who want to spend more than the allowed three months on a tourist visa, she recommends applying for an elective resident visa. That will give you time to travel, get to know the country, and start the business license process.

Where to Start Your Cooking School

While each of these expat cooks chose their locations for different reasons, they all say there is room for more cooking schools in Italy.

However, they suggest looking at areas beyond obvious ones such as Tuscany, and taking your time to explore a number of different regions, before choosing one.

Gina recommends heading south to the “heel” of Italy, Puglia, or even offshore to the Mediterranean islands of Sicily or Sardinia. “Tuscany is very expensive now,” she says.

Ashley recommends the Abruzzo region, which is known for its wine and proximity to Rome, but is not as popular with vacationers—or as pricey—as Tuscany.

If you dream of moving to Italy but can’t even boil water, there are other food-related opportunities, too. Consider leading a food and wine tour with stops at cooking schools or opening a small gelato shop in a romantic hill town, or on one of Italy’s coastlines—Adriatic or Mediterranean—or starting a website with reviews and recommendations.

As Ashley says, “Keep up that American spirit of hard work and you’ll do well.”

New Life, New Business, New Friends in Affordable Florence

By Georgette Jupe

For Lisa Condie, Florence is where her soul feels most complete.

“I adore the Oltrarno area of the city, as well as my new neighborhood around Borgo Pinti,” she says. “Here, I love the sandwich shop Borgo alle Fate, or meeting a close friend for a lovely long lunch at Natalino. Both areas are quieter than central Florence and have a great neighborhood feel to them. Once I step into the Oltrarno area (other side of the Arno), I feel like I have escaped the crowds. Neighborhoods of artists, small trattorias, and shops are friendly and slower paced. Once you spend time in a neighborhood, you begin to become part of the community. I like knowing my barista, servers, and artisans that I pass and wave to each day.”

Lisa has taken the concept of “a new lease on life” to the next level. She currently lives in Florence part-time, traveling back and forth from Salt Lake City several times a year. She is owner and founder of *Find Yourself in Tuscany*, a luxury boutique tour company offering week-long tours for women in spring and fall to some of Italy’s most romantic locations: Florence, San Gimignano, Cortona, and more.

It all happened for Lisa after age 56. Until then, she hadn’t ventured much out of

her native Utah. But when she went to Italy in 2012, she was coming out of one of the hardest periods of her life. Eight years after a painful divorce, and reassessing her assets at home, she felt the urge for something more. And she found what she was seeking in Rome: *This* was her happy place; it was Italy.

“I had an epiphany of sorts outside a coffee shop in Rome in 2012, when I realized that I had felt more joy the previous two weeks than I had in the previous decade. I had assumed, at first, that it was because I was on vacation. But I noticed the Italian people enjoying everyday life in a way I didn’t see in the U.S. It was as though every gathering, meal, or event was a celebration—and I wanted more of that in my day-to-day life. I didn’t want to wait until I retired at 65 to begin to savor each day.”

But how to make it happen?

After selling her house back home and closing ties with her fitness business, she decided to use her nest-egg to live in Italy. Naturally, some friends thought she was crazy or was having a mid-life crisis, chasing a dream that would not end well.

But Lisa remained determined. “In the U.S., people work like dogs until they are 65, and then retire. In Europe, it’s different. People enjoy life, every single day, and I wanted to experience that.

“The work ethic in the States seems to involve more hours with less enjoyment than anything I see in Italy. Lunches eaten at the office, long hours at the office, and few weeks of vacation are worn as badges of honor. Whereas, in Italy, you expect to still enjoy life while working a job.

“After selling most of what I owned back in Utah, I knew I had enough to last me one year in Italy on a reasonable budget, after figuring out rent, food, and expenditures. I knew I could stay for three months [the legal time you can stay in Italy] and did just that. I decided I wanted to stay longer, so I started the application for an elective residence visa, which would allow me to stay longer than the 90-day period,” she says. This type of visa is typically used by older—and wealthier—citizens who want to enjoy Italy’s slower lifestyle, and who don’t need to work to support themselves.

“The most frustrating thing about applying for an elective visa is that there are no solid criteria. Each consulate can decide on every individual case, and no set amount of money seems to be required by all. Basically, a person needs to show enough income to cover a year’s worth of expenses in Italy. It is designed so that the applicant will not need to acquire a job in Italy, and can show a rental contract for the year desired. As with all things in the Italian bureaucracy, it’s not easy to navigate. It was a tiresome process, but I filed the paperwork and remained honest about my finances and situation.”

Lo and behold, this positive attitude paid off. Her visa was approved, and Lisa embarked on her new life in Florence, cradle of the Renaissance. By making smart choices, she figured out how to live on around \$30,000 a year.

“I had met American women who were in Florence, spending €2,000 to €2,500 [\$2,220 to \$2,770] or so a month on rent, with incredible views of the Duomo. Which is great. However, I would rather just walk out into the piazza and get my views there. Finding a place for around €1,000 [\$1,110] a month is completely possible.

"I have rented apartments for €800 to €1,000 [\$880 to \$1,100] a month. I shop about three times a week at the Sant'Ambrogio market, where I can buy sacks of fruits and vegetables for €5. Cooking at home is much cheaper here than in the U.S., and I find dining in Florence to be expensive, so I generally opt for lunches out rather than dinner. However, I eat out about five times a week, as great food and social interaction are a high priority."

About a year into her new adventure, Lisa started to write for the *Huffington Post*, offering tips for living in and traveling to Italy. Soon enough, she was inundated with emails from women writing, "I love your articles, I'm coming to Tuscany, what do you think I should do?"

She then had another epiphany that changed her life. "It just dawned on me that I could help these women have a truer, more authentic experience on their trip here. Many times they are just searching on Google or TripAdvisor, so they lack the knowledge of a true insider on the ground in Italy."

She first opened a tour company in 2013 with her then partner. Most people who took part in that first trip knew them personally. The trip went well, and Lisa realized this could eventually fund her life.

A year later, Lisa and her partner parted ways. She now runs her own boutique tour company, showing small groups (around eight to 12) of women around her favorite haunts. More importantly, however, she introduces them to people she's met and has cultivated relationships with along the way.

"I know when we go on our tours we always go with Andrea, our driver and a close friend. The ladies also get to meet Ivan in his shop in the historic town of Cortona, while sipping prosecco and tasting his olive oil. He treats them all like family, and that's what I want people to experience. Every detail of the tour is taken care of. All the ladies have to do is show up."

If you're looking to set up a U.S.-style business in Italy, Lisa has some sage advice: "It should be organic; when dealing with people abroad, you have to shelve your U.S. 'time is money' attitude. Here it's about relationships, and rushing things can be rude. People aren't as motivated by money as we are; they want to get to know you over time. And email isn't their favorite form of correspondence; a face-to-face conversation or phone call is much preferred."

Lisa also makes plenty of time to enjoy the city she loves so much.

"There is no such thing as being bored in Florence. I soon realized, upon my arrival in 2012, that my education had been woefully inadequate in art and history. I took it upon myself to go to every museum exhibit, and study before and after on what I was seeing. I walk all over the city and in and out of churches and museums. This walkable city is filled with more fabulous treasures and history than you could explore in a lifetime.

"I love the location of Florence for day trips, and often leave early in the morning for a town nearby and return by bedtime. The trains allow inexpensive travel, and the first year I spent in Florence, I traveled every weekend."

“Also, I have been so fortunate to make close friends with Italians, both in Florence and nearby communities. I will often spend a day or two with them, and this was an unexpected gift from my time here. I have heard people say that Italians, and Florentines, are a closed community, but I have had many experiences to the contrary.”

Where You Can Offer Tours in Italy

If you, too, would like to make an income offering tours in Italy, here are just a few locations to consider:

- **Veneto:** The Veneto region is perhaps best known as the home of Venice, with its romantic canals and colorful gondolas. But the surrounding countryside also has much for visitors to see, including historic Roman-era buildings, stately villas, and pristine lakes.
- **Emilia Romagna:** *International Living's* Italy correspondent, Valerie Fortney-Schneider, has called the northern Italian region of Emilia Romagna “the epicenter” of Italian food producers. A must-visit for any foodie.
- **Amalfi Coast:** Home to some of Italy’s best beaches and to coastal mountains that plunge spectacularly into the Mediterranean, this region has no shortage of sights for visitors to enjoy.
- **Puglia:** This southern region is just starting to tap into its tourist potential. It has a wealth of scenery, history, and sandy beaches waiting to be discovered.

3 Types of Tours You Can Earn With in Your New Home

No matter where you live in the world, if you’re passionate about your overseas home, you can make an income or side income by offering tours.

- **Walking tour:** On walking tours, you can take people on either a general tour of the locale or a more specialized trip. Generally, you charge a fixed price for a tour. Also worth thinking about is a website or Facebook page, business cards, leaflets (to be given out at hotels, B&Bs, and the like) and maybe a brochure.
- **Excursions** go one step further than walking tours. With some sort of transport (like a car or a boat) you can take visitors on sightseeing drives or cruises, fishing trips, birdwatching trips, and more. Investing in a local guide to help the business grow may also be worthwhile.
- **Outbound tours** take travelers to another country. You create the itinerary and show the group around. These require more thought on your part, as you have to factor in accommodation and logistics for your clients.

Embracing a New Found Freedom in Florence

Shari Hochberg took up yoga as a way to cope with her stressful lifestyle when she worked in San Francisco for a big ad agency as a marketing and project director.

She had a life like many others with hard-charging careers: a 60-hour week, a lot of stress, and very few relaxing weekends.

When the economic crisis hit and Shari was laid off, she embraced her newly found freedom and moved to Florence, Italy. She noticed that there were not many yoga studios in Florence, so she decided to open one in 2013.

She started Sole Yoga Holidays leading retreats for small groups in warm sunny locations such as Morocco, Greece, India, Israel, and Italy. She combines cooking classes, boat trips, camel rides, and gourmet meals with twice-daily yoga sessions, which can be skipped by clients without risking a rebuke.

"It is a booming and very competitive industry now, but I offer something that's different," says Shari, who has six holiday packages organized for the rest of this year, ranging in price from \$1,000 to \$3,600 per person.

"I want people to go on a retreat where they can let their hair down and have a good time. If they want to do yoga, they can. If they don't that's OK."

The clients seem to like her relaxed approach as Shari has 65% to 70% repeat clients on every retreat. "They come back and bring their friends, mothers, boyfriends. Because it is all about enjoying it."

Sixty percent of Shari's income comes from her yoga retreats, the rest from running yoga classes in Florence and some occasional freelance social media marketing projects for Italian and American companies.

She runs yoga classes from her apartment, which is a 10-minute walk from the famous Ponte Vecchio.

Despite the central location, the rent is relatively low, less than \$1,000 per month. "I rented an apartment and converted the front room into the yoga studio. I live at the back, and it makes financial sense as I can deduct my utilities and part of my rent," she explains.

The space is quite small and can accommodate only six students at a time, but Shari prefers to keep it that way. While she runs the retreats through her U.S.-registered company, to set up a yoga studio she applied for an Italian self-employment visa.

"I met up with a lawyer and tax advisor who helped me to maneuver through everything. It was a long process and took about a year, but it was worth it," says Shari.

Shari is enjoying the *dolce vita* that she dreamed of for a long time. "I step outside my door, and I am in sensory heaven. I love the architecture, the colors, history, and smells emanating from my local bakery. It is an endless love affair!"

Keep Your Paycheck While Starting a New Life in Italy

Teleworking, telecommuting, remote working...call it whatever you like, it's catching on. And the bottom line is, with the technology available today you could move overseas and take your job with you. If most of your daily work is conducted via email and telephone, then you may be in the perfect position to approach your employer about working remotely.

You can live in Italy, earning in dollars while spending a fraction of what it would cost to live back home. You can set up home in a small Italian town, a cosmopolitan city like Rome

or Florence or in the countryside in Tuscany and maintain your regular income. You can eliminate the commute through the snow and reclaim the hours spent in traffic...replacing them with a morning walk along the beach or an early visit to a local café.

Every time Sam Baines and his wife, Starr, returned from Italy, they felt homesick. They had been going on holidays to Cortona, a small town in Tuscany, for 13 years. After one such visit, they decided to make their dream a reality and move permanently.

"I like walking in town, going to a small local grocery store and butcher, taking everything at a slower pace," says Sam. "There are so many things to do here that do not require driving."

The Baines now live in an apartment in a beautiful 16th-century building, right in the heart of Cortona's historic center. Sam's job involves assisting clients with moving data from one center to another, and he found that taking his work remotely to Italy requires being flexible as an employee. His clients may call him at 10 p.m. or 2 a.m.

"My schedule depends on the project I am working on, and my working hours can be strange," Sam says. "Working with different time zones can be challenging, but it is a good trade-off. I am happy to do it as long as I can live here."

Even where internet is reliable, however, it may not be as fast as you'd like it to be. Sam would like to use Skype more while he works in Italy, but at the moment it is not possible.

"My internet service provider is not great for telephony as the connection is too slow," notes Sam. "I hate talking bad about Italy because the pluses of living here outweigh the minuses by far."

And despite that hiccup in technology, Sam still gets the job done. He travels abroad from Italy once a month for work, though the majority of his working hours are spent on the phone or computer.

How to Convince Your Boss to Let You Work Remotely

If you're concerned about your boss letting you work remotely from Italy, do some thorough research before broaching the subject.

- Find out about the costs and reliability of local internet providers where you're headed.
- Lay out a plan for keeping in touch and dealing with time zone differences. Be flexible with your time to accommodate their office hours. You might have to schedule a 6 a.m. weekly conference call to check-in with team members.
- Point out the benefits to the employer: You'll take fewer sick days, you won't need to take personal days to run quick errands, and you're more likely to stay with the company longer. Additionally, the company cuts costs in their office expenses. It's a win-win!

Chapter 2

The Income Ideas You'll Discover When You Move to Italy



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Grow Your Network to Boost Your Business in Italy

By Barbara Winter

If you're ready to move to Italy...with all the promise it holds of warm weather, being your own boss, and working just a few hours a day...but the prospect of actually packing up your worldly goods and getting on that plane sounds intimidating, let me tell you something. You have a sister.

Right now, I'm packing up for an extended trip to Europe. At the end of it, I'm going to give seminars on the benefits of self-employment. I love this part of my work...meeting new people, visiting new cities, and spreading a message that I truly believe in. Best of all, I've discovered that the entrepreneurial spirit has no geographic boundaries. Every day enterprising folks all over the world are putting their ideas into action.

Being able to earn as I travel is a great bonus of being self-employed, but there was a time when I feared that I would never figure out how to see the world.

Two things made a big difference, and I have passports full of stamps as evidence. The turning point began when I realized I could create a business that incorporated travel. I got

really clear about what that looked like. I didn't want to be one of those weary corporate road warriors I encountered in airport lines. As a self-employed person I could control not only the amount of travel, but also the destinations.

But...oh, help me...it can be difficult to organize everything before you go for an extended excursion...let alone a new life and business. And at this point in the proceedings it would be all too easy to give up, sink back into your sofa, and stay put. But that's hardly the spirit of adventure, is it?

Take heart. There's a reason why you want to go in the first place, and it's important to hold that dream in sight. You know that once you get there it will all be worth the effort. Along the way, I also discovered the things that make for smoother travels, also make for smoother business start-ups. Here are a few things you can do that will help you stay on track.

Put yourself in charge of maintaining momentum. Momentum, says my dictionary, is impetus gained by movement. We learned the essence of it in high school physics when we were taught that a body in motion stays in motion; a body at rest stays at rest. It's easy enough to see how that applies to a Frisbee, but not always so obvious when we're thinking about a project, idea, or dream. Every endeavor begins as a body at rest. It's up to us to apply the momentum to get it in motion.

So exercise your entrepreneurial muscles. Start a small profit center or two before you go. Or create a project and come up with a new way to fund it. Experiment.

The more momentum-minded you are, the more dreams you'll achieve. It's as basic as high school physics. Just remember that the real enemy of success isn't failure. It's inertia.

Don't forget that momentum is fueled by passion. It's not impossible, but it is extremely difficult, to make things happen if you're lukewarm about doing so. Entrepreneurs are often driven by the passion for freedom, creativity, curiosity, independence, the opportunity to serve others, personal growth, and adventure. If any of those things doesn't make your heart beat faster, your passion reservoirs are dangerously depleted.

Give up ambivalent commitment. It is not making a commitment to say to ourselves, "I'll just try this and see what happens." Genuine commitment says, "This is what I'm going to do and keep doing until I succeed." Even glorious dreams require some less glamorous tasks. Keeping the end result in mind can carry you through the boring parts—like applying for a business license or finding a shipper for your household goods.

In moments like these, I remember the wise words of Thomas Paine, who said, "Those who would reap the blessings of freedom must be willing to undergo the fatigue of supporting it." It's still true.

Put problems, setbacks, and obstacles into perspective. Why didn't someone tell us, in a positive way, that life is an ongoing problem-solving exercise. And if we embrace it with enthusiasm and solve the problems in front of us, we're on our way to upgrading to a better class of problems? Since that message hasn't been widely circulated, many people treat problems as punishment or failure. "Why is this happening to me?" they wail.

"Because you can't grow without challenge," I want to reply. The only people who don't

encounter setbacks are not going anywhere to begin with.

Very often, the act of solving a problem creatively contributes more to our momentum than any other act.

Stay focused on the ultimate rewards. Letting yourself be pulled ahead by your vision can create a huge amount of momentum. One of the best ways to enhance this is to keep visual reminders around you. Pictures, inspiring words, and other representations of your final results can keep your mind paying attention to the right things.

Keep the dream alive. Visualize your new business. Give it a name...see in your mind's eye how you will present it or decorate it. And in the midst of all that has to be done before you go, never lose sight of the road ahead.

Ditching Hollywood Glitz to Get a Real Life in Italy

By Valerie Fortney-Schneider

Arlene Gibbs was on-set in Toronto, working on a movie in production, when she realized she needed a life change. The two months she spent on location was the longest period she had been away from Los Angeles since she began working there 10 years previously.

"Everything in L.A. was about 'The Business'," she says. "Everyone I interacted with at work...at the cafes...even at the gym was involved in the movie industry."

Her time in Toronto was an epiphany. "It hit me that I was without a personal life, working long hours, and being almost completely absorbed by the job," the former screenwriter, now in her 40s says.

"I realized that my movie characters were having lives, but I wasn't." Her father told her she was existing, not living. She knew it wasn't a healthy future. But all of that has changed. Today, she lives in Rome, Italy with a fulfilling new business, and a lifestyle she simply didn't have back home.

"In L.A. I had to make an appointment three weeks in advance to get together with friends, and then often they'd cancel at the last minute. I was lonely despite having lots of friends."

In Rome she can grab an unscheduled coffee with a friend and finds that there are always people ready and able to meet for a drink or dinner. "My Italian friends will often decide that day to have a dinner party or go for *aperitivi*. If you can come great, if not, they will see you soon. Nobody is scheduling dinners three weeks out. That's bananas."

Arlene first visited the Italian capital in 2005 and says she felt at home immediately. "I thought maybe I'd move there for retirement," she says. The move, however, came sooner than she expected.

The decision to ditch Hollywood was spurred on when the production company she worked for closed. Arlene planned her move and found an apartment in the historic center of Rome. She sold or donated many of her belongings, shipped the rest, and arrived in Rome on April 1, 2008 with a load of luggage and a handful of contacts.

“On my first day I moved into my apartment, got a *codice fiscale* (tax ID number), and started exploring the city.”

For income in the beginning, Arlene brought along some writing projects to sustain her while she settled in her new life. She co-wrote a script for a feature film, *Jumping The Broom*, which was a commercial success.

But surprisingly, a lucrative screenplay didn't change things for Arlene in Hollywood circles. “I was repeatedly told that my ‘sabbatical in Rome’ must end and that I needed to return to Los Angeles if I wanted to continue a screenwriting career.”

She thought long and hard about her decision, in the end opting to stay in Italy where she was building a life, not just a career. So she returned to something she loved long ago but didn't pursue—interior design.

Arlene had a brief stint in design right after college, at the Bloomingdale's Executive Buyers Trainee Program working in the Home Furnishings division. She says friends constantly asked her advice about decorating and furnishings, so the passion for interior design wasn't new for her.

To retrain, she interned with an Italian designer who also does furniture—despite her lack of Italian language skills. She was introduced by a mutual friend, and Arlene initially met with the designer for advice on going back to school for design. She was offered an internship and worked in the designer's showroom.

It was a steep learning curve for Arlene. She thought she spoke decent Italian, but quickly discovered she had a long way to go. “I spoke ‘expat Italian,’” she says, “enough to get by.”

The designer was fluent in three languages, but every time Arlene had to answer the phone she was in a panic. She immediately started Italian lessons again, taking private classes, studying solo, and doing a language exchange with a friend to improve her Italian quickly.

The internship experience served to further fuel her choice, though, and she then attended an intense workshop with Kathryn M. Ireland, a famous British textile and interior designer based in Los Angeles. Arlene also attended the *Salone di Mobili*, the definitive international design expo in Milan, which provided more inspiration.

Her first client was a friend who had fired her previous decorator and needed to finish her apartment re-do. From that first job, Arlene started to build her credibility and portfolio, quickly landing a job collaborating with a noted architect, Domenico Minchilli, on a villa in Tuscany.

“In design, when you are first building your business, the majority of your clients are going to be friends and family,” says Arlene. “It doesn't matter if you graduated with perfect grades from Parsons or if you are selftaught. Working with someone on their home or business décor is a very intimate thing. Few people would feel comfortable with hiring a complete stranger with no portfolio.

“Once you have a portfolio, people can see your work. Most designers find new clients

by referral, even the ones who are well-established. It's a collaboration. It's important that the client and the designer are in sync."

Arlene spends a lot of time in Tuscany, Umbria, and Rome, working with upholsterers and blacksmiths, visiting craftsmen, and sourcing fabrics. "The craftsmanship is so incredible here," she says. "Custom furnishings that will last a lifetime are really appreciated and available. I love discovering these artists' workshops and working with them. There is an artistry and history behind each object."

Her design work, she says, is almost like being on a film set, putting every detail into place to create just the right atmosphere. Arlene discovered that the narratives she told in film could also be told in design. Many of the skills she already had were put to use in her new venture.

"Decorating involves the visual arts and—like making a film—it's a creative and collaborative effort," she points out. "I have to work with the owners, the architects, and various builders and craftsmen. But interiors are homes, not just 'sets' for show. Each piece, each fabric has meaning and significance or says something about the building or the owner."

The business aspect had to be dealt with, too. She opened a *Partita IVA* (business tax account) and hired a *commercialista* (business accountant) to keep everything on an official business level. Business and tax laws are complex and incomprehensible even to most Italians.

"There are a lot of complications in setting up a business in Italy, but my *commercialista* is good and is very patient in explaining tax laws to me," says Arlene.

Arlene's parents hail from St. Martin in the Caribbean and their citizenship enabled her to get a French passport. Because it's from a European Union country, she was allowed to work in Italy. In general, American and Canadian expats can live and work in Italy after obtaining a visa and some other necessary paperwork.

Arlene says her design philosophy of "stylish simplicity" is influenced by her Caribbean heritage, her career in film, and the daily inspiration around her in Italy. Her portfolio, contacts, and client base have been expanding steadily. "I have Italian clients as well as expat clients. I'm glad that I'm able to not just live in Italy, but also work in Italy."

Her current projects include designing an urban apartment in Rome, a villa in Tuscany, and a beach house in the Caribbean. Arlene has also recently taken on commercial design. In the future, she plans to design a line of bedding and candles.

Interior design was clearly the right career choice for Arlene, who bursts with excitement over her new work. Her new career is still a job, of course. She works some weekends and has to travel.

"I'm not on a perpetual vacation as many of my U.S. friends think," she says. "This is a difficult industry to break into, especially in Italy. There are four times the number of architects in Rome than in the city of London, which is much larger.

But I'm sourcing materials and furnishings, learning about the traditional crafts, and

seeing some great places in the process.”

She says that it is a job, but at the end of the day she can pop down to the piazza and find a friend to enjoy a Prosecco and unwind.

“Creatively, it is inspiring, but personally it has been an amazing change. I’m more integrated now. I love what I do, and I finally got a life!”

What You Need to Know about Italian Visas

- **Short-Term Visits**

North American citizens do not need a visa for short-term stays in Italy. You can visit and stay 90 days in a 180-day period without a visa. That means if you stay for 90 consecutive days, you must leave and remain outside Italy—and other Schengen countries—for 90 days before you can return.

- **Long-Term Visa**

If you want to live in Italy for a longer period, you’ll need to obtain a visa from the Italian Consulate in your home country before arriving in Italy. It can take a few months to compile the necessary paperwork and receive approval, so plan ahead. Different visas are available depending on your circumstances, such as a student visa, freelance work permit, tourist visa, or elective residence visa. Check with the Italian Consulate in your area regarding restrictions, regulations, and required paperwork for each type of visa.

- **Permit to Stay**

The visa allows you to enter Italy for a period longer than 90 days, but to stay you’ll need to obtain a *permesso di soggiorno* (permit to stay) after you arrive. You’ll need to take all the original paperwork you provided to the consulate and declare your presence at the provincial immigration office and start the procedure for your *permesso di soggiorno*. The actual forms for the *permesso di soggiorno* are obtained at and then submitted to the post office.

Chapter 3

Fund Your Life in Italy With a Fun Portable Income



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What if you could collect your paychecks from a beach in Sicily? Or from the terrace of a café in Rome? Or both? You could enjoy *la dolce vita* and get paid while you're at it...

Below are two fun ways you can fund your dream life in Italy. These days, the world is more interconnected than ever and the possibilities for a portable paycheck are almost never-ending. You don't need an MBA or thousands upon thousands of start-up cash to create a business for yourself.

With portable careers like travel writing and photography, you can pay for your new life in Italy...and have fun while you're at it.

Breaking Free From the 9-to-5 to Explore Sicily

By Gigi Griffis

It was mid-December in the Mediterranean—a bright, sunny, blue-sky day, brisk and perfect for a light jacket—and I was on a quest for the best cannoli in town.

Cannoli, in case you haven't had the pleasure, are delicate, crisp pastry shells filled with lightly sweetened cream made from ricotta cheese and sometimes topped with candied cherries or pistachio bits. The treat originated in Sicily—and experts say that's still where

you'll find the best of the best.

The ones I found at a tiny, hidden café in the Sicilian cliff-side city of Taormina fit this description perfectly. Every bite was a joy. And I found them, not in a bustling city-center cafe, but in a tiny, two-table shop hidden away beside a grocery store. La Pignolata Guinness serve the lightest cannoli. They pipe the sweet, creamy filling fresh when you order so they stay crisp and melt in your mouth.

Taormina is much-loved by visitors for its sweeping ocean views, charming town center, and massive Greek amphitheater overlooking the coastline. Here, I climbed staircases to castles, explored cobblestone alleyways, shopped for warm winter scarves and locally-made, heavenly-smelling lemon soaps, and ate plates of lobster pasta and Sicilian lamb on charming restaurant terraces.

I love to combine my passions for food and travel by hunting for the best local specialty in each new place I discover, the premium pizza in Rome...the best crepes in Biarritz, France...the finest Swiss chocolate in Zurich...

I've also spent time exploring castles and lush, verdant gardens in France's historic Loire Valley, buying still-warm baguettes as the sun rose over Paris, spending winters in walled Spanish fortress towns, hiking the rocky rooftop of the Italian Dolomites, and walking the colorful fishing villages of the Cinque Terre on the Italian Riviera.

When I tell people about my travels they wonder how on earth I can afford to spend my winter in Sicily chasing pastries, or my spring on Croatia's Dalmatian coast exploring resort towns and my summer in the lush, green mountains of Eastern Europe.

The answer is my portable income as a freelance writer. All I need is a laptop and an internet connection and I can work from pretty much anywhere... French beach retreats, Swiss Alpine villages, glamorous European capitals, Italian country towns...they've all been my home and I've earned money while exploring and enjoying all they had to offer.

This year, I'm already planning new adventures in Rome, Venice, Austria, Croatia, and even lesser-known gems in places like Bosnia and Herzegovina and Slovenia.

I'm so glad I took the plunge and found a way to fund my adventures. Today I have a whole world of possibilities, it's hard to imagine my life any other way.

Get Started in Travel Writing

Here are five tips to get your travel writing career up and running:

Read travel publications: It's easy to learn from the experts. Their work is widely available. Study good travel features carefully to see what they cover and how they're structured.

Practice writing: Write 1,000 words about your vacation. Put it away for a month and then read it again. Do you still find it interesting? If not, try again.

Start a travel blog: This is a great way to raise your profile and keep you in the practice of writing.

Approach an editor: Ask for a publication's submission guidelines and stick to them. For a first-timer, it's best to submit an article. As you become more experienced and better known, it's acceptable to outline a proposal.

Take a course: *Great Escape Publishing* runs courses and workshops in travel writing.

Travel With Your Camera For This Easy Extra Income

By Elizabeth Coughlan

I've spent my life living overseas, teaching in international schools, and now that I'm retired, I want to travel even farther. I just need a little extra income to do it...and now I've found it.

As I neared retirement age, I realized that I would have to find a way of making some extra money if I wanted to continue traveling and maintain my lifestyle.

My pension, although adequate for a sedentary life, wasn't going to allow me much freedom. So I began looking for ways where I could earn a little extra money here or there, as I continued to travel. That research paid off when I discovered that I could take travel videos with my regular camera and sell them.

I've always been the family photographer, albeit with a little point-and-shoot camera, and I began selling photos to stock sites. Then I discovered I could increase my earnings by uploading video clips to the same sites.

But there's a whole market out there for making travel videos.

I've started out charging \$100 per minute of finished video for a day, but as I progress with this, I can see how I can easily charge more.

Last year I traveled around Italy three times, namely to Reno, by Lake Maggiore. It was there that I made a video of a local restaurant. I got paid \$224 for my restaurant video...and I also took a trip into the mountains, and a boat ride around the lake.

I have also discovered, I can upload video clips to the same stock sites. This is even more fun, and I can earn even more money. Video clips can be anything from five to 30 seconds and with just 100 of these short videos uploaded, you can earn around \$100 per month.

There is a whole market out there for making travel videos.

My retirement now involves taking photos and videos as I travel. Some I will upload to stock websites and wait for them to sell, and others—like the restaurant video or the day-trip videos—will be for direct payment.

Who would have imagined that retirement could be this much fun?

How My Hobby Funds My Travels

By Leslie Ehrin

With relatively little effort, I've earned hundreds of dollars a month, selling photos from my European vacations at art festivals...private school fundraising events...and art gallery shows.

These are simply photos that people want to hang on the wall.

I began taking photos during vacations while I was still in a job...sometimes I even took photos when I was commuting. I always carry my camera with me and these days I make a living from it.

Photographs that depict everyday scenes with a novel twist, or which are humorous, beautiful, or thought provoking sell well.

In Venice, for example, I spied commuters headed to work one morning in a gondola. These people were wearing suits and talking on cell phones, as commuters everywhere do.

The image made me smile. Most people talk on cell phones trapped in their cars commuting to work on an expressway, not floating to work in a gondola along the Grand Canal.

I've sold that image, as a framed print, in three different venues over the space of a month. Other people obviously have found it as amusing as I did.

There is a new public art gallery near my home, and every month, artists, and photographers are invited to enter multiple pieces of work into a juried exhibit there for a fee of \$5. My "Venice Commuters" sold there and I made \$200.

In the Italian fishing village of Portofino, I photographed colorful boats in the harbor. Yachts and rowboats with red and yellow flags, bobbing in sparkling blue seas are always popular and I've sold almost 20 images from this trip—one for \$300.

There are many commercial printing companies in business these days that do a terrific job printing from photographs, on canvas, for reasonable prices. Some will even stretch the image and ship it for a small additional fee. Most of these companies can be found online or in bricks-and-mortar locations in most communities.

Am I getting rich selling these images? No. But photographs that would previously be hidden in a drawer are now working for me, earning a passive income. Anyone can do this...just travel, take photos, and when you sell them, collect the checks.

Submitting Photographs for Publication

If you're approaching a publication with ideas, travel photographer Efraín Padro has the following tips to offer.

1. Research the publications you wish to submit to and make sure your style fits theirs. If they feature lots of articles and pictures of landscapes, for example, make sure that's what you like to shoot.

2. Make sure you review the publication's submission guidelines and follow them.
3. Review about a year's worth of previous issues to get a feel for the publication and make sure you do not propose something that was recently covered.
4. Do not worry if you get rejected. Try another publication, and try the same publication with another proposal.
5. Always be courteous and professional, and respond to inquiries or requests promptly.

BONUS CHAPTER

A Home in Italy for the Cost of a Cappuccino

By Anna Lebedeva



© Valerie Fortney-Schneider/IL

Imagine owning your own dream property in Italy, the land of olive groves and terracotta roofs, Renaissance art, and divine food and wines. From the Alps to the sun-kissed hill towns of Tuscany, breathtaking beauty surrounds you at every turn.

If you're determined, you can enjoy a slower pace of life in the land of abundant sunshine and quaint villages, in your own Italian property. Sound extravagant? Not so. In fact, you can buy a house here for just €1 (\$1.10). All you have to pay is the cost of the renovation project and some administrative and legal fees. So what's the catch?

The houses on offer have been abandoned for decades and require major renovations. However, in most cases, the cost of work is relatively low—€20,000 to €50,000 (\$22,080 to \$55,200)—depending on the size of the house. It's an investment, certainly, but it's hardly a huge sum to pay for your own piece of Italian paradise.

In the last few years, several small towns and villages across Italy have offered houses

for sale for a tiny price—a common figure is €1. This is an attempt to revive dwindling communities and put the brakes on rural depopulation. Most Italian municipalities have a glut of abandoned properties falling into disrepair because there are no funds to maintain them.

In other cases, the dilapidated buildings have been inherited by locals who still live nearby or who emigrated abroad, but who have neither the desire nor the money to look after them. The owners are happy to sign the buildings over to the local authorities, who have since devised the plan of enticing people to buy these potential homes for a nominal fee, on the condition that the properties are renovated and put to use.

How It Works

Potential buyers, Italians or any other nationality, must submit a form (downloadable online) and explain their plans for the property.

In most cases, preference is given to those who want to open a B&B, hotel, artisan store, or any other type of business that will benefit the community and attract visitors.

When all the legal documents are signed, the new owner is required to submit the renovation plans within a period of time ranging from three to 12 months—depending on the town. They must then start work within a year and complete the project within the next three. If the requirements are not met, the town can buy the buildings back for the price paid.

Other expenses include a guarantee fee, ranging from €1,000 to €10,000 (\$1,104 to \$11,040), which some local authorities ask you to pay to demonstrate that you're serious about your plans. Add the legal fees for buying a house, which can add up to €3,000 (\$3,312).

Using local builders is not always required, but demonstrating an intent to do so would help your application. As all €1 houses are in the historic parts of towns, you'll have to follow regulations for restoring old buildings (for example, using local materials, not altering the façade, and the like). After five years, you'll be allowed to put your restored house up for sale on the private market.

In general, the town halls are supportive and do everything they can to assist buyers who want to be part of the towns' communities. They're willing to give a grace period on the deadlines in case of certain delays that may occur, due to the bureaucratic procedures within the municipality.

The main drawback is that you must communicate and submit the documents in Italian. So if your language skills are not up to scratch, you'll need to hire an interpreter or ask Italian friends for help. Also bear in mind that there are always more applicants than houses on offer, so the moment the town hall publishes the announcement of the €1 house plan, you have to act fast and submit the required documents immediately. Add a good business plan, letters of recommendation, and anything else you think could help your application stand out.

Here are some locations in Italy where opportunities like this were recently available.

Ollolai, Sardinia

The tiny town of Ollolai, in central Sardinia, attracted a lot of attention when it put about 20 stone houses up for sale at €1 apiece. The town's population has been decreasing over the last 50 years, with many abandoned houses crumbling to the ground. Despite its small size, Ollolai has a very active cultural scene, and locals proudly don their colorful traditional costumes for regular folk festivals and religious celebrations.

Expats Diederik and Brenda Braet moved to Ollolai with their daughter, Chloe. They paid €1—just a little over the price of a cup of coffee in a local bar—for a 1,290-square-foot, two bedroom house with a spacious roof terrace overlooking the town. The Braet family had to pay a guarantee fee of €1,000 (\$1,104) to the municipality to proceed with the work.

The cost of their renovations is €50,000 (\$55,206), and the builders are all local and officially certified. "There are rules that have to be respected when restoring the house, because it is in the old center. For example, we have to use a certain sort of local stone, particular colors, and the door frames have to be done in a certain way, as well as the roof," says Diederik.

The Braets plan to set up two businesses: a petting zoo and an international street food festival. "Everyone in the village is warm and friendly and the town hall has been very helpful. People say things move slowly in Italy. I can say it is not always true. It all depends on your mentality and motivation. We are determined to make it work, so for us, things are going fast."

The first group of houses sold quickly, as the town hall was well prepared and organized. It set up a clear set of requirements, publishing not only photos of the properties on offer but also estimated renovation costs for each.

More houses in Ollolai are waiting for new owners to breathe some life into them. Check the town website (see: Comune.ollolai.nu.it) for future announcements.

Casoli, Abruzzo

The picturesque hilltop town of Casoli has all the features that make Italian towns so special: the imposing 11th-century castle, narrow cobbled streets, stunning views, olive groves, and vineyards stretching as far as the eye can see.

Compared to most towns and villages that offer houses for €1, Casoli is big. With a population of over 5,000 people, it's lively, with plenty of bars, restaurants, shops, and other amenities. The area attracts many foreigners, especially from the U.K., who tend to buy properties in the surrounding countryside. However, the old historic center is full of abandoned, centuries-old houses that are slowly falling apart.

Local authorities have recently issued an appeal to the owners of the old properties, urging them to sell the unwanted houses for €1. Potential buyers must fill out a form indicating their interest and plans for the property. A points system has been put in place for evaluating the application. Highest scores will be awarded to those who intend to finish the restoration quickly (within 12 months from the day of the purchase), comply with the authority's guidelines for restoring an old building in a historic center, use local tradesmen, and become residents in Casoli. There is also an obligation to pay €5,000 (\$5,521) to the

municipality if the restoration project costs are up to €50,000, and €10,000 (\$11,042) for projects exceeding that cost.

The first property to come on the market in Casoli was an early 20th-century, 2,150-square-foot house on four floors. In the basement you can still see fragments of the medieval wall that once surrounded the old town. The house once belonged to a wealthy local family who fell on hard times, and the seven descendants who own the dilapidated abode agreed to sell it for €1, as they have no means to maintain it but would love to see it brought back to life. Some original features, such as antique *cotto* floors, can be renovated, and the part of the house that collapsed 80 years ago would make a lovely walled garden. It's certainly not a project for the faint-hearted, but given the growing interest in Abruzzo, it could become a worthy investment if turned into a small B&B.

The town hall is optimistic about the initiative and hopes to list more €1 properties. (See: Comune.casoli.ch.it.)

Zungoli, Campania

The ancient village of Zungoli was built on rocks and still has many cave dwellings that were carved out by pre-Roman settlers. Naples and its surrounding beaches are only an hour's drive away. Needless to say, when the municipality announced that it was selling 14 houses for €1, it attracted a lot of interest from foreigners who wanted to have a piece of this tranquil Italian paradise brimming with history. The Italian government contributed almost €2 million for the restoration of the village's medieval area, too. Partly as a result, Zungoli is one of the most beautiful villages in the country, but expats have yet to discover this little paradise.

The village's mayor, Paolo Caruso, tells me that the town hall is prepared to do everything in its power to help the future buyers. The houses on sale range from 5,810 to 11,621 square feet and can be bought separately or in blocks, in case someone decides to open an *albergo diffuso* (scattered hotel) that includes various apartments or small houses throughout the town.

Renovation will have to start within three months from the day of purchase and finish not later than three years after that. The buyers are also obliged to pay €2,000 (\$2,208) to the town hall as a guarantee that the work will be done and the rules observed. Mayor Caruso also points out that anyone renovating old houses in town can take advantage of tax deductions, which vary from 50% to 85%, for things such as improving energy ratings, anti-seismic structures, and other improvements.

All the documents and forms that need to be filled out and sent to the town hall are available on the municipality's website. (See: Comunezungoli.it.)

The €1 house plan has been tried in other towns across Italy: Carrega Ligure in Piedmont, Lecce nei Marsi in Abruzzo, Patrica in Lazio, and Montieri in Tuscany. Many of them hit bureaucratic snags and were put on hold. Others quickly run out of properties and postpone the plan until it's needed once more. However, if you are after a bargain property, keep an eye on these municipalities' websites for new announcements, and be sure to scan for others elsewhere, too. When one town wraps up its €1 offers, another town may be starting its own.

Buying an old ruin for €1 may not be for everyone, but it's an adventure worth embracing if you want to save money and get fully immersed in Italian life. There is also a feel-good factor, because you'll be helping to revive a small community and save crumbling historic buildings.

Get Paid to Live in Southern Italy

In an attempt to curb the dwindling population, the region of Molise is offering a total of €25,200 (\$27,819) in monthly payments over three years to attract newcomers. However, there is a catch. To be eligible for the \$772 monthly payment, you must move to a town with a population below 2,000 people, and you must also commit to opening a business.

Like much of Italy, Molise, a mountainous region of Italy to the east of Rome bordering Abruzzo, Campania, Puglia, and the Adriatic Sea, is experiencing a sharp decline in population. Decreasing birth-rate, a struggling economy, and continuing migration of young people has seen the country reach its lowest population in 90 years, with nearly 157,000 people leaving for opportunities elsewhere in 2018 alone.

As a result, towns and regions across the country are trying new strategies to attract new residents. Earlier this year, a town in Sardinia was selling homes for less than \$2, under the condition that the new owner commit to renovating the homes within three years and spend a minimum of \$32,000. The tiny Alpine village of Locana, in Piedmont, offered up to \$10,200 over three years to families willing to move in and take up residence, so long as they have a child and a minimum annual salary of €6,000 (\$6,626).

The program in Molise kicked off on September 16, 2019. So, if you want to experience a bit of *la dolce vita*, while getting paid for it, start searching for your new Italian home today.