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**Real Estate Institute of Canada**  
**Institut canadien de l'immeuble**

Esteemed Members of REIC:

With 2019 just around the corner, I invite you to renew your commitment to advance professionalism and further differentiate yourself in the Real Estate industry. As President of the National Board, and a long-time volunteer at the National and Chapter level, I thank you for your support of REIC in 2018. It is members like yourself that create all the value and make REIC such a great organization.

As 2018 draws to close I wanted to take a moment and highlight some of the great activity that has taken place:

- Our wonderful conference took place in beautiful old Montreal this past May. It was great to see so many of our members participating in the event as well as enjoying themselves at the off-site event. Hope to see you at the June 2019 conference in Niagara Falls, ON!
- A CPM® explainer video was launched which is designed for someone new to property management. This short informational video highlights the benefits of pursuing a designation and becoming a member of REC/IREM. To date, the video has been seen just over 80,000 times on our YouTube channel. We are planning a similar video for the FRI designation in 2019.
- As of October 31<sup>st</sup>, year over year, we are seeing positive numbers in terms of membership:
  - Increase in members overall
  - Increase in new applications
  - Increase to candidate members (in stream)
- REIC benefitted from a great partnership with the Canada-China Realty Professional Association (CCRPA), whereby we added 25 new FRI members to the REIC family with another 17 FRI members in early 2019.
- An extremely successful corporate outreach visit took place in July. REIC met with British Columbia Real Estate Association (BCREA) and Professional Association of Managing Agents (PAMA) As a result of this outreach:
  - BCREA has approved REIC delivery of three NAR courses for the ABR, SRS and SRES Designations. Each course earns 9 PDP credits.
  - REIC and PAMA have signed a Memorandum of Understanding (MOU) forming a partnership for delivery of the ARM® and CPM® courses in BC.

Next year is already shaping up to be another good year.

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**NATIONAL OFFICE**

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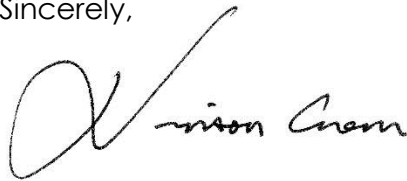
As members of a great organization, it is vital that we celebrate our success both internally and externally. In 2018, we used the hashtag **#REICStarPower** to showcase our wonderful members. We want to continue with this trend! REIC is fortunate to have members with a wealth of knowledge and experience, let's hear more about it! Remember to use the hashtag in your social media posts.

With regards to 2019 dues, the National Board decided to increase dues by \$5.00 which is below the cost of living index. In addition, IREM dues have gone up slightly (less than \$2.00) to account for the fluctuating US/CAD dollar.

Thank you again for your devotion to the high standards of our profession and raising ethical standards. As a designated member of REIC / candidate member, you bring added value to your clients / employer and the real estate industry with your advanced knowledge and skills, your network of professionals and access to additional resources.

I invite you to join me in renewing your membership today and reaffirm the value of your credentials / candidate status in 2019.

Sincerely,



Winson Chan, FRI CRES  
National Board President

## Why Membership Matters

### **Membership demonstrates your commitment to champion professionalism**

As a designated Member or Candidate Member of REIC, you embody the highest standards of practice and competence. Your REIC credentials (or candidate status) advance your profile, the profile of your sector, business, and the real estate industry.

### **Membership expands your professional network**

As a member of REIC, you are part of a national network of like-minded professionals who represent all disciplines of real estate.

### **Membership gives you visibility**

REIC is building strong links with employers, professional associations, and organized real estate across Canada promoting the benefits of our education and credential programs. As a result, more organizations than ever rely on the knowledge and skills of REIC Members widening your career / business potential.

### **Key Dates & Information:**

Deadline for submitting payment to National Office: January 31<sup>st</sup>, 2019

\$35.00 late fee applied on outstanding dues: February 1<sup>st</sup>, 2019

Payment Arrangements are available! Contact [membership@reic.com](mailto:membership@reic.com) for more information.

Payments arrangements must be made by January 31<sup>st</sup>, 2019

Payments can be made online through the REIC site, by mail, fax or through your bank. We accept VISA, MasterCard and AMEX.