



**REIC Edmonton Chapter #3 & IREM Edmonton Chapter #54
Spring 2009 Joint Newsletter
Visit www.reicedmonton.org**

REIC EXECUTIVE

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Vice President: Peter Smith, FRI
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Director: Lindsay Carlson FRI,CRES
Jayman Realty (Edm) Inc.
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Director: Mike Kozicki FRI,CRES
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Real Estate Institute of Canada  Institut canadien de l'immeuble

IREM EXECUTIVE

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Vice President
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Westcorp Properties 780-431-3316

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Westcorp Properties 780-431-3345

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Larlyn Property Management Ltd
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Director: Vlado Brcic CPM®, CLO
Government of Alberta 780-220-5047

Historian: Bob Palamerek FRI, CPM®
Joint Historian 780-458-7067
Website: www.reicedmonton.org

Congratulations to the following members who received their designations at our February Breakfast meeting.



Lesley Bennett CPM®



Mani Bagga FRI,CRES



Catherine Cheyrk ARM®



Patricia Stuckless ARM®



Tina Myshack ARM®



Debbie Rammusen ARM®



Jackie Tobin ARM®



**Next Meeting Annual General Meeting June 5, 2009
Edmonton River Queen Start Time 11:30 SHARP
Registration 11:00 - 11:30 am Lite Lunch Served**

Annual General Meeting June 5, 2009

Registration is 11:00 - 11:30 am

Meeting start time is 11:30 am Sharp

Guest Speaker Randy Woodbury CPM® Vice President of IREM US will share some brief comments about IREM International.

Lunch will be served at 12:00 noon while we cruise down the North Saskatchewan River.

This will be a perfect opportunity to network, meet your new board members and relax while enjoying Edmonton's beautiful river valley.

If you are interested in sitting on the REIC or IREM board or would like to get involved with a committee please contact Sharon Radford prior to the meeting. Any REIC or IREM member is welcome to sit on the board and is encouraged to do so. Board meetings are held once a month with a two hour time frame.



10 Ways to Reduce Stress



1. Take deep breaths.
2. Take a walk outside of the office.
3. Say no to what you don't have time for.
4. Leave work on time. (Difficult in the Real Estate Business).
5. Lower demands you put on yourself.
6. Ask questions and communicate with coworkers.
7. Take care of taxing tasks in the morning to get them out of the way.
8. Look at large projects as a series of steps to complete one by one.
9. Laugh at least once a day.
10. Live for today. Don't dwell in the past or worry about the future.

Don't Miss out!



Register Today for the REIC & IREM Texas scramble golf tournament, July 22, at the beautiful Sturgeon Golf Course. This golf tournament is a networking opportunity and a fund-raiser for the Juvenile Diabetes Foundation. All funds raised from the tournament and auction will go to JDF. If you would like to sponsor or donate auction items contact the golf committee.



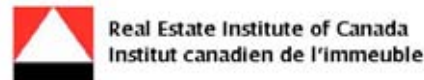
Calendar of Events

- | | |
|-----------|-----------------------------------|
| May 11-16 | Successful Site Management course |
| June 5 | AGM Lunch River Boat |
| June 18 | Budgets & Financial Statements |
| July 22 | REIC & IREM Golf Tournament |
| Sept. 25 | The Art of Setting Market Rents |
| Oct. 22 | Suites & Homes Trade Show |
| Nov. 19 | Security of Building & Premises |

2009

MAY							JUNE							JULY						
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SEPTEMBER							OCTOBER							NOVEMBER						
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27	28	29	30	25	26	27	28	29	30	31	29	30								

***Lifelong Learning:
REIC members are committed to staying current in their field. In order to demonstrate their commitment to continuous learning.***



Residential Real Estate Management Education Series

Facilitated by: Crystal Skead, CPM, ARM

Your local IREM Chapter 54 in partner with the **Edmonton Apartment Association** is pleased to be hosting a new seminar series geared toward Residential Property Management. Why not register your staff or attend yourself for up to date industry trends, motivation and review.

Please review the following list of courses that are being offered in 2009:

Session A: Managing Conflict with Tenants

Overview: The Importance of Orientation, Dealing with Problematic Tenants, Communication is a two part activity, and when winning the battles can lose you the war.

Session B: The Four – Part Leasing Process

Overview: Greeting, Showing, Qualifying, Closing Techniques, Approving the Right Prospect and The Privacy Act.

Session C: Budgets and Financial Statements Explained

Overview: Revenues, Expenses, Net Operating Income vs. Cash Flow, One and Five Year Capital Plan.

Session D: The Art of Setting Market Rents

Overview: Shopping the Competition, Attributes which make properties desirable, Comparative Analysis, Testing the market and the use of Incentives.

Session E: Resident Retention

Overview: Managing Lease Renewals, The Importance of Regular Inspections, Follow up after the Move-In, and Maintenance follow up.

Session F: Security of the Building and Premises

Overview: Points of Entry, Cameras and Access Systems, Educating Tenants, Suspicious Activity, Crime Free Program.

SESSION REGISTRATION

Check session choice(s)

(Sessions subject to change without notice)

- SESSION A** April 7 9:00 am to 12:00 noon
Managing Conflict with Tenants
- SESSION B** April 16 9:00 am to 12:00 noon
The Four-Part Leasing Process
- SESSION C** June 18 9:00 am to 12:00 noon
Budgets and Financial Statements Explained
- SESSION D** September 25 10:00 am to 1:00 pm
The Art of Setting Market Rents
- SESSION E** October 27 9:00 am to 12:00 noon
Resident Retention
- SESSION F** November 19 9:00 am to 12:00 noon
Security of the Building and Premises



Rent Solutions for a weak economy

Many commercial tenants encounter financial challenges during a weak economy and some will have trouble keeping their rent current. Retail tenants are among the first business to suffer when the economy becomes fragile, as most people typically reduce their expenditures on just about everything except for essentials. National retailers will develop a plan to survive a weak economy and often come out of it stronger by shedding poor performing stores, refocusing on their core cliental and cutting costs. Local retailers, who make up a large percentage of the tenants in unanchored and anchored strip shopping malls, face additional challenges. They usually have one store, so the success of that store determines their fate. Because each retailer contributes to the success of a shopping center, if one is failing and eventually goes out of business it can cast a poor image on the shopping center. In a good economy this tenant is usually replaced within a few months and the shopping center continues to do well. However in a poor economy, vacancies take much longer to lease and are often at reduced rents to read more go to

www.irem.org and link to the JPM magazine page 32 Mar.apr addition

This article was submitted by Richard Muhlebach, CPM®

Education Courses

If you have questions about the courses required for designations:

Contact Roseanne Evans evans.r@telus.net

Successful Site Management May 11-16
Budgets and Financial Statements June 18
The Art of Setting Market Rents September 25
REIC Ethics & Business Practice Fall 2009
REIC Negotiating Behavior Fall 2009

For more information on the course content or courses offered go to [www.reic.ca / courses](http://www.reic.ca/courses)

Chapter information sessions being facilitated by Chrystal Skead CPM® ARM®.

See inside this newsletter for course information.

DESIGNATIONS

FRI

Fellow of the Real Estate Institute Canada's most senior designation for the real estate sales professional, exemplifies the most educated and experienced REALTOR®.

CERTIFIED PROPERTY MANAGER®

The premier designation in property management, CPM® is awarded to highly skilled and experienced property management and real estate professionals.

Certified in Real Estate Finance

The CRF symbolizes expertise in financial and investment analysis, loan and risk evaluation, mortgage underwriting and administration.

Certified Leasing Officer

The CLO is a Commercial Leasing Specialist with expertise and experience that ensures the most effective leasing arrangements.

Certified Residential Underwriter

Holding a Certified Residential Underwriter (CRU) designation means practical experience and sound education in underwriting residential mortgages.

ACCREDITED RESIDENTIAL MANAGER®

(ARM®) Signifies the residential property management specialist.

ACCREDITED COMMERCIAL MANAGER

Signifies the commercial property management specialist.

CRP Certified Reserve Fund Planner

ARP Associate Reserve Fund Planner



www.rewedmonton.ca
"Edmonton's Real Estate Voice"

This newsletter was printed compliments of The Real Estate Weekly

Watch for FRI and CRES ads!

WHO'S WHO AT REIC NATIONAL

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www.reic.ca

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Manager of Technology: Soumidh Mondal	Ext. 28
Executive Administrator: Ted Kellow	Ext. 27
Associate Director Education: Elaine Leibner	Ext. 33
Accounting Coordinator: Li Liu	Ext. 23
Education Coordinator: Kitty Mach	Ext. 21
Marketing: Lee Arbon,	Ext. 32
Admissions & Membership Coordinator: Shelley Barfoot-O'Neill	Ext. 26

Notes from National

New look at National's Website visit www.reic.ca

REIC members receive news developments from the National Office throughout the year through e-mail updates as the national office tries to bring its news directly to the membership. If you are an REIC member and would like to ensure that you receive these e-mail updates please send an e-mail to marketing@reic.com with your current e-mail address.

Not Too Late



REIC 2009 Annual Meeting
Halifax, Nova Scotia
May 27-31, 2009

First Annual Real Estate Institute of Canada Golf Tournament
In Support of Juvenile Diabetes Research Foundation

JDRF'S mission is to find a cure for diabetes and its complications through the support of research



Morgan
Age 11
Diagnosed with Juvenile Diabetes at
Age 2

Tee Off Fore Me!

July 22, 2009
Sturgeon Golf & Country Club
BBQ Steak Dinner
18 Holes of Golf & Driving Range Facilities
Power Carts
Shotgun Start – TEXAS SCRAMBLE
Silent Auction
Registration at **7:00 a.m.**
\$125.00 per golfer

If you are interested in sponsorship contact Peter Smith

Sponsorship Deadline: May 29, 2009 Registration Deadline: July 3, 2009

Please complete the bottom portion of this form and send with a cheque payable to or pay with credit card below:

Real Institute of Canada #3 c/o Canadian Valuation Group Ltd.
Suite 1200, 10665 Jasper Avenue, Edmonton, AB T5J 3S9

For more information, contact Peter Smith at:

Phone: (780) 421-4200

Fax: (780) 423-6874

Email: petersmith@canadianvaluation.com

Golfer Name: _____

Phone: _____

Club Rentals: Yes No

Average Score for 18 Holes: _____

Golfer Name: _____

Phone: _____

Club Rentals: Yes No

Average Score for 18 Holes: _____

Golfer Name: _____

Phone: _____

Club Rentals: Yes No

Average Score for 18 Holes: _____

Golfer Name: _____

Phone: _____

Club Rentals: Yes No

Average Score for 18 Holes: _____

Name on Card: _____

VISA Master Card American Express

Card Number: _____ Expiry: _____

The undersigned, as a condition of participating in the REIC & IREM golf tournament, hereby waives any and all claims, demands, actions and rights of action of any nature or kind, which the undersigned has, had or may have against the REIC and IREM Edmonton chapters, its directors, members, and employees, arising from the participation or attendance of the above golf tournament. The REIC and IREM chapters take no responsibility in respect of this event and the undersigned agrees and acknowledges that participating in this event is at his/her sole and complete risk.

SIGNATURE: _____ DATE: _____

FIRST ANNUAL

Real Estate Institute of Canada Golf Tournament In Support of Juvenile Diabetes Foundation



Morgan-Age 11- Diagnosed with Juvenile Diabetes at the age of 2

July 22, 2009

Sturgeon Valley Golf & Country Club

SPONSORSHIP OPPORTUNITIES

Hole Sponsor - \$500.00 Breakfast Sponsor - \$1000.00
Dinner Sponsor - \$1000.00 Cart Sponsor - \$1500.00

Prize Donations

Payment

Please Level of Sponsorship

- Hole Sponsor \$500.00
- Dinner Sponsor \$1000.00
- Breakfast Sponsor \$1000.00
- Cart Sponsor \$1500.00

Sponsorship Deadline: May 29, 2009

Registration Deadline: July 3, 2009

Contact Name _____ Phone number _____
Company Name _____

For more information, contact Peter Smith at:

Phone: (780) 421-4200 Fax: (780) 423-6874 Email: petersmith@canadianvaluation.com