



2010 - 2011 Board of Directors

IREM Edmonton #54

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REIC Edmonton #3

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Joint Administrator: Sharon Radford
P: 780-453-9368 (daytime)

Upcoming events.....

November 25 Milestone event with the National board. Mark this date in your planners and come share the evening with your colleagues and visit with the National board. This will be a wine and cheese event to be held at the Varscona Hotel starting at 6:00 pm. More information and registration forms will be sent at a later date. If you missed your milestone (10-15-20-25-30 years as a REIC member) last year and will be able to attend this year please contact Sharon 780-453-9368



REIC and IREM raised \$2,700.00 for JDRF at the September 10th golf tournament, see more information and pictures inside.

“ We can no more afford to spend major time on minor things than we can to spend minor time on major things.” - Jim Rohn

REIC Announces New 'Member-Get-A-Member' Program

(Toronto ON) The Real Estate Institute of Canada (REIC) is pleased to announce the launch of the new 'Member-Get-A-Member' Program. Beginning on September 15th, REIC members can earn a \$100 voucher by referring a colleague to join the Institute. Once that applicant has been approved as a Candidate member in good standing the voucher will be sent to the referring member for their use to purchase a variety of products and services from the REIC National Office. These include REIC Annual Membership Dues, registration to the REIC Annual Conference, tuition on REIC education courses and products from the REIC online store. Members who receive a \$100 voucher from the REIC National Office will have one year from the date it is issued to redeem their voucher. "This is our way of saying thank you to our members for helping promote the benefits of our education programs and designations," states REIC Executive Director and CEO Maura McLaren, CAE. "Whether it is a telephone call, answering a few questions or volunteering at an REIC booth at a tradeshow - it really doesn't matter. Our members deserve recognition and thanks for all of their efforts. New members make our organization stronger - there truly is strength in numbers!"

Anyone with questions or queries regarding the new 'Member Get-A-Member' Program is asked to contact

REIC Admissions & Membership Coordinator
Shelley Barfoot-O'Neill at shelley.oneill@reic.com
or 1.800.542.7342 ext. 26.

No Increase to 2011 REIC Membership dues

In today's economic times, we understand that annual membership fees can be a huge expense to pay completely at one time, so REIC is committed to offering a wide variety of payment plans designed to help you meet your 2011 dues requirements.

Don't let the designation/s that you worked hard for and are proud of slip away because of financial difficulties.

For more information on payment plans contact REIC Finance Coordinator Li Lui at 1-800-542-7342 Ext.23

Congratulations Ayre & Oxford Inc.

*Winners of the 2010 consumer
choice awards for the second
year in a row.*



Ayre & Oxford Inc. delivers Professional Real Estate Management services. Their dedicated team of Certified Property Manager, CPM® professionals are committed to handling all property needs.



Name(s) of person(s) accepting award onstage:
Roseanne Evans CPM®, ARM® (IREM
Edmonton chapter president),
Martin Urbina, Gail Chekowski and
Chrystal Lehoux.

**COMMERCIAL LEASE ADMINISTRATION
TWO -DAY WORKSHOP**

October 26 & 27

Accurate and efficient lease administration protects your bottom line and promotes good tenant relations. When leases are poorly administered, the property can be robbed of some of its cash flow, property operations can be negatively affected, and tenants can lose trust in the property manager.



While the lease may appear to be an intimidating document to people who have not studied it, the document is relatively easy to understand. Join the IREM Chapter 54 for a two day workshop on commercial lease administration.

Find out:

- * How lease administration impacts your property
- * What goes in a good lease abstract, and how to use it
- * What are some of the recoverable operating expenses you need to track
- * What reports/information a tenant is obligated to provide
- * What do your co-workers need to know

Registration forms and more information available on the website.

www.reicedmonton.org

**REIC 2600-Ethics and Business Practice
November 15-17, 2010**

- ▲ **The Importance of Ethical Business Practice**
What are ethics?
Why are ethics so important?
Sources of ethical values
The concept of moral reasoning
Business ethics
The ethics check
- ▲ **Ethical Values**
Fundamental ethical values
Five core values based on the word "TRUST"
REIC Code of Professional Standards
- ▲ **Developing Ethical Values**
Development of ethical values
The three imperatives for human conduct
Intervention scenario
The ethics puzzle
Maslow's hierarchy of needs
- ▲ **Ethical Decision Making**
Steps to ethical decision-making - an organized approach. Discussion on codes
Ethics pyramid
- ▲ **Ethics versus Ethical Behavior**
A definition of success
- ▲ **Ethical Problems**
Why do ethical problems arise?
Grey areas in ethics
- ▲ **Ethics In Real Estate: The Codes**
Survey of the Codes: REIC, IREM, CREA, AIC
- ▲ **Ethics In Real Estate: Articles**
Case studies: discussion, resolution, decision

Thank you to the golf sponsors without your support there is no tournament.



Friends of REIC and IREM

The friends of REIC and IREM has been created to encourage a relationship between property managers, real estate professionals and industry suppliers. Each company signing up with the "Friends" program will have a link from our website to theirs plus opportunity to advertise in our monthly newsletter. We encourage our members to contact these companies who support our local chapters.

Jerry Poon Amptec Fire and Security

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WHO'S WHO AT REIC NATIONAL

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**EDMONTON POLICE SERVICE
CRIME PREVENTION UNIT**

and

**EDMONTON APARTMENT
ASSOCIATION**



Presents

The Edmonton Crime-Free Multi-Housing Program

WINNER OF THE AWARD OF MERIT



The Crime Free Multi-Housing Program is designed to help Building Owners, Operators and Managers of the multi-family apartments eliminate crime from their buildings with the end result being a safer environment for tenants and tenant families.

Phase 1 - November 16 & 17, 2010

Member Cost \$195.00 per person
Non-Member Cost \$250.00 per person

Re-Certification Phase 1 - November 16 & 17, 2010

(For registrants who have previously taken the Phase 1 course prior to 2007, Re-Certification is required)

Member Cost \$75.00 per person (1 session)
 \$40 .00 per person each additional session

Non-Member \$85.00 per person (1 session)
 \$55.00 per person each additional session

To download the Registration Form, please go online to the Edmonton Apartment Association at www.eaa.ab.ca

Edmonton Apartment Association

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