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EXCHANGE

The news forum for Canada's real estate professionals

VOLUME XI, NUMBER 2

SPECIAL EDITION

2008 ANNUAL CONFERENCE
MAY 28 - JUNE 1, 2008
VANCOUVER, BC



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EXCHANGE

In today's competitive marketplace business success depends on professionalism, which stems from knowledge and education. The Real Estate Institute of Canada (REIC) provides the expertise required to embrace your best practices, become an industry leader and helps enhance your career.

REIC was founded in 1955 with the goal of establishing a national standard of advanced real estate education for all sectors of the industry. Today, REIC's objective is to advance opportunities for people in real estate.

At REIC, we believe:

- that good management translates into value and that well-managed properties improve the quality of life for people who live, work and shop in them;
- in professional ethics;
- in the power of knowledge..... and the importance of sharing it.

REIC is the Pre-eminent National Association for Real Estate Professionals!

Exchange is published 4 times per year by the Real Estate Institute of Canada. It is distributed to 2,000 REIC Members across Canada plus industry related companies and professionals.

Opinions expressed in Exchange are not necessarily those of the Institute. REIC does not assume any responsibility or liability for damages arising, any error or omission printed in this magazine.

We are always interested in industry related guest articles. Please submit all stories and story ideas to the REIC Exchange Editor at marketing@reic.com

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REIC Executive Director
Maura McLaren

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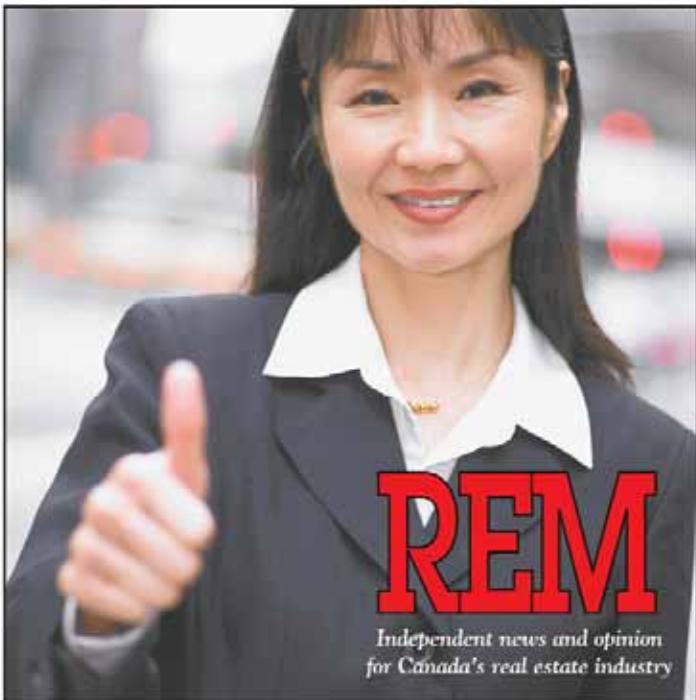
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Don Myhre, CRP

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***Myrton Bello, FRI
2008-2009 REIC National President***

Your President

Myrton Bello, FRI will serve as National President of REIC for the 2008-2009 term.

A resident of Brossard Quebec and an REIC member for the past 18 years, Bello looks to bring enhanced communication to her role as National President.

“I am honoured to have this opportunity,” stated Bello when asked about her upcoming term as National President. “I encourage my fellow members of the Board of Directors as well as all REIC members to communicate their concerns. It is only by speaking up and addressing issues that we will make real progress and move forward as an organization.”

OUR GRATITUDE TO OUTGOING DIRECTORS

Raymonde Geneau, CRF

Ray has served on the National Board for 2 years as Chair-Elect, then Chair of the Real Estate Finance Council. As well she has been active at the Chapter Level as President of the Halifax Chapter. Ray has worked hard to help us better support the designations in her council. We will miss her.



Aldine Larsen, FRI(E) CPM®



Aldine has served on the Board for the past 2 years coming through the ranks of the Real Estate Property/Asset Management Council. She has been a very strong supporter of the IREM Designations

in Canada. We thank her for her dedication and support.

Cynthia Lai, FRI

Cynthia has served on the Board for 2 years. Cynthia brought a great deal of Volunteer Board experience with her to the REIC Board. She had a vision to bring our FRI designation to China and as her final step on the Board she brought forward a motion to approve a MOU with Weston Institute in Shanghai. We sincerely thank her for all of her hard work on the Council, and wish her well in all her future endeavours.



Christine Stanley, CPM® CMOC



Christine has served on the National Board for numerous years. She served 4 years on the REPAM council (then IREM Canada Council) ascending to the role of National Secretary/Treasurer in May of 2004, and became President in

June of 2006. She served as Immediate Past President this past year. During her time on the Board, Christine either chaired and/or participated on almost all committees and task forces. Christine was always quick to volunteer when called upon. She now leaves the Board after years of dedicated service. We thank her for all of her contributions, and wish her all the best.

THE 2008 COUNCIL DIRECTORATE

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Chair

Don Myhre, CRP
Edmonton AB

First Vice Chair

Clarence Wedge, CRF
Toronto ON

Second Vice Chair

Denis Archambault, FRI CRF
Ottawa ON

A Year of Progress & Efficiency!

The year has certainly flown by. I would like to take just a few minutes to give you a brief recap of some of the great things that have been happening at your Institute over this past year.

At the 2007 Annual Conference in Ottawa, we encouraged all of you to participate in our online Membership Survey - and 461 members, which is 28% of those polled, responded. The Executive Summary of results was sent to all members last summer. The survey results was an instrumental document for the Board's 2 day strategic planning session. The Strategic Plan is now available on the REIC website in the members only area. You will see that we have outlined 3 strategic goals: Value to Members, Learning Opportunities and Recognition. We have developed strategies to attain these goals and the milestones to measure our progress.

A major staff project this year has been the implementation of new technologies. We began by migrating all of our member data to a new database. From there we had a custom program written to handle all of our education requirements. This allows us to keep much better records on our members, candidates and students. We are now in the final stages of a complete redesign of REIC.ca. We hope that the new navigation and format will make it much easier to use.

We promised our Chapters last year that we would work on developing a chapter website template and I'm very pleased to report that we demonstrated our new Chapter micro site program to the chapters during "Chapter Chat Live!" at the Annual Conference. All of this will be fully launched by summer's end. Some of the other benefits to members include the ability to go online and update your contact information and pay your dues/registrations/education costs. In the near future, you will be able to print out a transcript and/or candidate data sheet. If you want to apply for an equivalency - that too will all be available on-line. This means that you will be able to share information with us on your time schedule not just during our office hours. Not to worry - for those of you who still prefer to deal with a

warm body - staff will continue to be happy to assist you.

We have also developed the software to allow our chapters to email blast their chapter members directly - this should greatly improve communications at the chapter level for items such as events and newsletters. I would like to add that all of these chapter benefits have been made available at no cost to the chapters.

Our partnerships, both existing and new are greatly assisting us to achieve our goals. Of course, you are all aware of our long term partnership with IREM. It's been a great year working together. It began with Nancye Kirk generously spending several days working with our Board last fall to facilitate our Strategic Planning session. We all worked together to bring about our first 2 IREM Chapter Councils - London and Manitoba. Hopefully we'll have a couple more this year.

The other partnership that we announced at last year's meeting is with IRES, the Institute of Real Estate Studies for our CRP and ARP designations. This past year we have put the new program in place, held informal wine and cheese gatherings in Edmonton and Toronto and have lined up courses in a number of cities beginning this summer.

Our ongoing partnership with CMHC resulted in four 2340 Mortgage Lending for Residential Housing courses being held this past year. I also wish to thank CMHC for their continuing generous support of the REIC Annual Conference.

Some new relationships have been forged this past year in different parts of the country or more accurately the world. We now have a marketing agreement with the Collège de l'immobilier du Québec to promote our FRI program in French. Mount Royal College in Calgary Alberta will be offering the required courses for the IREM designations beginning this fall. The Board has just agreed to an MOU with the Weston Institute part of the Brawman Group to look at bringing our FRI program to Shanghai. The Board has also given direction to develop a strategic alliance with BOMA Canada to bring the GO Green program to REIC members. We have also

joined the Canadian Green Building Council to ensure that we are doing our part for our environment.

Board and staff have maximized many opportunities to get the word out about REIC and our designations. We have attended numerous trade shows, conferences, and chapter meetings throughout the course of the year. Chapter visits included: Calgary, Edmonton, Winnipeg, Ottawa, Toronto, Lakeshore and Montreal Chapters. We also attended conferences with OREA and CREA, IREM Education & Legislative Conferences and NAR. Nancye Kirk, Karen Hodge and I did 3 ODIE (Owners, Developers, Investors & Educators) visits in London and Toronto. Renaud Campbell and I made a presentation to the Region of Peel - all to promote the value of having designated staff.

In our ongoing program of keeping our courses current, the 2600 Ethics Course was just updated, and the RES 201 was recently Canadianized to parallel IREM's updated course. Bill McCarthy, in his role as director responsible for education, continues to review our course content with an eye towards future updating. The final of our FRI courses, the Leasing Course was translated into French and we had 9 new French FRI members.

All of this happened and we were still able to add a small amount to our reserves.

I would like to take this opportunity to thank the Board for all of their support this past year. I would like to offer sincere thanks to all of the staff - without all of them these initiatives would not have happened.

Well that's a brief summary of some of the new and exciting initiatives at National. I'm very excited about the year ahead and I look forward to seeing all of you in May 2009 in Halifax.

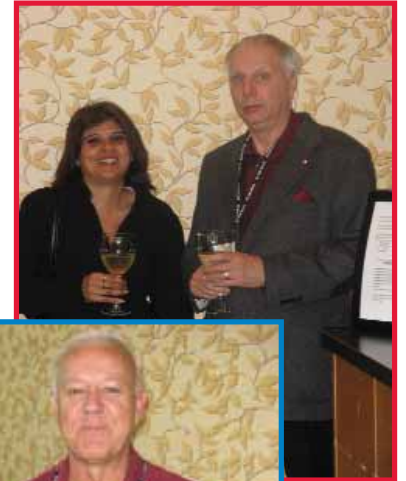


Maura McLaren
Executive Director

The REIC Welcome Reception



Thursday
May 29, 2008



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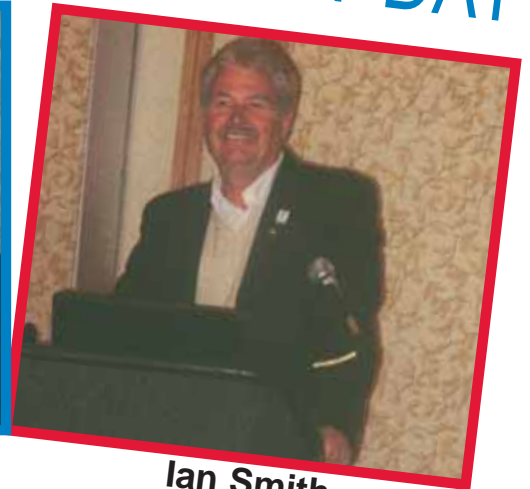
REIC PROFESSIONAL DEVELOPMENT DAY



Ozzie Jurock, FRI



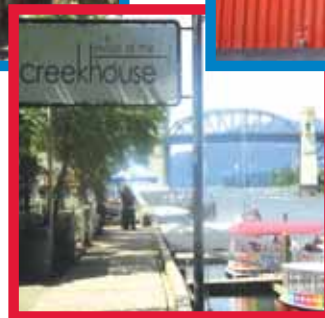
David Podmore, FRI



Ian Smith

On Friday May 30, REIC Members had an opportunity to hear three interesting and thought provoking presentations as part of the REIC Professional Development Day. Ozzie Jurock, FRI opened the sessions with a presentation on Global Real Estate Trends that had attendees thoroughly entertained. David Podmore, FRI followed with insight on the 2010 Vancouver Winter Olympics and Ian Smith finished the Professional Development Sessions with his take on the Green Initiative in South East False Creek.

In the afternoon attendees had a first hand opportunity to explore historic Granville Island which houses some of the most interesting shops and views in downtown Vancouver.



The 2008 Annual General Meeting



FRIENDS CATCH UP BEFORE THE ANNUAL MEETING OFFICIALLY BEGINS.



THE NEW PRESIDENT RECEIVES HER PRESIDENT'S PIN.



OUTGOING PRESIDENT LUCIEN ROY RECEIVES A GIFT FROM IREM REPRESENTATIVES PAM MONROE & NANCYE KIRK.



PRESIDENT MYRTON BELLO PRESENTS OUTGOING PRESIDENT LUCIEN ROY WITH HIS PLAQUE.



TREASURER WILLIAM MCCARTHY EXPLAINS REIC FINANCES FROM THE PAST YEAR.



IT WAS A FULL HOUSE OF REIC MEMBERS FOR THIS YEARS ANNUAL MEETING..

Saturday May 31, 2008 - 1:00pm

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2008 Annual Conference: Thanks for the Memories!





2008 MEMBER

The Real Estate Institute of Canada Board of Directors celebrating a milestone membership anniversary in 2008.

45+ YEAR MILESTONE:

Individuals who earned their first designation in or before 1963 (Year in parenthesis)

Terry J. Barber, FRI CMR - Manitoba (1963)
Ronald E. Klombies, FRI CMR - Saskatchewan (1963)
Leonard Potechin, FRI CPM® - Ontario (1963)
Roy G. Wilson, FRI CLP - Alberta (1963)
Alex H. Fitzsimmons, FRI CPM® - Ontario (1961)
Fred H. Meyer, FRI CLO - Texas (1961)
Edward F. Atkinson, FRI - Ontario (1960)
Beverly D. Baily, FRI - Quebec (1959)
Stanford Korsch, FRI - British Columbia (1959)
Murray Bosley, FRI - Ontario (1955)

40 YEAR MILESTONE:

Individuals who earned their first designation in 1968

Ernest J. Nock, FRI CRF - Ontario
Peter C. Read, CPM® - British Columbia

35 YEAR MILESTONE:

Individuals who earned their first designation in 1973

Ronald D. Abraham, FRI - Ontario
Rodney A. Adam, FRI - British Columbia
Albert Brown, FRI - Ontario
C.J. Dearing, FRI CMR - Ontario
David J. Glen, CPM® - Manitoba
Charles V. Guarino, FRI CMR - Manitoba
Joseph C. Hua, FRI - British Columbia
John T. Lucas, CPM® - Ontario
Ron L. MacDonald, FRI ARP - British Columbia
Gordon Randall, FRI CMR - Ontario
Waldemar Vogelsang, FRI - British Columbia
Ralph C. Walker, FRI - British Columbia
Irene Wong, FRI CMR - Ontario

30 YEAR MILESTONE:

Individuals who earned their first designation in 1978

Louise Adey, FRI - Ontario
Bryon R. Brandle, FRI - British Columbia
Jack W. Chow, FRI CMR - British Columbia
Jeannett Clark, FRI - Alberta
Emanuel Cohen, FRI CMR - Alberta
Eugene P. Federchuk, FRI CPM® - Ontario
Louis-Paul Germain, CPM® CLO - Quebec

Sidney Heyes, FRI - Ontario
Stephen K. Kwok, FRI - British Columbia
David P. Landry, FRI - Ontario
Marc Lapierre, FRI - Quebec
Steven C. Leistner, FRI(A) CMOC CRU CRP - Ontario
Michael J. Mendela, FRI - Ontario
Jacques Metivier, CPM® - Quebec
Denis Monette, FRI - Quebec
Sherri Park Waiting, FRI - Alberta
Marilyn C. Partridge, FRI - Quebec
Richard J. Peterson, FRI - Minnesota
Daniel Pitt, FRI CLO - Ontario
Charla M. Ramsay, FRI CMR - British Columbia
Steven D. Rickard, FRI CLP - Alberta
Dorothy M. Roberts, FRI CMR - Ontario
Raymond T. Salci, FRI - Ontario
Joan M. Smith, FRI CMR - Ontario
Judith R. Stacee, FRI - Ontario
Richard D.B. Talbot, CMR CPM® - Ontario
Yvon Tessier, FRI - Quebec
Tom H. Town, FRI CMR - Manitoba
Dan L. Turner, FRI CMR CRES - Alberta
Ron Varley, CPM® - Ontario
John K. Walker, FRI(A) - Nova Scotia

20 YEAR MILESTONE:

Individuals who earned their first designation in 1988

George D. Anderson, CRF - Ontario
Robert E. Beland, FRI CPM® CLP - Ontario
Pierre J. Benoit, CPM® - Ontario
Moshe Z. Blumenfeld, CPM® - Ontario
Heidi Bohlmann, CPM® - Alberta
Nellie Boyer, CPM® - Alberta
Donal Connolly, CRF - New Brunswick
A. Pierre Delisle, CPM® - Quebec
Anthony Derro, CPM® - Ontario
Maurice L. Dery, FRI - Quebec
Allan C. Dodimead, CPM® - British Columbia
Janelle C. Dombrowski, FRI CPM® - Manitoba
Judy Duffus, CPM® - Ontario
Clayton A. Fitzsimmons, FRI CPM® CMOC CRES - Ontario
D. Frank Franze, FRI - Ontario
Mark Glatt, CPM® - Ontario
E. Fraser Grant, FRI CPM® CMOC CRP - Ontario
P. Douglas Hamilton, FRI - Alberta
Mihkel Harilaid, CPM® CRF - Ontario
S. Ann Hedley, CPM® - British Columbia
Bonita L. Hutchins, FRI - Nova Scotia
Mary A. Kahn, CPM® - Ontario
G. Alan Kearsy, CPM® - Ontario
Patrick B. Kelly, FRI - British Columbia
John R. Kowalski, CPM® - Ontario
Odette Landymore, CPM® - Alberta
Douglas Lasenby, FRI CLO - Ontario
J.C. Lowes, FRI CMR - Ontario
Harry Mah, CLO - Alberta

25 YEAR MILESTONE:

Individuals who earned their first designation in 1983

Alfonso A. Alfano, FRI - Ontario
Pauline M. Aunger, FRI - Ontario
John E. Beales, CPM® - British Columbia
Jean Champagne, FRI - Quebec
Andre Chiasson, FRI - Quebec
Ghyslaine Couture, FRI - Quebec
Joan I. Currie, FRI - Alberta
James T. Dustan, FRI CLO - Ontario
Peter Fodor, FRI - Ontario
Andre Gelinás, FRI - Quebec
Andrew L. B. Gordon, FRI CPM® - Ontario
Alexander Ingram, FRI ARM® - Alberta
Seaford O. Jack, FRI CLP - British Columbia
Greg Joel, CPM® - Ontario
Mehubali Kanji, FRI CMR - Alberta
Elliot H. Katz, CPM® - Manitoba
Evan D. Kreutzer, FRI CMR - Manitoba
Gertrude Lafleche, FRI - Ontario
Jean M. Lekopoy, CPM® - Alberta
Ron Link, FRI - Alberta
Marnie D. Molnar, FRI - Alberta
Bradley C. Pickering, FRI - Alberta
Michael A. Roman, FRI CRF - Ontario
Angelo Sangiorgio, FRI CPM® - Ontario
Roger St-Marseille, FRI - Quebec
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Ekkehard Zorn, FRI - Ontario

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Malley Margetts, CPM® - British Columbia
John Martin, FRI CPM® - Alberta
Michael A. Miceli, FRI - Ontario
Richard Morantz, CPM® - Manitoba
Gail P. Morris, FRI - Nova Scotia
Howard Oakey, CRF - Nova Scotia
R.K. (Bob) Palamarek, FRI CPM® - Alberta
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Nicholas J. Pope, CPM® - Ontario
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Brenda Salmon, CPM® - Ontario
Laurie J. Smith, CPM® - Nova Scotia
Viola A. Thompson, CPM® - Alberta
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Dennis B. Villeneuve, CPM® - Alberta
David R. Ward, CPM® - Alberta
James Wasilenko, CPM® - Saskatchewan
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Thomas G. Wollner, FRI - British Columbia
Graeme H. Young, FRI - Ontario
Samuel C. Yu, FRI - Ontario

MILESTONES

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15 YEAR MILESTONE:

Individuals who earned their first designation in 1993

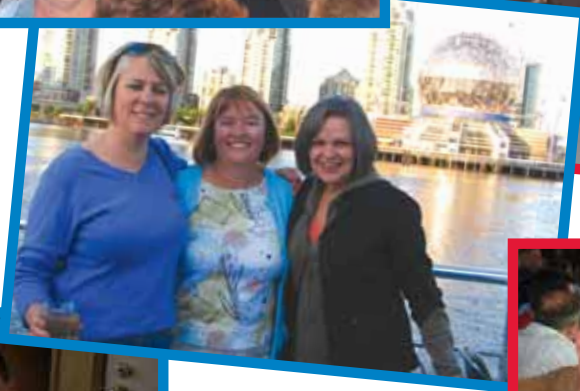
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| Olive Campbell, FRI CPM® - British Columbia | Suzanne M. Longley, CPM® CMOC - Alberta |
| Benoit Campeau, CPM® - Quebec | Joan Lough, CPM® - Alberta |
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| Nizar Jamal, FRI - Ontario | |

REIC wishes to thank each of these members for their long term commitment to the Real Estate Institute of Canada!

10 YEAR MILESTONE:

Individuals who earned their first designation in 1998

| | | |
|--|---|---|
| John J. Abramowich, ARM® - Ontario | Michel M. Gauthier, FRI CRES - Quebec | Robert S. Nisbett, CRES - Saskatchewan |
| Noor M. Ali, CLO - Ontario | Dan Gilliland, CRES - Alberta | Marianne O'Leary, CPM® CMOC - Ontario |
| Richard Anda, CPM® - Alberta | James D. Gordon, FRI - British Columbia | Patricia Parise, CPM® - Quebec |
| Diane A. Anderson, CRF - Manitoba | Constance A. Grant, CMOC CRES - Ontario | Joanne Payne, CRES - Ontario |
| Cyril P. Aylward, FRI CRES - Ontario | Gursharan Grewal, FRI - Ontario | Jeffrey D. Pearson, FRI CLO - Ontario |
| Christopher Becks, CPM® - Alberta | Pavel P. Hahn, CRES - British Columbia | Paul G. Power, ARM® - Nova Scotia |
| John C. Belford, CPM® CMOC ARP - Ontario | Ruth Harding, FRI - Nova Scotia | David Procter, FRI - British Columbia |
| Elisabeth Bily, CPM® - Quebec | Edgar Hillman, ARM® - Nova Scotia | David Pryde, ARM® - Nova Scotia |
| Marc-André Bourdon, FRI - Quebec | Glen W. Holling, FRI CRES - British Columbia | Bonita C. Reimer, CPM® - Manitoba |
| Paul Brinton, FRI - Alberta | Bridget Houghton, FRI CRES - British Columbia | Brenda Richard, ARM® - Nova Scotia |
| Carolyn A. Brown, ARM® - Nova Scotia | Don Hui, CRF CRU CRP - Ontario | Kam Rizvi, FRI CPM® - Ontario |
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| Ronald Charbonneau, CPM® - Quebec | Paul D. Lethbridge, FRI(A) CRES - Ontario | Vivien Sears, FRI CRES - British Columbia |
| James D. Clark, FRI CRES - Northwest Territories | Christina Leung, CPM® - British Columbia | Neil Shepherd, CPM® - Ontario |
| Nancy Collins, CPM® - Ontario | Martha Leung, FRI CRES - Ontario | Joseph Shum, FRI - Ontario |
| Curtis W. Coward, ARM® - Nova Scotia | Caroline Ling-Chiu, CPM® CRF - Ontario | Tom Siems, CPM® - British Columbia |
| Patrick John Cox, CPM® CMOC CRP - Alberta | Ronald J. MacDonald, ARM® - Nova Scotia | Tina Skinner, CPM® - Ontario |
| Helene D'Amours, CPM® - Quebec | William MacGillivray, CPM® - Ontario | Rolly Skov, CPM® - British Columbia |
| Carolyn Davis Reid, FRI - Nova Scotia | Elen MacLean-Richard, ARM® - Nova Scotia | J. Robert St-Pierre, FRI - Quebec |
| Jean-Guy Desrochers, FRI CRES - Quebec | Michael S. Magathan, CRES - Alberta | Judy Sykes, CPM® - Saskatchewan |
| Linda Detienne, CRF - Nova Scotia | Anna Massara, CPM® - Ontario | Vittoria Tassone, FRI CRES - Quebec |
| Elizabeth A. Doyle, FRI CRES - Nova Scotia | Julie McLean, CPM® - Quebec | Melville H. Tessier, FRI CRES - New Foundland |
| Diane J. Eggert, CPM® - Alberta | Pam McQuinn, FRI - Nova Scotia | Joseph Veru, CPM® ARP - Ontario |
| Ken Eyre, CPM® - Ontario | Elaine D. Mitchell, ARM® - Nova Scotia | Donna L. Vibert, CPM® - Ontario |
| John Fleming, ARM® - Nova Scotia | Guy Monast, FRI - Quebec | Dan Vucenovic, CPM® CMOC - Ontario |
| Nadine Frazer-Bate, ARM® - Nova Scotia | Barbara C. Morris, FRI CRES - Ontario | James A. Westergard, FRI CRES - Alberta |
| Dario Gattesco, FRI - Quebec | Gloria Morrison, CPM® - Ontario | Carol Willman, CRES - British Columbia |



The Harbour Cruise

Friday May 30, 2008



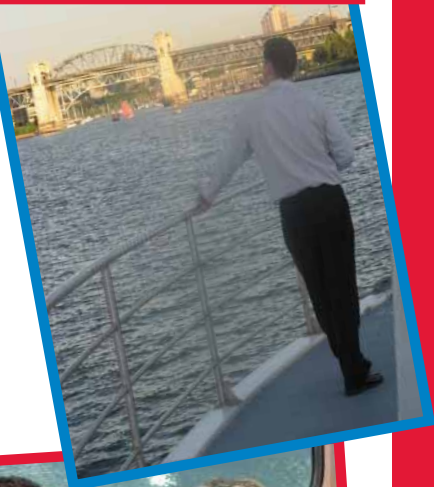


MUSICAL ACTS THAT MADE AN APPEARANCE DURING THE HARBOUR CRUISE



KISS

ELVIS PRESLEY



THE VILLAGE PEOPLE

BOB MARLEY





Brian Nann from Bentall Capital presents John Molnar, FRI CPM® CRP with the Bentall Literary Award.



REIC Toronto Chapter President Winson Chan, FRI CRES accepts the REIC Community Services Award.



REIS won the Don Hill Award - Large Chapter (for membership increase), Sherill Carlson, CPM® ARM® accepts.



Scott Fischer, CRP was this year's recipient of the Patrick J. Harvey Memorial Award.

The 2008 REIC Pursuit of Excellence Awards

The Pursuit of Excellence Awards Program recognizes REIC members, chapters, associations, and corporations who contributed to the advancement of REIC and the Real Estate Industry within the past year.

Congratulations to the winners of 2008:

*The Patrick J. Harvey Award:
Scott Fischer, CRP*

*The J. A. Weber Award:
Diana Crossin, FRI*

*Murray Bosley FRI of the Year Award:
James Murphy, FRI*

*REIC CPM® of the Year Award:
Sharon Bart, CPM® ARM®*

*REIC Community Services Award - Individual:
Vittoria Tassone, FRI CRES*

*REIC Community Services Award - Chapter:
REIC Toronto Chapter*

*Bentall Literary Award: Presented by  Bentall CAPITAL
John Molnar, FRI CPM® CRP*

*REIC Corporate Citizen of the Year:
H & R Developments*

*REIC Real Estate Association of the Year:
REALTORS® Association of Edmonton*

*Bentall Excellence Award: Presented by  Bentall CAPITAL
Hillary Börner, CPM®*

*Chapter Initiative of the Year - Small Chapter:
Real Estate Institute of Manitoba*

*Chapter Initiative of the Year - Large Chapter:
REIC Toronto Chapter*

*The Donald V. Hill Award - Small Chapter:
REIC North of 60 Chapter*

*The Donald V. Hill Award - Large Chapter:
Real Estate Institute of Saskatchewan*

*REIC Chapter of the Year Award - Small Chapter:
REIC Edmonton Chapter*

*REIC Chapter of the Year Award - Large Chapter:
REIC Toronto Chapter*

The REALTORS® Association of Edmonton took home the Honour of REIC Real Estate Association of the Year. Dr. Johnson Wong, FRI accepts the award.



The Real Estate Institute of Manitoba won the Chapter Initiative of the Year - Small Chapter, Sandi Caputo, CLO accepts.

Jim Murphy, FRI of REIC Nova Scotia Chapter earned the Murray Bosley FRI of the Year Award.



Vittoria Tassone, FRI CRES accepts the REIC Community Services Award from Award Task Force Chair Don Myhre, CRP.



THE REIC AWARDS DINNER & DANCE



Saturday
May 31, 2008



A founding father of the REIC Vancouver Chapter, Mr Douglas Cox, FRI at 93 years young shares a laugh with Clarence Wedge, CRF.

FALL 2008 TRADESHOW SCHEDULE:

THE ATLANTIC CONNECTION: A REALTOR CONFERENCE
 SEPTEMBER 25-27, 2008
 HALIFAX, NS

“BUILDING STRONGER PARTNERS” FALL TRADESHOW
 OCTOBER 21, 2008
 EDMONTON, AB

REALTORS WITHOUT BORDERS CONFERENCE & TRADESHOW
 OCTOBER 21, 2008
 HAMILTON, ON

BUILDEX CALGARY
 NOVEMBER 4 & 5, 2008
 CALGARY, AB

PM EXPO 2008
 DECEMBER 3-5, 2008
 TORONTO, ON



More than \$1.2 million donated in 2007!
REALTORS® Care



For more information about the REALTORS® Care Foundation and how you can get involved, contact the Communications Department of the Real Estate Board of Greater Vancouver at 604.730.3000 or visit our website at realtorcare.org



**We know the market, we anticipate the trends
 and we act decisively.**

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 Delta, BC, V4C 1Y2
 Tel: 604.635.5000
 Fax: 604.635.5003

Visit our website
 to locate our corporate offices
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www.gatewaypm.com



Excellence through Ethics



The Fraser Valley Real Estate Board would like to congratulate the recent **Facilitators of Ethical Leadership in Real Estate** graduates from the Fraser Valley and Great Vancouver real estate boards for their commitment to provide leadership and inspire ethical practice in the profession.

Calvin Crawford
 Derek Drew
 Jamie Fecteau
 Stewart Henderson
 Deanna Horn
 Vic Hryhchuk

Ishaq Ismail
 George Jacobs
 Marylou Leslie
 Jorda Maisey
 Terry Newman
 El-Leen Ong
 Rosario Setticas

Rycarda Smith
 Terri Smith
 Deborah Spicer
 Dianne Swintak
 Ron Todson
 Vljay Virk



REGION 14 LEADERSHIP CONFERENCE

For two days members of REIC came together for the 2nd Annual IREM Region 14 Leadership Conference. Topics discussed included the art of leadership and team building skills, as well as chapter efficiency, member retention, participation involvement of members and volunteers, and membership involvement at the national and chapter levels.

**MAY
28 & 29
2008**



In Memoriam:

REIC wishes to take a moment to remember those members we have lost this past year:

Michael E. Ainsworth, FRI of Toronto ON

Murray Cornblum, FRI of Toronto ON

Joanne Frost, ARM® of Saskatoon SK

James Hall, FRI of Traverse Bay MB

Philip Holmes, FRI of Victoria BC

William Mather, FRI of Burlington ON

James N. Perry, FRI of Saskatoon SK

Teresa Rupa, CLO of Winnipeg MB

Ted Stella, CPM®, Past REIC National President, of Pickering ON

Eric Windeler, FRI CPM® CRF of Oakville ON

REIC Signs New Partnership to Promote Education

Signing MOU with Brawman International Group will start process of promoting REIC Courses in China

A business development trip to China will be the first step in helping to promote international relations after a Memorandum of Understanding (MOU) was signed between the Real Estate Institute of Canada (REIC) and the Brawman International Group.

REIC Executive Director, Maura McLaren and Joyce S.S. Zhou of the Brawman International Group signed the MOU on July 2, 2008 during a meeting at the REIC National Office in Toronto.

The purpose of the MOU is to establish a working partnership between the two organizations and to promote increased global real estate business opportunities among member companies for both parties.

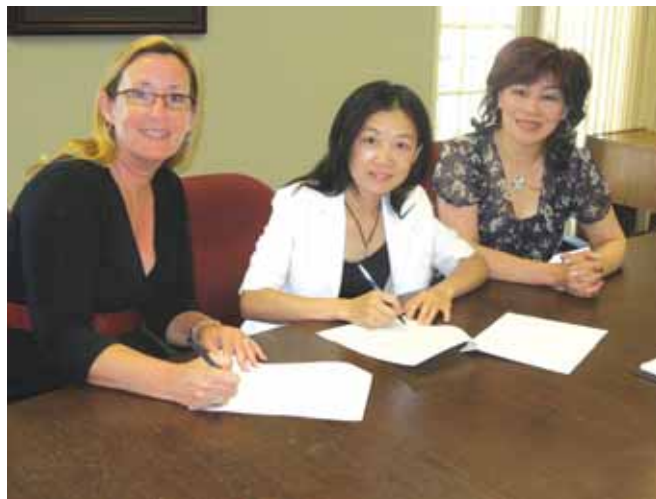
“REIC is always looking for new ways to branch out and get our education programs to new individuals and companies within the industry,” explains McLaren. “Our agreement with Brawman is an important step in

bringing the Real Estate Institute of Canada to a global level.”

As part of the arrangement, Brawman - which is situated in Shanghai, will introduce education programs from REIC into China through the Shanghai Weston Real Estate Management Institute.

Cynthia Lai, FRI who was a driving force in securing this agreement during her tenure as Chair of the REIC Sales & Leasing Council, is pleased that the agreement has now been finalized, and she looks forward to leading the trip to China this upcoming October.

“This trip is an outstanding chance for Real Estate Professionals to network with both local and International members of the Real Estate Industry,” states Lai.



Cynthia Lai, FRI looks on as REIC Executive Director Maura McLaren (left) and Joyce S.S. Zhou of Brawman International Group sign the MOU between the two organizations at the REIC National Office on Wednesday July 2, 2008

While having an outstanding opportunity to network during this 11-day trip, participants will make stops in Shanghai, Nanning, Haikou, Macau and Hong Kong.

Anyone wishing for more information regarding the trip to China should contact Cynthia Lai, FRI at 416-939-8833 or through cynthia@trebnet.com.

Continuing Education Update:

All members of the Real Estate Institute of Canada are acknowledged leaders in the real estate industry because they have shown extensive commitment to learning and professional development.

The REIC Continuing Professional Education Program had been designed to guide all REIC Members in their path to lifelong learning and maintaining their professional standing.

While REIC strongly supports its members continuing their education, CPE credits are not a mandatory requirement of REIC membership and will no longer be tracked at the REIC National Office.

This decision was approved by the Board of Directors during their meeting on Wednesday May 28, 2008.

Although this brings the REIC CPE program to an end, REIC encourages its members to continue to seek out education and enhance their professional careers.

**IT'S COMING...
ARE YOU READY?
IN SEPTEMBER
IT ARRIVES!
THE NEW REIC
WEBSITE**

**EXPERIENCE
THE DIFFERENCE**

www.reic.ca

Most important things to do this week

- 1) Remember Mom's Birthday ✓
- 2) Take out the Trash ✓
- 3) Sign up for 2009 REIC
Annual Conference at the
Super early bird rate!!

DON'T FORGET

Offer expires August 15, 2008!

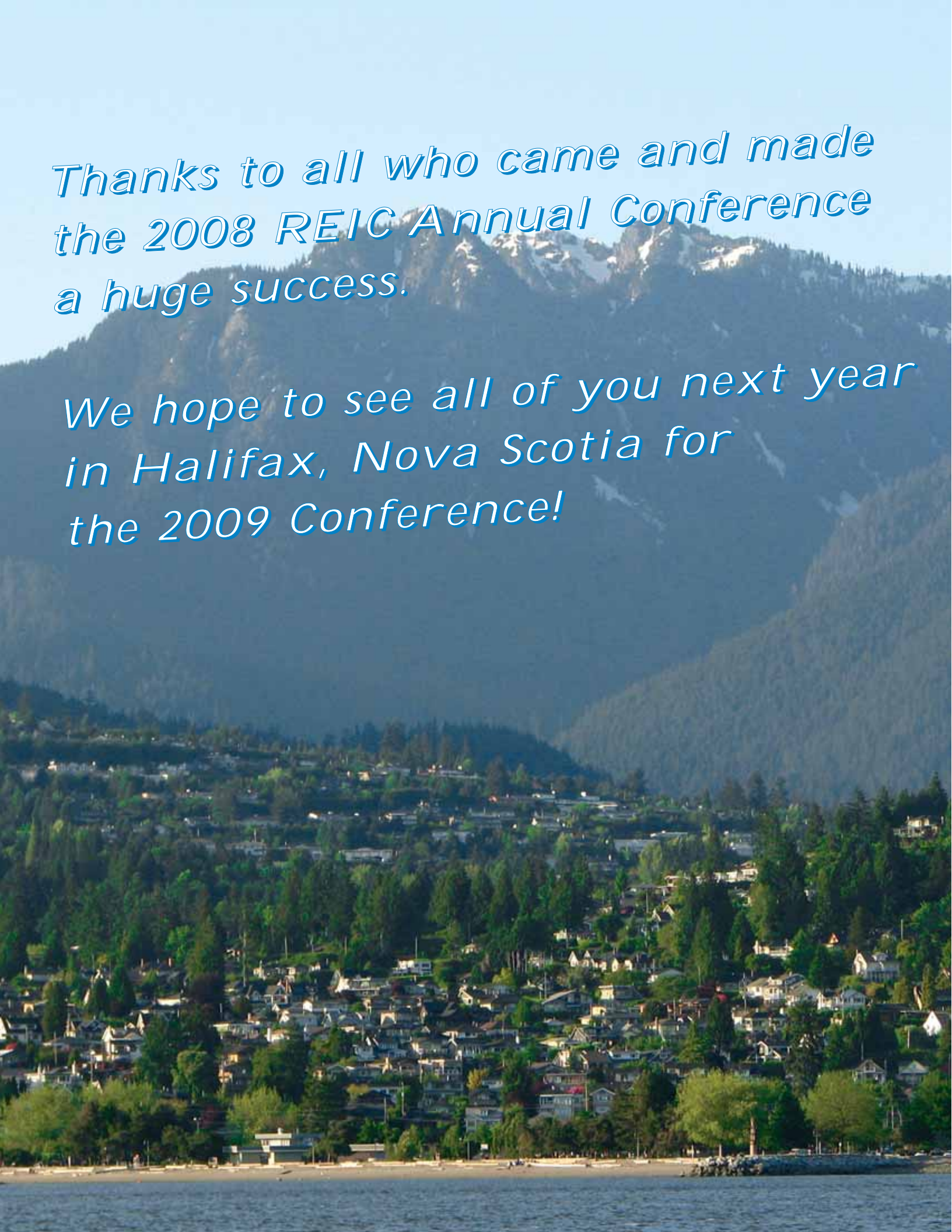
**Sign up today for the 2009 Annual
Conference at the Super Early Bird
Registration price of \$349**

Register online at www.reic.ca

**The 2009 REIC
Annual Conference**



**May 27-31, 2009
Halifax, Nova Scotia**

A scenic view of a coastal town with a large mountain in the background. The town is built on a hillside, surrounded by dense green trees. The mountain in the background is covered in snow and has a forested base. The sky is clear and blue.

*Thanks to all who came and made
the 2008 REIC Annual Conference
a huge success.*

*We hope to see all of you next year
in Halifax, Nova Scotia for
the 2009 Conference!*