



Real Estate Institute of Canada  
Institut canadien de l'immeuble

# 2021

## PURSUIT OF EXCELLENCE AWARDS PROGRAM

The Real Estate Institute of Canada (REIC) Pursuit of Excellence Awards Program recognizes the important contributions of individuals, companies, and associations that promote and advance best practices in the real estate industry and promote the Institute. The awards program is designed to:

- Promote excellence in the real estate industry.
- Recognize outstanding contributions in the real estate industry.
- Increase public awareness of both the achievements of the recipients and the sector as a whole.

Take this opportunity to nominate a colleague for recognition or apply in support of your own work. The 2021 Pursuit of Excellence Award nominees and recipients will be recognized at the 2021 Awards Celebration, which will take place virtually on June 9, 2021.

### AWARD CATEGORIES

J.A. Weber Award

Patrick J. Harvey Memorial Award

Murray Bosley Sales and Leasing Member of the Year Award

Real Estate Management Member of the Year Award

REIC Finance Member of the Year Award

W.P.J. McCarthy Partner of the Year Award

REIC Community Services Award

Literary Award

Young Professional of the Year Award

Don Hill Chapter Initiative of the Year Award

Chapter of the Year Award

REIC Emeritus Award

Calculated Award: QuadReal Excellence Award

**NOMINATE YOUR  
COLLEAGUES  
TODAY!**



# 2021

## PURSUIT OF EXCELLENCE AWARDS PROGRAM

REIC is a not-for-profit membership organization dedicated to advancing education and professionalism in the real estate industry. Our courses and designation programs shape the future of real estate by enhancing the skills of talented professionals and business leaders. Committed to the highest professional and ethical standards, REIC has been educating and designating real estate specialists since 1955. This national organization is supported by local Chapters across the country that provide education and networking at the local level.

### AWARD PROGRAM TERMS AND CONDITIONS

#### ELIGIBILITY CRITERIA

- Applicants must be REIC Members in good standing (except for W.P.J. McCarthy Partner of the Year Award).
- If an individual or Chapter has won the same award in both of the past two years, they are not eligible to compete for that same award this year.
- The REIC National Board of Directors and the Conference and Awards Committee are not eligible to apply (or to be nominated) for the Pursuit of Excellence Awards Program in the year(s) they are serving on the Board or the Committee with the exception of calculated awards.
- REIC staff and their immediate family members may not stand for nomination for any award.
- There is no limit on the number of entries per award.

#### JUDGING CRITERIA

- Each award is judged based on specific criteria as applied to the individual award.
- All nomination materials must be complete. The selection of award recipients is based solely on the information provided in the nomination package.
- Applications for individual and Chapter awards are reviewed against pre-determined judging criteria. An award may not be granted if applications do not meet established criteria.

- The QuadReal Excellence Award is a calculated award and is based on data extracted from the national REIC database. No applications are required or accepted for these awards. QuadReal generously provides a cash award annually, to the Canadian Candidate who attains the highest mark on the first submission of their Management Plan or first writing of the MPSAXM. All Candidates in good standing are automatically entered by submitting their Management Plan or by completing the MPSAXM. The period of calculation for this award is May 1, 2020-April 30, 2021.
- Award winners are chosen by the Conference and Awards Committee. The nominees for REIC Emeritus (if any) will be recommended by the Conference and Awards Committee.
- The REIC Board of Directors shall bestow Emeritus on any nominee they believe meet the qualifications of the honour.

#### CONFIDENTIALITY

- The REIC national office will notify nominees of their nominations. Winning entries are kept confidential until the award recipients are announced at the REIC Pursuit of Awards Celebration on June 9, 2021, which will be held virtually.

Please submit all nominations directly to the REIC national office, adhering to the guidelines indicated in this brochure, to the attention of:

2021 Conference and Awards Committee  
[marketing@reic.com](mailto:marketing@reic.com)

### SUBMISSION DEADLINE

**Thursday, April 22, 2021 @ 4:30 pm ET**

Awards and eligibility criteria are outlined in detail on the following pages.



# 2021

## PURSUIT OF EXCELLENCE AWARDS PROGRAM

### **J. A. WEBER AWARD**

This distinguished award is in honour of J. A. Weber, FRI, REIC's first National President. The award pays tribute to the REIC Member who, at the Chapter level, has made a significant contribution to the advancement of the Institute. The nominee's efforts should have directly influenced the growth and recognition of an REIC Chapter.

#### **Eligibility Criteria**

- Nominee must be an REIC Member in good standing.
- The profound impact in Chapter growth and recognition (within the general public and the industry) must come as a direct result of the effort put forth by the nominee in the past year.

#### **Submission Requirements**

- Completed Award Nomination Entry Form.
- A minimum 250-word detailed outline of the nominee's contribution to the development and strengthening of the Chapter.

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**

### **PATRICK J. HARVEY MEMORIAL AWARD**

This award was founded in honour of Patrick J. Harvey, FRI, one of REIC's founding Members. Patrick was instrumental in laying the groundwork for the Institute's educational program. The award is bestowed upon the REIC Member, who through personal sacrifice and initiative, has contributed to the professional advancement of the Institute through the development of an REIC educational program.

#### **Eligibility Criteria**

- Nominee must be an REIC Member in good standing.
- Eligible contributions must be used by REIC or supported by an REIC educational program.

#### **Submission Requirements**

- Completed Award Nomination Entry Form.
- A minimum 250-word narrative explaining why the nominee deserves to win this award.
- Educational program support documentation, which could include:
  - Copy of book
  - Seminar or lecture series PowerPoint or similar documentation
- Outline of professional development program.

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**



# 2021

## PURSUIT OF EXCELLENCE AWARDS PROGRAM

### **MURRAY BOSLEY SALES AND LEASING MEMBER OF THE YEAR AWARD**

This distinguished award is in honour of Murray Bosley, FRI, one of REIC's founding Members. The award is presented to an REIC Member in good standing who holds a sales and leasing designation. The Member is considered to be one of the foremost supporters of the sector and their respective designation over the past year.

#### **Eligibility Criteria**

- Nominee must be an REIC Member in good standing.
- Member must have contributed to increasing the value and awareness of the FRI, CLO, or CRES designations via continued involvement related to the real estate profession.

#### **Submission Requirements**

- Completed Award Nomination Entry Form.
- A minimum 250-word narrative explaining why the nominee deserves to win this award.
- To provide further support for this submission, nominations may be accompanied by supporting documentation, including:
  - letters of appreciation; or,
  - article publications, (if applicable, clearly indicate name, date of any published material and if it is online article, include the website URL).

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**

### **REAL ESTATE MANAGEMENT MEMBER OF THE YEAR AWARD**

This award is presented to an REIC Member in good standing who holds a property management designation. This Member is considered to be one of the foremost supporters of the sector and their respective designation over the past year.

#### **Eligibility Criteria**

- Nominee must be an REIC Member in good standing.
- Member must have contributed to increasing the value and awareness of the CPM, CMOC, ARM, or ACoM designations via continued involvement related to the real estate profession.

#### **Submission Requirements**

- Completed Award Nomination Entry Form.
- A minimum 250-word narrative explaining why the nominee deserves to win this award.
- To provide further support for this submission, nominations may be accompanied by supporting documentation, including:
  - letters of appreciation; or,
  - article publications, (if applicable, clearly indicate name, date of any published material and if it is online article, include the website URL).

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**



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## PURSUIT OF EXCELLENCE AWARDS PROGRAM

### REIC FINANCE MEMBER OF THE YEAR AWARD

This award is presented to an REIC Member in good standing who holds a finance designation. This Member is considered to be one of the foremost supporters of the sector and their respective designation over the past year.

#### Eligibility Criteria

- Nominee must be an REIC Member in good standing.
- Member must have contributed to increasing the value and awareness of the CRF, CRU, CRP, or ARP designations via continued involvement related to the finance industry.

#### Submission Requirements

- Completed Award Nomination Entry Form.
- A minimum 250-word narrative explaining why the nominee deserves to win this award.
- To provide further support for this submission, nominations may be accompanied by supporting documentation, including:
  - letters of appreciation; or
  - article publications, (if applicable, clearly indicate name, date of any published material and if it is online article, include the website URL).

**Submissions may be made by REIC Members in Good Standing and/or Chapter Management Boards.**

### W.P.J. MCCARTHY PARTNER OF THE YEAR AWARD

This prestigious award is named after REIC Past-President (2009-2010) William McCarthy, FRI CPM CLO. The award is presented to a company or non-profit association that has demonstrated outstanding recognition and support of REIC through their support of the continued growth and awareness of the Institute; encouragement of their staff's professional development with REIC courses/designations; hiring/consulting with REIC Members.

#### Eligibility Criteria

- The nominee must be a corporation, company, or non-profit organization or association
- The nominee must have made valuable contributions towards the promotion and support of REIC's goals and objectives through:
  - Sponsorship of REIC Chapter and/or National events;
  - Encouraging staff to pursue REIC designations;
  - Sponsoring REIC courses; or,
  - Hiring and/or consulting with REIC Members.

#### Submission Requirements

- Completed Award Nomination Entry Form.
- A minimum 250-word narrative explaining why the nominee deserves to win this award.
- To provide further support for this submission, nominations may be accompanied by supporting documentation, including:
  - letters of appreciation;
  - Press or article publications (if applicable, clearly indicate name, date of any published material, website URL);
  - Copies of marketing material promoting an REIC event, course, or designation;
  - Copies of sponsorship pledges; or,
  - Employee list showing REIC designates or job postings seeking REIC designations.

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**





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## PURSUIT OF EXCELLENCE AWARDS PROGRAM

### REIC COMMUNITY SERVICES AWARD

This award honours the Chapter and/or Member that has demonstrated an outstanding commitment to the local community, through volunteer services and charitable work, within the Chapter's jurisdictional boundaries.

#### Eligibility Criteria

- For individual nomination, nominee must be an REIC Member in good standing.
- By successfully coordinating and participating in fundraising campaigns or charitable events, the efforts of the Chapter or Member should serve to benefit the community and increase public awareness.

#### Submission Requirements

- Completed Award Nomination Entry Form.
- A detailed account of why your recommendation qualifies to win this award (minimum 250 words).
- A maximum of three letters of appreciation from members of the community.
- To provide further support for this submission, nominations may be accompanied by supporting documentation, including:
  - letters of appreciation; or,
  - article publications, (if applicable, clearly indicate name, date of any published material and if it is an online article, include the website URL).

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**

### LITERARY AWARD

First presented in 1968 as the Claude Leigh Award, the Literary Award recognizes the best in real estate journalism and research as it pertains to Canada's real estate sector.

#### Eligibility Criteria

- Author of the article must be an REIC Member or Candidate in good standing.
- All entries must be original articles relevant to real estate in Canada and/or contributing to the professional development of real estate professionals.
- Articles must have been written within the past 12 months.
- Articles must also have been published in the mainstream media, professional association newsletter, industry website, or other non-REIC publication format.

#### Submission Criteria

- Completed Award Nomination Entry Form.
- A copy of the article, which is a minimum of 1,000 words, clearly indicating the author's name, designation and word count.
- A minimum 250-word narrative explaining why the nominee deserves to win this award.
- Article submissions must be accompanied by press clippings from the publication showing the name of publication and date it was published (if it is an online article, include the website URL).
- Please submit entries in electronic format.

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**



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### **YOUNG PROFESSIONAL OF THE YEAR AWARD**

This award recognizes a young professional who has demonstrated dedication to their industry, professionalism, and business ethics. They have significantly contributed to their organization while displaying strong leadership, teamwork, and high standards of integrity while continually developing their knowledge and experience.

#### **Eligibility Criteria**

- Nominee must be an REIC Member or Candidate Member in good standing under 40 years of age.

#### **Submission Requirements**

- Completed Award Nomination Entry Form.
- Minimum 250 word narrative explaining why the nominee deserves to win this award.
- To provide further support for this submission, nominations may be accompanied by supporting documentation, including:
  - letters of appreciation, and,
  - article publications, (if applicable, clearly indicate name, date of any published material and if it is online article, include the website URL).

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**

### **DON HILL CHAPTER INITIATIVE OF THE YEAR AWARD**

Initiated by Donald V. Hill, FRI CPM® in 1973, this award recognizes a Chapter, which has created an innovative educational program, event or marketing campaign that resulted in an increased awareness of the Institute as well as one or more sectors of the real estate profession. REIC provides a \$500 cash award to the selected winner.

#### **Eligibility Criteria**

- Nominee must be an active REIC Chapter.
- The submitted project, event or program must prove to be innovative, current and relevant.
- The program must have been implemented within the last 12 months.
- The submitted project, event or program must show that an impact was made in the local community - e.g., increased course participation, increase in Membership, increase in event participation.

#### **Submission Requirements**

- Completed Award Nomination Entry Form.
- To provide further support for this submission, nominations may be accompanied by supporting documentation, including:
  - Press clippings (if applicable - include publication name and date) with REIC mentions;
  - Photographs;
  - Letters of appreciation and/or testimonials;
  - Overview of the program/initiative, including copies of marketing material and handouts (if applicable);
  - Report outlining the following:
    - Why it was implemented, how it works, its unique or exclusive aspects
    - Implementation Process and volunteer commitment
    - Any additional material that best exemplifies the quality and impact of your program

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**



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## PURSUIT OF EXCELLENCE AWARDS PROGRAM

### CHAPTER OF THE YEAR AWARD

In order to qualify for the Chapter of the Year Award, Chapters must submit a Chapter Yearbook based on the guidelines provided in the Chapter of the Year Entry Form. REIC encourages all Chapters to participate in the Chapter of the Year Award. By annually documenting Chapter activities and accomplishments in a yearbook, you have a concise and interesting history of your Chapter's events.

Your yearbook will also serve as reference material to assist incoming Chapter Leaders in reviewing your Chapter's progression and setting Chapter goals and act as an orientation tool for new Chapter administrators. It can also be displayed at meetings and educational sessions as a information and engagement tool. All yearbook entries are shared with Chapter Leadership and REIC Members. This is an excellent opportunity to showcase your successes and experiences to your fellow Members across the country.

The Chapter of the Year Award is designed to honour the small and large Chapter that has, through an outstanding job in local activities, advanced goals and objectives of the Institute. Such activities include Chapter events, professional development seminars, community service, marketing, and membership retention programs.

#### Eligibility Criteria

- Nominee must be an active REIC Chapter.
- Each yearbook submission must stem from a single Chapter. (Joint Chapter submissions are not eligible and will be disqualified.)
- Nominee must be able to show that the Chapter's activities have met and/or exceeded the goals and objectives of the Institute and/or the local Chapter.

#### Submission Requirements

- Completed Chapter of The Year Entry Form.
- Chapter Yearbook.
- Support Documentation:
  - All information and documentation as per Chapter of the Year Award Nominations Form
  - Any additional material that best exemplify your Chapter's activities and the quality of your programs.
- All submissions are required to be PDF. If your Yearbook package is too large to email, REIC will provide access to a file share access system. Please contact [marketing@reic.com](mailto:marketing@reic.com) for more information.

**Submissions are to be made by REIC Chapter Management Boards only.**

Use the Chapter of the Year  
Entry Form to submit your  
nomination for  
this award.



# 2021

## PURSUIT OF EXCELLENCE AWARDS PROGRAM

### REIC EMERITUS AWARD

REIC Emeritus is the highest honour that a Member of REIC can receive. This award of excellence recognizes a Member's sustained commitment and outstanding contribution to REIC at both the National and Chapter levels.

The Conference and Awards Committee will select no more than one application from each sector to submit to the REIC Board of Directors for Emeritus consideration. The application must be approved by a majority affirmative vote of the Board of Directors to bestow Emeritus upon a Member.

#### Eligibility Criteria

- Nominee must be a REIC Member in good standing for at least 15 years.
- Nominee must have made extraordinary contributions of personal time and effort to the Institute by serving on Boards and committees at both the National and Chapter levels for at least five years.

#### Submission Requirements

- Completed REIC Emeritus Entry Form.
- A minimum 500-word detailed narrative of why your nominee deserves to win this honour.
- The narrative should include the following criteria:
  - Describe sustained voluntary contributions made to REIC at the National level
  - Describe sustained voluntary contributions made to REIC at the Chapter level
  - Describe leadership qualities displayed within his/her own organization (if applicable)
  - Describe voluntary contributions to other organizations and community-at-large (if applicable)
- Nominations must be accompanied by a maximum of three letters of recommendation, one of which must come from an REIC Member in good standing.

**Submissions may be made by REIC Members in good standing and/or Chapter Management Boards.**

Use the REIC Emeritus Entry Form to submit your nomination for this award.

**PLEASE NOTE: The nominees for REIC Emeritus (if any) will be recommended by the Conference and Awards Committee and are subject to approval by the REIC Board of Directors.**

Use the Emeritus Entry  
Form to submit your  
nomination for  
this award.



## Award Nomination Entry Form - 2021

**Please use this entry form to submit nominations for the following awards only:**

*(use a new form for each award submission)*

- J.A. Weber Award
- Patrick J. Harvey Memorial Award
- Murray Bosley Sales and Leasing Member of the Year Award
- Real Estate Management Member of the Year Award
- REIC Finance Member of the Year Award
- W.P.J. McCarthy Partner of the Year Award
- REIC Community Services Award
- Literary Award
- Young Professional of the Year Award
- Don Hill Chapter Initiative of the Year Award

*The Chapter of the Year Award and the Emeritus Award have separate entry forms.  
Please ensure you have fulfilled all the nomination criteria for each of your submissions.*

Date: \_\_\_\_\_

Entrant: \_\_\_\_\_  
(Nominee)

Submitted by: \_\_\_\_\_  
(Chapter Management Board, Individual, etc.)

Contact Name: \_\_\_\_\_

Contact Business Phone: \_\_\_\_\_ Alternate Phone: \_\_\_\_\_

Contact Fax #: \_\_\_\_\_ Email Address: \_\_\_\_\_

Please submit all nominations directly to the REIC National office, adhering to the guidelines indicated in the 2021 Awards Guide to the attention of: 2021 Conference and Awards Committee  
[marketing@reic.com](mailto:marketing@reic.com)

**SUBMISSION DEADLINE:**  
**Thursday, April 22, 2021 @ 4:30 pm ET**



## REIC Emeritus Entry Form - 2021

Please use this application form to submit nominations for REIC Emeritus.

Date: \_\_\_\_\_

Entrant: \_\_\_\_\_  
(Nominee)

Submitted by: \_\_\_\_\_  
(Chapter Management Board, Individual etc.)

Contact Name: \_\_\_\_\_

Contact Phone: Business: \_\_\_\_\_ Alternate: \_\_\_\_\_

Contact Fax #: \_\_\_\_\_ E-mail Address: \_\_\_\_\_

### REIC Emeritus - Supporters Signatures

Nomination for REIC Emeritus requires the signatures of three supporters, one of whom must be a current REIC Member. PLEASE NOTE: These three signatures do not replace the letters of recommendation which are outlined in the submission requirements for REIC Emeritus as outlined in the 2021 Pursuit of Excellence Awards Brochure.

1. \_\_\_\_\_  
Name (Add company, contact number and relationship to nominee if not an REIC Member)

\_\_\_\_\_  
Signature

2. \_\_\_\_\_  
Name (Add company, contact number and relationship to nominee if not an REIC Member)

\_\_\_\_\_  
Signature

3. \_\_\_\_\_  
Name (Add company, contact number and relationship to nominee if not an REIC Member)

\_\_\_\_\_  
Signature

Complete this form and submit with all supporting documentation by email:

2021 Conference and Awards Committee  
[marketing@reic.com](mailto:marketing@reic.com)

**SUBMISSION DEADLINE:**  
**Thursday April 22, 2021 @ 4:30 pm ET**



## Chapter of the Year Entry Form - 2021

Please use this application form to submit nominations for REIC Chapter of the Year.

Date: \_\_\_\_\_

Chapter Name : \_\_\_\_\_  
(Nominee)

Submitted by: \_\_\_\_\_  
(Chapter Management Board, Individual etc.)

Contact Name: \_\_\_\_\_

Contact Phone: Business: \_\_\_\_\_ E-mail Address: \_\_\_\_\_

Events must have taken place between January-December 2020. When composing your submission, be sure to include the items listed below in the same order as they are listed. This form also displays how submissions will be graded by the Conference and Award Committee.

Submission Category	Point Value (/100 Points)
<b>Chapter Statistics:</b> - Net Chapter growth - REIC National will provide this data. Chapters do not submit this information	30 points
<b>Chapter-Run Event:</b> - Provide a list of dates of local events hosted or co-hosted by the Chapter - Provide a summary of each event listed above, including: event format (i.e. lunch-and-learn, forecast, charity tournament, career fair, gala, etc.), content (topics discussed, if applicable), attendance numbers (Member and non-Member), and method of promotion (i.e. email, social media, print ad, etc.)	5 points 10 points
<b>Event Participation:</b> - Provide a list (including dates) of local events the Chapter participated in (i.e. trade shows, seminars, career fairs, etc.) - Provide a summary of each event listed above, including: event format (i.e. lunch-and-learn, forecast, charity tournament, career fair, gala, etc.), content (topics discussed, if applicable), attendance numbers (Member and non-Member), and method of promotion (i.e. email, social media, print ad, etc.)	5 points 10 points
<b>Events Attended by Chapter Leadership:</b> - Provide a list (including dates) of industry events attended by at least one Chapter Board Member	5 points
<b>Chapter Newsletter:</b> -Provide a summary of what Chapter newsletters typically contain (i.e. local / industry news, articles, REIC announcements, surveys, spotlights, etc.) and how the newsletters are distributed.	5 points
<b>General Promotion:</b> - Has the Chapter sponsored any local industry events? Please list them, including amount spent. - Has the Chapter bought any digital or print advertisements promoting REIC? Please include the visual ad (if possible) and the amount spent for each advertisement. - Has the Chapter issued any scholarships? Please list them, including amount spent.	5 points 10 points 10 points
<b>Submission Presentation:</b> - Submission is presented as a single PDF file	5 points

Complete this form and submit with supporting documentation by email:

**2021 Conference and Awards Committee**  
[marketing@reic.com](mailto:marketing@reic.com)

All submissions are required to be in PDF. If your Yearbook package is too large to email, REIC will provide you access to a file share access system. Please contact [marketing@reic.com](mailto:marketing@reic.com) for more information.

**SUBMISSION DEADLINE:**  
**Thursday April 22, 2021**  
**@ 4:30 pm ET**