

Real Estate Institute of Canada
EXCHANGE



Summer 2023 - *Insiders Edition*

www.reic.ca



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ONLINE**



MESSAGE FROM THE REIC COO & INTERIM CEO AND PRESIDENT



REIC is on a journey of transformation, value creation, and pure organizational growth. This is something that many professional associations strive for - but often fail to execute on. Sometimes, long-standing associations become complacent, overly comfortable, and feel that they have successfully reached the market they were founded to serve. Sometimes, they feel that they have achieved what they set out to. REIC, on the other hand, is poised for incredible growth in the coming years. Despite almost 70 years of serving our membership, we are only just beginning to realize the untapped potential of our Members, Partners, and the emerging Markets we serve.

Our **Vision** is just as relevant today as when it was established, our **Mission** is just as strong, and our **Values** are needed now – more than ever.

Coming out of COVID, this period of change we now find ourselves in has the potential to provide our organization with a variety of benefits; including a greater ability to withstand future economic and market fluctuations, increasing our brand awareness, enhanced industry connectivity and collaboration, and achieving greater efficiencies in our Membership value chain that can only come from economies of scale.

Why grow? Because we have to. No longer does the economy afford organizations the luxury of coasting. Our market is growing, our market is changing, and technology (not the least of which is AI) is disrupting everything that we do. If our organization fails to reassert ourselves as a market leader, we will get left behind.

How are we growing? We are widening the net by launching new and innovative member levels to attract students, associates, international members, businesses, and other trade and industry associations. We are revisiting, revising, and revitalising all of our Designation and Certification programs. We have invested in our infrastructure through the acquisition of a new AMS (association membership system), a new LMS (learning management system), a new content management system (website), and other technology tools from which we can better scale. We are going deeper with our Members by offering more value, more services, more offerings, and more benefits. We are diversifying our revenue streams, and building income generating assets that will strengthen our finances. We are partnering with world-class academic institutions to elevate our course and program offerings. Finally, we are building a foundation of industry partnerships, like with IREM, that crystallize our market leadership positioning.

Associations will lose members when the Members feel as if they are on a ship that is sinking. That is not going to happen on our watch. REIC is rocket ship that is about to take off.

Don Inouye
COO & Interim CEO, REIC National

Neil Fawcett
President, REIC National Board of Directors

MESSAGE FROM THE IREM PRESIDENT AND PRESIDENT ELECT



As IREM celebrates its 90th anniversary this year, I'm filled with excitement and pride. For nine decades, our members have been making a positive impact on our industry, the properties they manage, and the owners, residents, and tenants they serve. Since IREM's inception in 1933, we've witnessed significant changes, and our organization has continuously evolved to adapt to the shifting world and industry.

We're dedicated to cultivating the next generation of real estate managers through career development programs and IREM Foundation scholarships, expanding our reach and influence. Education remains at the forefront of our mission, and we're proud to offer practical learning opportunities that can be applied to day-to-day operations.

In alignment with our mission to advance the profession of real estate management, we're actively expanding our global reach by exploring potential partnerships worldwide. A highlight of my year as IREM President has been the chance to travel across the country and around the world meeting members and building relationships. Our goal is to share our knowledge and learning with new audiences around the world.

As we approach the end of this year, we're gearing up for another exciting year ahead. We continue to improve the member experience and elevate our professionals as essential to the success of our communities. Furthermore, we're committed to creating an inclusive environment within IREM and supporting our members and the real estate industry by fostering inclusivity.

It's been a tremendous honor to serve as IREM's President this year, and I'm grateful for the opportunity to work with incredibly talented individuals dedicated to making an impact, leveraging the limitless opportunities within the dynamic world of real estate management.

Renee Savage CPM®, CCIM
SavageCRE, Inc.



I'm honored and thrilled to serve as IREM's 2024 President, especially alongside such phenomenal individuals. Together, we'll continue to focus on the key goals we believe are integral to the growth and impact of IREM.

As a longtime IREM member and volunteer, I learned the value of IREM resources early in my career. Over the years I've met some of the most incredible individuals who've helped me succeed and thrive. Through their kindness and care I found lifelong friendships, along with the confidence and support to grow as a real estate management professional.

Over the course of my presidency, I hope to share the same IREM values and benefits that shaped my own experiences. By highlighting the value of our industry, we can elevate its significance among a broader audience and create a greater understanding of the vital role property managers play. Along with my exceptional colleagues, I'm eager to collaborate, engage, and foster growth while exploring new areas for expansion.

Together, we'll continue to make a meaningful impact and uphold the standards that make IREM a remarkable community. Thank you for being part of our journey.

Libby Ekre, CPM®
MEB Management Services, AMO®

WELCOMING OUR BOARD OF DIRECTORS

We are so excited to formally announce REIC's 2023/2024 Board of Directors:

- **Neil Fawcett, CPM, ARM (President)**
- **Ron Fraser, CPM (Past President)**
- **Robin Hardman, CPM (Vice President)**
- **Yolanta Scott, CPM, CRP (Secretary Treasurer)**
- **Maria Jeck, CRP**
- **Pierre Le Sieur, FRI**
- **Salima Jaafari, CPM**



President

Neil Fawcett, CPM ARM CERE



Past President

Ron Fraser, CPM



Vice President

Robin Hardman, CPM



Secretary/Treasurer

Yolanta Scott, CPM, CRP



Director

Maria Jeck, CRP



Director

Pierre Le Sieur, FRI



Director

Salima Jaafari, CPM

Each of our Board members bring years of professional experience, expertise, and knowledge to their roles. We are thrilled to welcome these real estate & industry leaders to support REIC as we grow our membership, enhance our education program, build industry connectivity, and deliver on our Mission. Congratulations!

REIC NATIONAL Leadership Retreat

REIC hosted its 68th Annual General Meeting of the Members on Thursday, June 22nd. While the meeting took place virtually, many of us were together at the beautiful Blue Mountain Resort for a Chapter Leadership Retreat. Thank you to the Board of Directors, Chapter Leadership, our Members, IREM Leaders and our REIC Staff for your attendance! This was the first AGM for our interim CEO, Don Inouye and for our new National Board President, Neil Fawcett. To our Past President, we say goodbye to Mr. Johnmark Roberts, as this was his last AGM after serving many years on the National Board. He was instrumental in supporting our vision to elevate professionalism in the real estate industry.



2023 PURSUIT OF EXCELLENCE AWARDS

On Thursday, June 22, 2023, we celebrated the REIC Pursuit of Excellence Awards with several REIC members and guests at The Blue Mountain Inn in Collingwood, Ontario. Thank you to the members, guests, partners and Chapters who celebrated these awards and showed support at this event. The value in being surrounded by such drive and professionalism is truly immeasurable and can never be underappreciated.

J.A. WEBER AWARD

Nas Klayme, FRI

REIC FINANCE MEMBER OF THE YEAR AWARD

Wesley Narciso, CRP

YOUNG PROFESSIONAL OF THE YEAR AWARD

Wasim Jarrah, FRI

REIC NATIONAL PRESIDENT AWARD

William P.J. McCarthy, FRI CPM CLO

CHAPTER OF THE YEAR AWARD

REIC Nova Scotia Chapter

REAL ESTATE MEMBER OF THE YEAR AWARD

Cody Beales, CPM



JOIN US MONTHLY



We will be hosting a series of Member Webinars on the second Wednesday of each month for the remainder of the year in 2023.

- In July, we hosted a well-attended “Meet the Board” Webinar where Members directly engaged and had fantastic conversations with the REIC National Team and Board of Directors.
- In August, REIC National will be hosting another webinar to educate, update and inform our Membership on our “3-Year Strategic Plan”. This will be another opportunity to engage and learn more about the exciting developments and initiatives within our organization. This event will be held live on Wednesday August 16th at 1:00pm (EST).
- Finally, on Wednesday September 13th at 1:00pm (EST), REIC will be hosting a Webinar on “Forensic Accounting, and Fraud in Real Estate”. This compelling webinar will be led by Fred Watkin and a panel of industry experts in fraud detection.

Registration will be through our Member Portal on MemberClicks. Keep an eye out for an email to register for the webinars. Stay tuned for Q4 Webinars!



REAL ESTATE ENTREPRENEURSHIP MICRO-CREDENTIALS

COMING FALL 2023

In these micro-courses you'll:

- Obtain an entrepreneurial mindset
- Gain a deeper understanding of core business functions
- Enhance your skills to optimize and expand your team

For more information visit
humber.ca/powermoves



WHATS NEW AT REIC?

REIC STUDENT MEMBERSHIP

REIC is pleased to share the news of the launch of a new student membership program. REIC is currently working to develop partnerships with academic institutions to expand its reach on the wide spectrum of young talent interested in developing their knowledge of real estate and sculpting their future careers. REIC is looking forward to playing a significant role in shaping the next generation of real estate professionals through offering educational resources, networking and mentorship opportunities, and more!

REIC LEARNING MANAGEMENT SYSTEM (LMS)

REIC is very excited to announce a new and efficient way of delivering courses! Currently, REIC is in the process of building a Learning Management System. This system will serve as our online classroom portal. Learning management systems create a unique and engaging experience, which is why it is of great importance to REIC, as an organization centered around upholding high standards for our members, that we create a user-friendly software. Keep an eye out for more updates as we reshape the learning experience at the Real Estate Institute of Canada!



Representatives from **REIC National** and the **Toronto Chapter** pictured with guest speakers at **PM Spring Fest** in April 2023.



Members of the **REIC National** team at **TRREB REALTOR® Quest** in May 2023.



REIC National had the pleasure of taking the **REIC2600: Ethics in Business Practice** course in July!



TRREB REALTOR® Quest 2023 education sessions were excellent and left attendees with a wealth of knowledge.

TALK THE POD, WALK THE POD: A BLAST TO THE FUTURE!

Mehran Dehghan, Marketing and Brand Partnerships Intern, REIC

Background

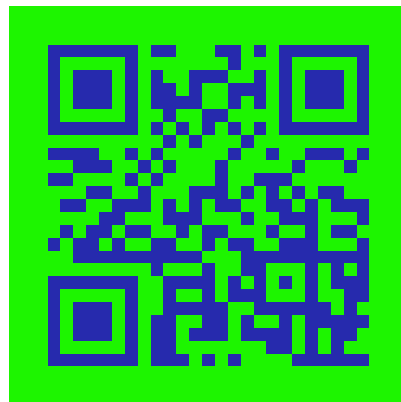
The future of real estate is poised to witness significant transformations driven by emerging trends and technological advancements. 3D printed homes are revolutionizing the construction industry, offering cost-effective and sustainable solutions for housing. Artificial intelligence (AI) is reshaping various aspects of real estate, from predictive analytics for market trends to chatbots and virtual assistants for customer interactions. Furthermore, proptech is revolutionizing the way properties are bought, sold, and managed, with innovations such as online platforms, blockchain-based transactions, and smart contracts. These trends are set to redefine the real estate landscape, enhancing efficiency, sustainability, and customer experiences in the process. As the industry embraces these advancements, it is important real estate professionals stay adaptable and leverage these technologies to stay ahead in the evolving market.

That is why REIC is presenting its new podcast series "Talk the Pod, Walk the Pod: A Blast to the Future", where we list our highly-recommended podcasts for our members to listen to so they can stay ahead of the curve and learn more about emerging trends in the world of real estate.



1. Canada's Property Management Podcast - Proptech, - Fintech - Tech, Tech, Tech

Join Carla Browne and Adrian Shulz as they uncover the truth behind the buzzwords! In this episode of CPMP, Carla and Adrian will dive into the world of FinTech and PropTech, separating fact from fiction and revealing the real impact these 'game-changing' technologies are having on the industry.



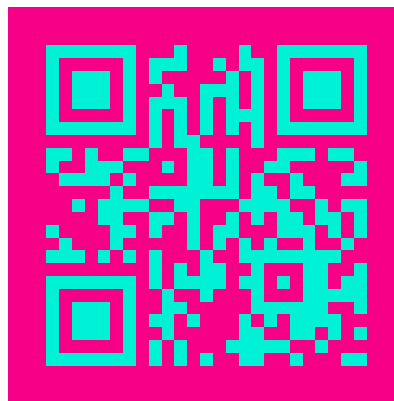
2. CRE Tech-Talks: Matthew Plante - Pressing Fast-Forward on the Future

Matthew Plante, Co-Founder and President of Voltus, Inc, walks his audience through the journey of his company, how they were able to grow in the clean-tech industry, and how they are accelerating the transition from fossil fuels to renewable energy.



3. Building Success: A Real Estate Podcast - AI and RE

On this episode of Building Success, Nick speaks with Abhinav Somani, CEO of Leverton. They speak about how Artificial Intelligence affects Real Estate, how decision making is relying on data, “the currency of the future”, and how the future of real estate may involve machine and deep learning, even in this sometimes slow-to-change industry.



4. 3D Printed Homes - Pros and Cons

They discuss 3D printed homes. What are they? How can they shift the real estate industry and tips for how you can be prepared for this new wave that could solve the housing shortage.



5. That Real Estate Tech Guy - Reaching That Curve

Pete explores the distinct features of the land-flipping industry, encompassing direct mail's significance in the promotion and rigorous due diligence procedures. He emphasizes how technology is essential for managing many successful deals and stresses the importance of a well-organized system with clearly defined steps for efficient execution. Pete shares the strategies and tech stacks that have worked for his company. He also shares a glimpse into the potential future of technology in the land-flipping industry.



OUTSIDE-THE-BOX: UNIQUE DEVELOPMENTS COMING TO CANADA

Mehran Dehghan, Marketing and Brand Partnerships Intern, REIC

Background

From the greenest building in the world in The Edge, to the tallest and largest LEED platinum certified building in the world, The Shanghai Tower, extraordinary commercial real estate developments have been making their mark globally. Canada, known for its architectural innovation and sustainable practices, is set to witness a wave of unique developments that will redefine the country's skyline. These projects exemplify the progressive nature of Canada's real estate industry, combining visionary design, environmental consciousness, and functional spaces. In this article, we will explore a curated list of upcoming commercial real estate developments that are set to transform the Canadian landscape, showcasing the country's commitment to cutting-edge design, sustainability, and urban vitality. Prepare to be inspired by the remarkable projects that lie on the horizon of Canadian real estate.



"The One" on Bloor & Yonge St.

1. The One | Mizrahi Developments | Expected Date of Completion: 2024

"The One" building, located at the iconic intersection of **Yonge and Bloor in Toronto**, is a monumental development that captures the essence of architectural grandeur and urban sophistication. Rising 85 stories high, it stands as Canada's tallest residential tower, redefining the city's skyline. Designed by world-renowned architect Foster + Partners, "The One" boasts a striking exterior featuring a sleek, undulating design that gracefully blends glass and steel. This mixed-use development offers luxury residences, premium retail spaces, and a boutique hotel, catering to the diverse needs of residents and visitors alike. With its prime location and unparalleled views, "The One" promises to be a prominent landmark, a testament to Toronto's vibrant cosmopolitan spirit and its commitment to architectural excellence.

2. The Butterfly | Westbank | Expected Date of Completion: 2023

"The Butterfly" building, situated at **1019 Nelson St in Vancouver**, is an architectural gem that gracefully combines elegance, sustainability, and artistic design. Designed by renowned architect Bing Thom, "The Butterfly" is a residential development that stands as a testament to Vancouver's commitment to environmental consciousness. The building's unique butterfly-shaped roof, adorned with a vibrant green rooftop garden, not only adds visual allure but also contributes to the city's greenery and biodiversity. With its thoughtful integration of nature and urban living, "The Butterfly" offers a harmonious blend of comfortable living spaces, innovative amenities, and breathtaking views of the surrounding cityscape. It serves as a symbol of Vancouver's progressive vision, where sustainable architecture seamlessly intertwines with the beauty of nature.



"The Butterfly" on 1019 Nelson St.



Dream LeBreton Towers on 665 Albert St.

3. Dream LeBreton Towers | Dream LeBreton | Expected Date of Completion: 2026

LeBreton Towers, located at **665 Albert St**, stands as a testament to modern urban living and architectural finesse in **Ottawa**, Canada. Developed by Dream LeBreton, this residential complex offers a captivating blend of luxury and convenience. Rising tall against the cityscape, LeBreton Towers showcases sleek lines and contemporary design, creating a striking presence in the neighborhood. The buildings offer a range of 601 thoughtfully designed residential units complete with high-end finishes and panoramic views of the city. Residents will enjoy a host of amenities, including fitness facilities, communal spaces, and secure parking. Moreover, the vibrant red exterior of the towers also represents the city's history of Laurentian Forest and the importance of red to many Indigenous cultures. With its prime location, impeccable craftsmanship, and commitment to providing an exceptional living experience, LeBreton Towers represents a sophisticated urban retreat at the heart of Ottawa.

4. Royalmount | Carbonleo | Expected Date of Completion: 2024

Located in the heart of the city, this 7 billion dollar ambitious mixed-use development aims to transform the landscape into a vibrant destination for residents and visitors alike. With its strategic location near major highways and public transportation, Royalmount will offer a seamless connection to the rest of the city. The development is set to feature a blend of commercial spaces, including dining establishments, entertainment venues, office spaces, and luxurious retail outlets such as Louis Vuitton, Gucci and Versace, further creating a dynamic hub of activity. Additionally, the project incorporates sustainable design practices, with green spaces, energy-efficient buildings, and a focus on pedestrian-friendly infrastructure. As the Royalmount development takes shape, it promises to redefine **Montreal's** urban fabric and contribute to the city's economic growth and cultural landscape.



Royalmount on Highway 15 & 40



Cunard Residencies on 1325 Lower Water St.

5. CUNARD Residencies | Southwest Properties | Expected Date of Completion: 2024

This ambitious development aims to create a vibrant and sustainable mixed-use community in the heart of Halifax. Located in a prime location of the **Halifax waterfront**, CUNARD Residencies will bring together residential, commercial, and public spaces, providing a dynamic and interconnected urban environment. Through incorporating commercial spaces, CUNARD will be home to a variety of retail outlets, dining options, and entertainment venues, creating a vibrant hub of activity and meeting the diverse needs of residents and visitors. The project aims to foster a sense of community and encourage social interaction through the inclusion of public spaces, parks, and pedestrian-friendly pathways, creating a lively and inviting atmosphere.

2023

CANADA'S LEADING
CRE FORUMS &
CONFERENCES

INDUSTRY LEADER INSIGHT • LATEST TRENDS & STRATEGIES • NETWORKING

H1

**Québec Apartment
Investment Conference****February 22**
Palais des congrès
de Montréal**RealCAPITAL****February 28**
Metro Toronto
Convention Centre
(North)**Western Canada
Apartment Investment Conference**
Calgary | Edmonton | Vancouver**April 4**
Vancouver
Convention Centre
(West)**Vancouver
Real Estate Forum****April 5**
Vancouver
Convention Centre
(West)**Saskatchewan
Real Estate Forum****April 25**
Queensbury
Convention Centre
(Regina)**Edmonton
Real Estate Forum****May 4**
Edmonton
Convention Centre**South West Ontario
Real Estate Forum****May 10**
Crowne Plaza
(Kitchener)**Land &
Development**
Residential | Office | Retail | Industrial**May 30**
Metro Toronto
Convention Centre
(North)**Montréal
Real Estate Forum****June 13**
Palais des congrès
de MontréalJoin REF Club now -
Members receive **20% discount** on registrations + many other benefitsFor details on these events and REF Club visit realestateforums.com

H2

RealREIT**September 12**
Metro Toronto
Convention Centre
(North)**Canadian Apartment
Investment Conference****September 13**
Metro Toronto
Convention Centre
(North)**Montréal Real Estate
Strategy & Leasing Conference****September 27**
Palais des congrès
de Montréal**Calgary
Real Estate Forum****October 11**
Calgary TELUS
Convention Centre**Ottawa
Real Estate Forum****October 19**
Ottawa Conference
& Event Centre**Vancouver Real Estate
Strategy & Leasing Conference****November 7**
Vancouver
Convention Centre
(West)**Global
Property Market****November 28**
Metro Toronto
Convention Centre
(South)**Real Estate Forum****November 29-30**
Metro Toronto
Convention Centre
(South)

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(for digital opportunities)**Canadian
Real Estate Forums** **informa connect**

REIC AND TMU

On the final days of REIC's leadership retreat, REIC welcomed two well-respected professors from the real estate management program at Toronto Metropolitan University (TMU), Dr. Haider and Dr. Tirtiroglu, along with their PhD students Meet Shah and Sedat Ogeturk. The professors and students presented their research theses, which generated significant interest and discussion among the attendees. Dr. Tirtiroglu and Ogeturk explored the dynamics of Real Estate Investment Trusts (REITs), shedding light on their performance and positioning for future growth. On the other hand, Dr. Haider and Shaw's research focused on the rate of appreciation of condominiums near subway stations compared to those located elsewhere, revealing intriguing insights into location-based property values. The depth and relevance of these research topics were truly captivating, providing valuable perspectives to the audience. Moreover, the engagement of TMU in this event was a true testament to the fruitful collaboration between academia and REIC, and it was a pleasure to have TMU involved in advancing the knowledge and understanding of real estate within our organization.

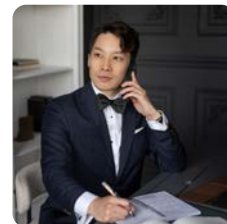


MEMBER SPOTLIGHTS: DESTINATION DESIGNATION

Member: Alexander Au

Designations: FRI

Year Achieved FRI Designation: 2023



Since joining HomeLife/Cimerman as a Realtor in 2013, Alexander had the opportunity to apply both his career skills in real estate sales and executive recruitment. He is now Chief of Talent Acquisition at HomeLife's Corporate Head Office and Sales Manager/Licensed Broker at HomeLife/Cimerman Real Estate Ltd., Brokerage in Toronto, Ontario. As of June 2023, he is also a newly minted Fellow of the Real Estate Institute of Canada!

We asked Alexander a couple of questions regarding his FRI designation:

Why did you decide to pursue the FRI designation?

After working ten years in the industry, I was keen on guiding others with an even deeper knowledge and understanding of the legal and ethical aspects of the real estate industry. My brokerage manager, Octavio Mendonca (FRI) impressed upon me the importance of ethical practices and the value of earning an FRI title. I was also encouraged by Winson Chan (FRI), a prominent name in real estate and a former National President of REIC, to pursue the designation to widen my network and facilitate collaboration with like-minded, impactful individuals in this ever-evolving industry. The FRI symbolizes expertise, integrity, and a deep commitment to serving my clients with the highest standards of care. As a holder of this designation, I inspire trust and confidence in those I can guide and serve – my colleagues and clients.

How do you feel this designation has benefited and furthered your career?

Obtaining the FRI designation has been instrumental in expanding my professional network and enriching my knowledge in various areas of real estate, including negotiations, legalities, and ethics. My initial encounters with FRI members left me intrigued, but it was meeting the instructors of the FRI courses that truly impressed me. They served as exemplary role models, embodying the values of righteousness and ethical conduct in our industry. I've witnessed the good, the bad, and the ugly, which has unfortunately affected the level of consumer trust in the industry. It's crucial to recognize that the actions of a few individuals should not tarnish the reputation of all Realtors. However, rebuilding trust can be challenging once it's been compromised. That's why I yearn to surround myself with like-minded professionals who are dedicated to upholding ethical standards and who are eager to learn and grow in our field. With the FRI designation, I aim to champion these standards, going above and beyond to educate myself and others on the proper conduct and practices in our business. Together, we can restore trust, inspire confidence, and make a positive impact on the real estate industry.

What advice would you give someone considering pursuing this designation?

Your clients rely on your sound knowledge and good judgment to help them make decisions. The FRI program will enhance your knowledge and skills in advanced negotiation techniques and professional ethics with real-world applications. In the sessions, you will learn from the analysis of case studies and discussions with others about the legal and regulatory issues, joint issues, and misunderstandings encountered on the job.

Networking with other FRI designates lets you stay updated with industry trends, invaluable insights, and connections. Having the designation speaks volumes about your unwavering commitment to professionalism, ethics, expertise, and continuous growth.



Member: Sarah Forseth

Designation: CLO

Year achieved: 2023

Sarah has been with Equitable Real Estate Investment Corporation Ltd. in Vancouver for almost 12 years. She is the Leasing Manager of several commercial Properties for a small portfolio of 4 downtown heritage buildings as well as some retail units in the West End. Her favorite pastime is heading to the cabin with her husband, dog and her cat for some fishing and exploring and even snow boarding when the season's right.

We asked Sarah a couple of questions regarding her FRI designation:

Why did you decide to pursue this designation?

I was promoted to Commercial Leasing Manager in 2020 and although I had many years of experience administering leases, I wanted to further my understanding of the leasing process to better serve the Landlord as well as the Tenants that I deal with daily.

How do you feel this designation has benefited and furthered your career?

I have been able to apply many principles and strategies learned and believe that the courses improved my performance which will put me in a position to further my career in the future. I plan on continuing my education and am currently working towards my ACoM designation.

QuadReal™ **EXCELLENCE AWARD**

This esteemed award, presented in partnership with QuadReal Property Group and the Institute of Real Estate Management (IREM), recognizes the CPM candidate who attains the highest score on their initial MPIND or MPSAXM submission. REIC would like to congratulate **Samantha Galante, CPM** as the 2023 recipient of The Pursuit of Excellence QuadReal Excellence Award.



CHAPTER UPDATES: WHAT'S GOING ON COAST-TO-COAST?

The **BC Chapter** hosted their 27th Annual Golf Tournament on June 7th.

The BC Chapter would like to thank all the generous sponsors for donating all the wonderful charity prizes for the raffle draw, and congratulations to all the charity draw winners.

We look forward to connecting with members at the 28th Annual Golf Tournament next Summer.



The **Nova Scotia Chapter** hosted their AGM and Milestone event on May 31. We extend our heartfelt gratitude to all the attendees who joined us at REIC's Nova Scotia Chapter's Annual General Meeting (AGM) event. Your presence and active participation made this event a great success and a memorable occasion for all of us. We would like to give a special acknowledgment to Nas Klayme, for his valuable contributions and unwavering support in making this AGM event a reality.



Together, we celebrated accomplishments, discussed industry insights, and strengthened the bonds within our real estate community. Your commitment to advancing professionalism and excellence in the real estate sector inspires us all. Thank you for being an integral part of our REIC family, and we look forward to achieving even greater milestones together in the future.





The **Ottawa Chapter** held a very well-attended Golf Tournament on July 20th.



The **Toronto Chapter** had a memorable experience in July at the BentallGreenOak Building Tour & Social.



The **Quebec Chapter** had an exciting and engaging Quebec Chapter Golf Tournament on June 9th.



The **Nova Scotia Chapter** hosted their annual Golf Tournament on June 23rd, which included networking and fundraising, with all proceeds going to support of Ronald McDonald House Charities.

CAREER CENTRE

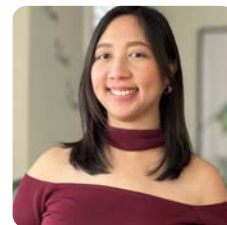
- REIC's Career Centre is a career posting service that offers cost-effective targeted advertising for positions available in the real estate industry
- Reach Members and other prospects by using our online job board or email broadcast services

Visit www.reic.ca/careers to submit or apply for a job posting

REIC STAFF SPOTLIGHT: MEET THE TEAM

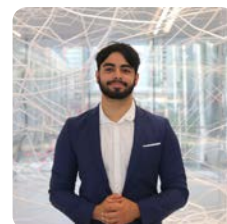
As of May 16th, 2023, **Arianne Casiano** joined REIC as an Accounting and Finance Clerk.

Arianne Casiano is an international student from the Philippines, currently taking up Accounting at Seneca College. A fun fact about her is she previously graduated twice in the Philippines, first with Nursing, then Financial Management, however, Arianne has her sights on becoming a CPA here in Canada and is on the right track to making her dream a reality. As part of the REIC team, Arianne has grown ambitious in learning more about REIC and is looking forward to supporting the Real Estate Institute of Canada every step of the way through her skills and strong leadership.



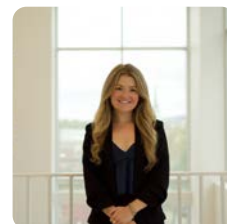
As of June 1st, 2023, **Mehran Dehghan** joined REIC as a Marketing and Brand Partnerships Intern.

Mehran is a 5th year undergraduate student majoring in Real Estate Management at Toronto Metropolitan University (TMU). Mehran was part of the Ted Rogers Real Estate Association (TRREA) as the Director of Corporate Relations this past year, playing a huge role in developing partnerships and relationships with top industry professionals to further sponsor and fund many of TRREA's events. As for his summer role at REIC, he looks forward to implementing ideas and programs to propel REIC's new student membership to new heights.



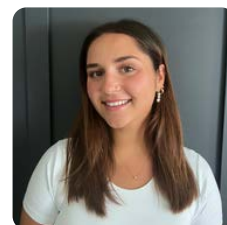
As of May 16th, 2023, **Rachel Landry** joined REIC as an Educational Development Intern

Rachel Landry has begun her summer internship working in education technology. Her primary focus is to reshape the education experience at REIC. With a background in real estate administration and a bachelor's degree in business from St. Francis Xavier University, Rachel will be at the forefront of navigating REIC through the new Learning Management Structure (LMS) to create a more efficient layout for future courses. Rachel is eager to leave a lasting impact at REIC and is looking forward to what's more to come.



As of July 4th, 2023, **Sierra Gouveia** joined REIC as the Coordinator of National and Chapter Events.

Sierra recently graduated with a Bachelor of Arts in Psychology from Toronto Metropolitan University, expecting to pursue a career in the field, but life had other plans for her. She discovered her passion for events and content creation, and now she's eager to put her skills to use in her current role. At REIC, Sierra's primary focus is to support the organization in planning and executing company-wide events, ensuring each occasion creates a memorable experience for all attendees. She thrives on meeting new individuals and cannot wait to expand her network. With her diverse skill set and love for events, Sierra is thrilled about what the future holds as she embarks on this exciting journey at REIC.



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