

## 2010 REIC ANNUAL CONFERENCE SCHEDULE

**Wednesday June 2**  
**10:00 AM**  
Open Board Meeting

**1:30 PM**  
Chapter Chat *Live!*

**5:30 PM - 9:00 PM**  
IREM Leadership  
Conference (dinner incl.)

**Thursday June 3**  
**8:30 AM - 4:30 PM**  
IREM Leadership  
Conference (day 2)

**5:30 PM - 7:30 PM**  
Welcome Reception

**Friday June 4**  
P. D. Day Education Sessions  
**8:30 AM**  
Mark Salerno  
**9:30 AM**  
Jeremy Greenberg  
**11:00 AM**  
Panel Discussion Featuring:  
William McCarthy, FRI CPM® CLO  
Randy Woodbury, CPM®  
Cheryl Gray, CPM®  
Angela Higgins

**12:30 PM**  
Lunch

**1:30 PM - 9:00 PM**  
Jackson-Triggs Winery Tour  
and Niagara-on-the-Lake  
Adventure *followed by the*  
Oh Canada Eh? Dinner Show

**Saturday June 5**  
**8:00 AM - 12:00 PM**  
Council Meetings

**12:30 PM**  
Annual General  
Meeting Luncheon

**6:00 PM**  
Past Presidents'  
Reception

**7:00 PM**  
Pursuit of Excellence  
Awards Dinner &  
Dance

**Sunday June 6**  
**9:30 AM**  
Farewell Brunch at  
Skylon Tower

### Leadership Conference

**IREM June 2 - 3, 2010 - Marriott Fallsview Hotel**

Great chapters are those that provide valuable services to their members, create opportunities for members to interact, and are recognized in the community as a source of industry expertise. IREM's Region 14 Leadership Conference will focus on making your chapter a "great chapter" -- and giving you the tools to be a great chapter leader. Topics will include: organizing your chapter for growth, managing meetings for optimum results, succession planning and exchange of best chapter practices.

The Real Estate Institute of Canada would like to thank its 2010 Annual Conference Platinum Sponsor for their generous support.



# The 2010 REIC Annual Conference



## TAKE THE PLUNGE! JOIN US IN NIAGARA!

June 2-6, 2010  
Marriott Fallsview Hotel & Spa  
Niagara Falls ON

Hello,

The Golden Horseshoe Region nestled in the heart of Ontario is one of the most beautifully landscaped areas in all of Canada, and this year it will be home to the 2010 REIC Annual Conference.

Tourism mecca Niagara Falls, Ontario will be the host city for this year's event from June 2 - 6 at the Marriott Fallsview Hotel & Spa.

A panel discussion featuring both the REIC and IREM National Presidents and distinguished industry leaders headline our professional development day sessions. A winery tour of one of Canada's most famous vineyards and an entertaining dinner show that showcases our country's diversity are other highlights of the 2010 conference.

On behalf of the REIC Lakeshore-Niagara Chapter We hope that you will strongly consider joining us for the festivities as this will truly be a one-of-a-kind event.

Sincerely,

*Marcia Villamoya, CPM®*

Chair,  
2010 Annual Conference Committee

Proudly presented by:



**Real Estate Institute of Canada**  
**Institut canadien de l'immeuble**

**Register Today!**  
**1-800-542-7342 ext. 27 [www.reic.ca](http://www.reic.ca)**

## PROFESSIONAL DEVELOPMENT



**Green Your Home with Government Green**  
by Mark Salerno, Canada Mortgage & Housing Corporation  
Friday June 4, 8:30 AM - 9:30 AM

Help your clients save more money when greening their home! Many of your clients are interested in making energy-efficient choices to save money, conserve energy and support a healthy environment. Now, you can provide your clients with the information they need to make smart green housing decisions for their homes or multi-family units while helping them to save thousands of dollars.

Mark Salerno shares his hands on personal experience and expertise on renovating a property to incorporate green features while accessing a broad range of federal, provincial, municipal and other rebates to save thousands of dollars.

Mark's message to your clients is simple: "You can save money while saving the planet!"



**Lead and Succeed: A Guide to Great Leadership**  
by Jeremy Greenberg, M.A.  
Friday June 4, 9:30 AM - 10:45 AM

Everyone leads. Whether you lead yourself, loved ones or work teams – you are a leader.

How good of a leader are you? Are you interested in greater success?

Better leadership equals better results. This interactive presentation offers you ways to better lead and succeed. Enhance your leadership skills through goal setting, overcoming challenges, planning and action. Succeed through passion, authenticity, optimism and improving your world. To lead your life to greater happiness and success, start here!



McCarthy



Woodbury

**Real Estate Panel Discussion featuring:**

**William McCarthy, FRI CPM® CLO**  
REIC National President

**O. Randall Woodbury, CPM®**  
IREM National President

**Cheryl Gray, CPM®**  
Senior VP, National Real Estate Services, Bentall LP

**Angela Higgins**  
President, Niagara Association of REALTORS®

**Topic: Trends in Real Estate**  
Friday June 4, 11:00 AM

Join us for a spirited panel discussion on current trends in the Real Estate Industry.

McCarthy, Woodbury, Gray and Higgins will delve into discussion regarding important issues currently facing the Real Estate industry in 2010 and beyond.

These four industry leaders will provide great insight - along with interesting view points on how the industry should tackle some of these key issues as it moves forward.

The panel discussion will be followed by a Q & A session.

Visit [www.reic.ca](http://www.reic.ca)  
for full Annual  
Conference Details!

## CONFERENCE SOCIAL EVENTS



*Jackson-Triggs Winery Tour & Niagara-on-the-Lake Adventure*

Friday June 4, 1:30 PM - 6:00 PM

Excellence in Wine Meets Excellence in Design!

This one-of-a-kind tour is ideal for the wine and design enthusiast, and provides guests with a backstage pass to explore a state-of-the-art winery designed by the renowned architectural firm, Kuwabara Payne McKenna Blumberg (KPMB). Following the tour, guests will revel in their surroundings as they experience a structured tasting of three Jackson-Triggs Niagara Estate VQA wines featuring our premium tiers offered at the estate.



Is wine not an interest of yours? Then take this opportunity to discover all the unique shops and sights "the prettiest little town in Canada" has to offer while spending an afternoon exploring. After dropping off attendees at the vineyard the bus will carry on to Niagara-on-the-Lake with the remaining attendees. Winery tour participants will rejoin the group at Niagara-on-the-Lake after the tour concludes at approximately 3:30 PM.

Each wine tour guest will receive a \$5 voucher, redeemable towards the purchase of Ice wine following the tour. Vouchers are only valid the date of tour and are limited to 1 voucher per transaction.



**Oh Canada Eh? Dinner Show**

Friday June 4, 6:00 PM - 9:00 PM

The Oh Canada Eh? Dinner Show is a musical celebration of Canada providing a truly unforgettable Canadiana experience in a fun and lively dinner theatre presentation. The dinner show features Canadian music, Canadian performers and a totally Canadian meal.

Meet singing Mounties, lumberjacks, a hockey player, Anne of Green Gables and many other Canadian characters as you enjoy the songs and scenes of Canada.

Multi-talented performers sing Canadian songs in a friendly, wilderness atmosphere inside a rustic log cabin. While you are enjoying the show, performers also serve your meal.

## CONFERENCE REGISTRATION FORM

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

Address: \_\_\_\_\_

City: \_\_\_\_\_ Prov: \_\_\_\_\_ Postal Code: \_\_\_\_\_

E-mail: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

1 ticket to each event during the conference is included in a full conference registration

CONFERENCE REGISTRATION OPTIONS	TOTALS
<b>FULL CONFERENCE EARLY REGISTRATION FEES</b> Received with payment on or before May 7, 2010	
REIC Member: \$499 X _____ Non-REIC Member: \$599 X _____	\$ _____
<b>FULL CONFERENCE REGISTRATION FEES</b> Received with payment after May 7, 2010	
REIC Member: \$599 X _____ Non-REIC Member: \$699 X _____	\$ _____
<b>INDIVIDUAL CONFERENCE EVENT TICKETS</b> Please fill out adjacent form for individual event tickets	
Individual Tickets Subtotal	\$ _____

**PLEASE COMPLETE AND RETURN TO:** Subtotal: \$ \_\_\_\_\_  
Real Estate Institute of Canada  
208-5407 Eglinton Ave. W. Toronto ON M9C 5K6 GST 5%: \$ \_\_\_\_\_  
Tel: 1-800-542-7342 ext. 27 Fax: 416-695-7230  
Attn: Lisa Blain, lisa.blain@reic.com Total: \$ \_\_\_\_\_

### METHOD OF PAYMENT

REMEMBER: You can register and pay for the Full Conference and/or Individual Events online at [www.reic.ca](http://www.reic.ca)

**Cheque\***

Credit Card Number \_\_\_\_\_ Expiry Date \_\_\_\_\_

Name on Card \_\_\_\_\_

Signature \_\_\_\_\_ \* Please make cheque payable to the Real Estate Institute of Canada

## INDIVIDUAL EVENT REGISTRATION

REIC offers the opportunity to purchase additional tickets or register for individual events at the 2010 conference. Please fill out the form below and return along with the conference registration form. Please note that for both full conference and individual event registration, REIC Members receive member price for immediate family wishing to attend.

### INDIVIDUAL CONFERENCE EVENT TICKETS

Additional information on each event can be found on [www.reic.ca](http://www.reic.ca)

Conference Event & Date	Prices: REIC Member/ Non-Member	# of Attendees	Are you an REIC Member?	Total Event Subtotal (\$)
IREM Leadership Conference - June 2 & 3	\$199/\$249	_____	Yes/No	_____
Welcome Reception - June 3	\$35/\$55	_____	Yes/No	_____
REIC Professional Development Day - June 4 (Incl. winery tour and Oh Canada Eh!? Dinner show)	\$199/\$249	_____	Yes/No	_____
REIC Professional Development Speakers Sessions ONLY - June 4 (lunch incl.)	\$79/\$99	_____	Yes/No	_____
Winery Tour & Oh Canada Eh!? Dinner Show ONLY - June 4	\$129/\$169	_____	Yes/No	_____
REIC Awards Dinner & Dance - June 5	\$129/\$169	_____	Yes/No	_____
REIC Farewell Breakfast - June 6	\$35/\$55	_____	Yes/No	_____

Individual Tickets Subtotal \$ \_\_\_\_\_

1 ticket to each event during the conference is included in a full conference registration



The Marriott Niagara Falls Fallsview Hotel & Spa is Niagara's premier AAA four-diamond, 5 Star luxury Niagara Falls hotel, located just 100 yards from Niagara Falls. The hotel boasts 432 Fallsview guest rooms overlooking Niagara Falls. The hotel is adjacent to the new Fallsview Casino Resort or take a convenient Casinos & Attractions shuttle to Casino Niagara.

**Reserve your room before May 7<sup>th</sup> for guaranteed REIC rates! Toll Free: 1-888-501-8916**  
REIC hotel room rate is \$199.00 per night.

**RESERVE YOUR SPOT TODAY!**