



REIS NEWSLETTER

The Real Estate Institute of Saskatchewan

December 2011

President's Message

I sincerely believe the old adage "My how time flies when your having fun." It seems like yesterday we were discussing the benefits and the impact of having the REIC Annual General Meeting within the province of Saskatchewan and showcasing the City of Saskatoon in May 2011, but it is now 7 months after this successful meeting and we look forward to 2012.

This past year was truly a testament to our chapter's strength, our commitment and our determination to succeed. Led by our 2010 – 2011 President, Debbie Haluik CPM, we committed early in her term to host the 2011 REIC Annual General Meetings, the IREM Leadership Forum and an Educational Day showcasing the real estate market and emerging technologies in our province.

Participants were excited to hear that our province is a shining star in the national economy, a growing economic base and a housing market not impacted by the world's economic crisis.

During the year our chapter held a variety of educational sessions, developed a comprehensive marketing strategy and provided a variety of member services and programs. This past month, we held a Lunch and Learn in Saskatoon and received information on the Province's HeadStart on a Home program which is the province's \$200 Million dollar program into alleviating the provincial housing crisis and tight rental housing market through the delivery of 1000 new homes in 5 years.

We are excited about the quality of programs being developed in the province that directly impacts our members. The next Lunch and Learn session is slated for Regina in the spring so stay tuned.

As a board we are always concerned about what our membership needs, wants and expects. Our membership survey provided our board with insight and background into a variety of areas where we can surely improve our membership service, provide networking opportunities, open lines for dialogue with members and affiliated organizations, assess membership needs in order to continue to grow.

We did not achieve greatness without great personnel. I would like to thank the individual members of our Board: Debbie Haluik CPM (Past President), Jackie Presnell CLO (President Elect), Paul Wilder ARM, Jeremy Reynoldson ARM, Dale Harder CPM, Kim Aasen, CPM ARM and lastly Carrie Weir our chapter administrator with whom we could not be without. Thank you all for your dedication and tireless effort.

In closing I look forward to the New Year and the bright future of our province and wish all of our members and their families a Happy Holiday Season and good health and prosperity throughout 2012.

Mark Bell CPM ARM

2012 Calendar

February 13—17, 8:00 -5:00

RES 201: Successful Site Management - Sandman Inn, Saskatoon

March 22

Lunch and Building Tour
Regina

April 24

Annual General Meeting
Saskatoon

May 7-8

IREM MKL 405: Marketing & Leasing Multifamily Properties
Saskatoon

May 9-10

IREM HRS 402: Developing Human Resource Essentials for Real Estate Managers
Saskatoon

May 30—June 2

REIC Annual Conference
Calgary

October 16-20

IREM Leadership Conference
New Orleans, Louisiana

October 22-26

REIC 2350: Finance in the Real Estate Context—Saskatoon

November 22

Educational Session & Reception—Saskatoon

REIC Annual Conference—Past and Future

The REIC Annual Conference and AGM is the Institute's largest national gathering of members. In 2011, real estate professionals from across the country gathered in Saskatoon from May 25th to 29th at the beautiful Delta Bessborough Hotel. In addition to various board meetings and council meetings, delegates participated in the following sessions and activities:

- Chapter Chat Live – An opportunity for chapter leaders to share various initiatives their chapters are involved in and to learn from one another.
- IREM Leadership Conference – A rare and special opportunity to bring together leaders of both IREM and REIC chapters throughout Canada to explore ways to build stronger chapters and stronger chapter leaders. This year's conference reviewed ways to increase member and volunteer participation, building financial reserves, discussed effective market strategies and much more. Leading the sessions were IREM Past-President, Ronald Goss CPM®, and IREM President, Jim Evans, CPM®.
- Professional Development Day
 - ◇ Canadian Housing & Property Management Outlook - Presented by Mathieu Laberge & Richard Jankowski
 - ◇ Business Office of the Future – Presented by Paul King and Randi Senger
 - ◇ Differentiation-Based Leadership – Presented by Michel Neray
 - ◇ Presentations are available for download at:
<http://www.reic.ca/en/2011REICProfessionalDevelopmentSessionsPresentations.cfm>
- Canadian Light Source or Innovation Place Tour
- Western Development Museum Dinner & Dance, Featuring Music from the Electric Cattle Company
- REIC Pursuit of Excellence Awards Banquet

A special thanks to our organizing committee: Mark Bell CPM ARM® (Chair), Kim Aasen CPM ARM®, Jacquie Bevill ARM®, Debbie Haluik CPM®, Jeremy Reynoldson ARM®, Rob Trimble CPM®, and Carrie Weir.

Also, a big thanks to the national staff at REIC for all their hard work in delivering this successful conference: Maura McLaren, CAE, Lee Arbon, and Lisa Blain.

The 2012 REIC Annual Conference will be held May 30 - June 3, 2012 at the Fairmont Palliser in Calgary. The conference, themed Moving Mountains, will dive into the challenges, changes and opportunities central to moving forward in an ever changing real estate sector.

To ensure that Saskatchewan members and candidates have the opportunity to participate, REIS will rebate registration fees up to \$500 for up to 15 members and candidates in good standing.

Rebate application forms and details will be available in the new year. We encourage everyone to join us at next year's conference. There really is something for everyone!

Debbie Haluik, CPM®



Dale Harder (above) was awarded the Bentall Kennedy Excellence Award, which recognizes the Canadian Candidate who attains the highest MPISA score annually.

Saskatchewan Housing Authorities Network (below) received the REIC Association of the Year Award, presented to the not-for-profit association that has demonstrated its recognition and support of the Institute's goals and objectives.

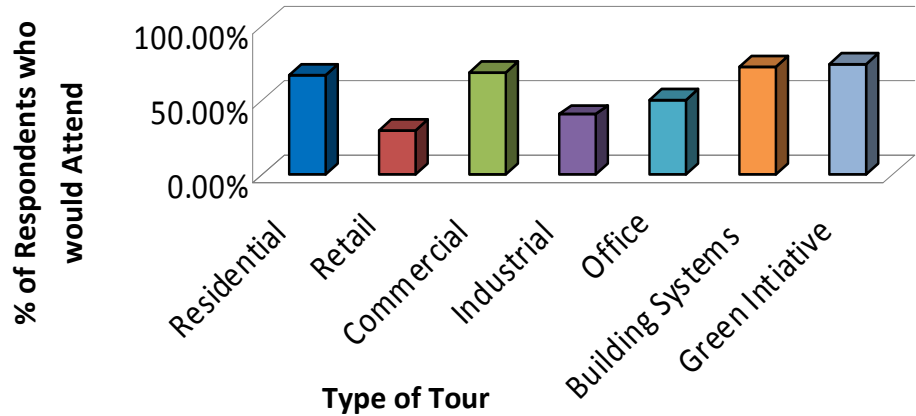


Membership Survey Results

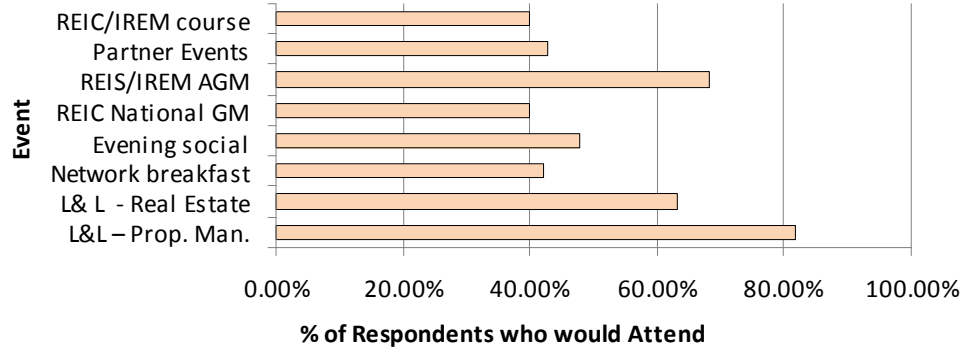
Thanks to all members who participated in the recent REIS survey. Your feedback is fundamental to assist the Board in planning for future events and courses.

Here's a quick summary of your input that will help to direct programming for the next year. On-going suggestions are always welcomed, so feel free to contact a Board member at any time.

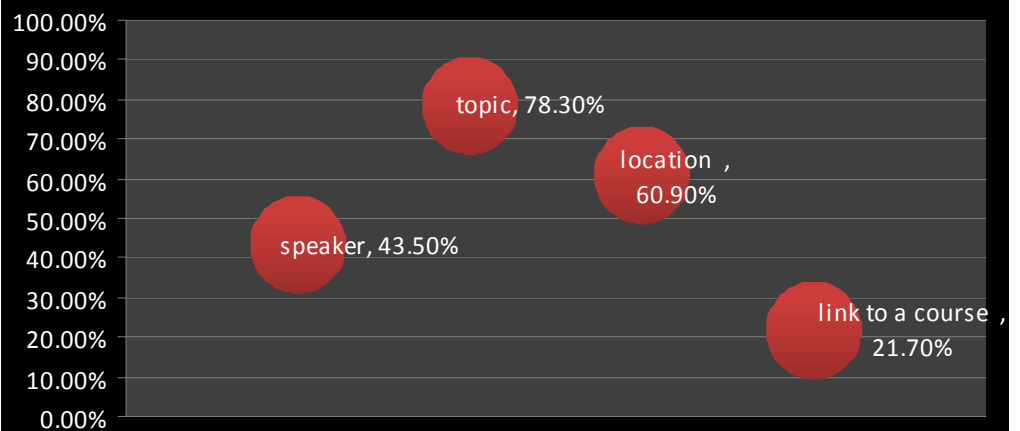
Building Tours Which Interest Members



Interest in Events



Factors Most Likely to Attract Members to Events

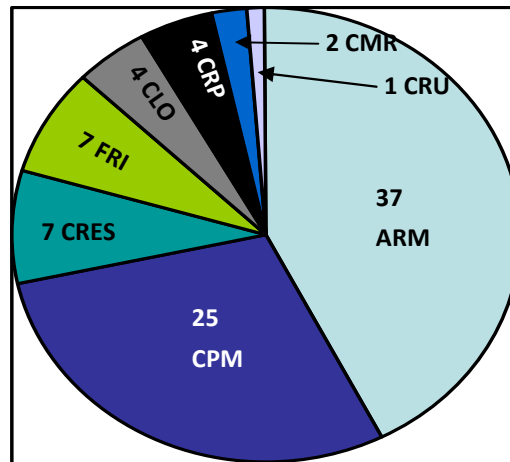


Membership Update

REIS membership has dropped by approximately 23% over the course of 2011. We currently have 78 Members and Candidates.

9 new candidates applied in 2011, and 2 existing members applied for an additional designation.

Our 64 Designated members hold 88 Designations.



REIS congratulates our members who have earned a designation in 2011:

- Julie Metke ARM®
- Jerome Niezgodza CPM®
- Lorrieann Frohlich ARM®
- Kris Figurski ARM®
- Jennifer Kapronzai ARM®
- Deb Herlick ARM®
- Dale Harder CPM®
- Maria Kolojay ARM®
- Glen Sieben ARM®

Support Your Chapter by Joining a Committee

REIS has four active committees that support the initiatives of the Chapter Management Board. These committees are populated by both board members and volunteers from the membership at large.

The Admissions Committee, which currently consists solely of Dale Harder ARM, is tasked with interviewing applicants for candidacy/membership, proctoring exams, presenting designations, overseeing chapter communications and award entries.

The Marketing & Promotions Committee, including Jeremy Reynoldson ARM, Mark Bell CPM ARM, and Jacquie Bevill ARM, creates a marketing plan, identifies potential industry partnerships, targets venues to promote the organization, develops a

sponsorship program, maintains promotional material, and organizes chapter events.

The Education & Candidate Guidance Committee, staffed by Kim Aasen CPM, and Jackie Presnell CLO, reviews course requirements to ensure that REIS is meeting the needs of students, provides mentoring opportunities, and liaises with affiliate organizations.

The Finance Committee, comprised of Mark Bell CPM ARM, Debbie Haluik CPM, and Paul Wilder ARM, is responsible for preparing the budget, approving monthly and annual financial statements, managing banking, payables and receivables, and recommending investment strategies.

To volunteer for a committee, please contact us:

The Real Estate Institute of Saskatchewan

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