



VIREB

VANCOUVER ISLAND REAL ESTATE BOARD

AN ASSOCIATION OF REALTORS®



Professional Development Day

Wednesday, October 10, 2007

Coast Bastion, Nanaimo

9:00am to 3:15pm

KEYNOTE SESSIONS

< 10:15am – 12 Noon >

Understanding Buyer Agency – The Future is Now!

Join us for this informative session on how to work with Buyers, get their loyalty and get paid.

Beware of the pitfalls of Agency, get it working for you. Hear what this panel of experts has to say and get your questions answered on how to become a Buyer's Representative instead of a chauffeur.

This exciting session will be moderated by your Real Estate Council of BC Representative John Finlayson and will consist of three industry experts:

- **Jennifer A. Clee**, Staff Lawyer from the Real Estate Errors & Omissions Insurance Corporation (Vancouver)
Since 1991, Jennifer has been a staff lawyer with the Real Estate Errors and Omissions Insurance Corporation where she has defended real estate professionals in hundreds of real estate actions. Jennifer is also one of the four authors for BCREA's *Legally Speaking* publication and an instructor of the cpe course, *Legal Update 2007*.
- **Henry Moulin** RRS, CRES, ABR, RECS – RE/MAX Henry Moulin Realty Inc. (Saskatoon) joined RE/MAX in 1985. With a banking, appraisal, building background, & true commitment to giving 100% to his clients, Henry was soon recognized in the Top Producer circles. Specializing in relocation, Henry has qualified for the RE/MAX Lifetime Achievement award, the annual RE/MAX Platinum Club since 1996, and the prestigious RE/MAX Chairman's Club since 2005.
- **Jim McCaughan**, Landmark Realty Corp. (Abbotsford) - James entered the real estate industry in 1977 as a sales associate and quickly moved up to Broker by 1979. He is currently the President of the Fraser Valley Real Estate Board. He wrote the very popular CPE course entitled "Buyer Agency" as well as two other seminars on the topic of agency.

An Agency Handbook developed by the Fraser Valley Real Estate Board will be handed out to each participant in attendance.

Investment in Excellence

< 9:00 – 10:00am & 1:00 – 2:00pm >

Every day you strive to be your best, both in your Real Estate career and in your personal life. Sometimes things go wonderfully well – and other times they don't. What holds us back from releasing our potential to cause the extra-ordinary performance we want?

Very simply, if we change the way we look at things...the things we look at will change, naturally and easily. Change the picture of what is "good enough" for ourselves, and what was once unusual, becomes normal for us.

Lauri Gwilt and Tony Armstrong will give you a preliminary introduction to information that is based on the results of current research in the cognitive sciences from Stanford, Harvard, University of Pennsylvania and the University of Toronto, that address the very foundation of goal accomplishment - the human mind. This information illuminates areas where we may be holding ourselves back. It provides easy-to-understand and easy-to-implement tools to change erroneous habits, attitudes, beliefs and expectations that no longer serve you, or worse, are holding you back from causing greater results and higher performance.

Lauri Gwilt – Chief of Inspiration, Causative Inc.

Creating, transferring and eliciting special knowledge and information to stimulate awareness, and insight.

Lauri Gwilt is an accomplished entrepreneur and consultant with over 18 years of experience in business development and consulting.

Whether it's giving a keynote presentation or facilitating a working session within a corporate organization, Lauri inspires people to accelerate and release their individual and organizational potential by teaching them how to change the habits, attitudes, beliefs and expectations that block high-performance.

Tony Armstrong – Chief of Magis Thinking, Causative Inc.

Tony has been an executive/manager and change agent with over 30 years of experience in planning, organizing and successfully executing business development and growth initiatives. In his 25 year career with GTE, now Verizon, Tony served in several executive financial, regulatory and governmental roles. Following his retirement Tony co-owned a political consulting and communications firm before forming Causative Inc., an affiliate of The Pacific Institute, with business partner Lauri Gwilt in 1999.

Representing Buyers in the Sale of New Homes and Condominiums

**FULL DAY SESSION – 9:00am to 4:00pm
(6 PDP Credits)**

Learn how to properly represent the interests of Buyers in the technical and risk-filled area of new home sales. Gain essential tools for drafting enforceable contracts and advising Buyers. Focus on the legal and consumer protection aspects of project marketing such as leaky condos, owner-built homes, the Homeowner Protection Act, new home warranty programs, and deficiency walk-throughs.

Gerry Halstrom

Gerry Halstrom is an industry leader in the marketing and sales of custom built homes. He has been one of BC's top licensees since 1979 and has successfully marketed single-family developments, multi-family developments and resort properties throughout BC and Alberta.

Having trained and spoken to various sales groups throughout western Canada and the US, Gerry has developed a wide range of specialized seminars with topics for sales and sales management. He was also an instructor for the *Residential Trading Services Applied Practice Course* in the 1990s.

MINI-SESSIONS

(one hour sessions repeated twice – 1:00 – 2:00pm & 2:15 – 3:15pm)

Properties with Wells: Making the Water Test Process Easy

The sale of a property that has its drinking water supplied by a well will almost always require that a potability test of the water be performed. The collection of this sample often falls to the REALTOR® at the last moment and in consequence it is frequently collected in whatever container is at hand. Disappointment often follows when the laboratory tells them that the sample is too small or the container unsuitable and a new sample must be collected or that the test cannot be completed in time. In the fast-paced closing process anything that delays the accepting or rejecting of an offer can have significant negative consequences. Learning how to speak with a laboratory; how, when and where to collect a good sample; what information the laboratory needs and how to determine what tests need to be done will save time, money, aggravation and may prevent lost sales. This session will give you the information you need to prepare you, your office and your clients so that you are never caught short again.

David Nadler works for CANTEST Ltd., a multi-disciplinary analytical laboratory with offices in Victoria, Burnaby, Kelowna and Winnipeg that offers services in the fields of Water Quality, Environmental, Industrial Hygiene, Pharmaceutical and Food Nutritional testing in addition to Forensic Equine Drug testing, Ecotoxicology, Food Safety and Clinical Research. David has worked for CANTEST for 27 years as an analyst and has now taken on the position of Laboratory Manager at the Victoria branch.



Latest Enhancements to CMHC Products & Vancouver Island Market Update

How can you help your clients get the most out of their home buying dollar?

Fran Beatty will clarify recent changes to CMHC insurance products such as zero down payments and longer amortization periods. And, get the latest unbiased synopsis of Vancouver Island's housing markets from Peggy Prill - a quick update on trends, indicators and outlooks. Canada Mortgage and Housing Corporation (CMHC) has been Canada's national housing agency for more than 60 years. CMHC is committed to helping Canadians access a wide choice of quality, affordable homes, while making vibrant, healthy communities and cities a reality across the country.



⇒ Fran Beatty, Area Manager Business Development

As a Marketing professional with Canada Mortgage and Housing Corporation, Fran Beatty has worked in the Vancouver Island housing industry for 18 years in a variety of business development and underwriting positions. She is a frequent speaker in industry sponsored Home Buying Seminars and is active in promoting the federal government's role in housing and CMHC's mortgage insurance products to a wide range of corporate clients. Prior to joining CMHC she worked in the financial industry.

⇒ Peggy Prill has 18 years experience analyzing housing markets in BC. She holds a Bachelor of Science degree in Math and Statistics and she is an Associate in the Institute of Canadian Bankers. Her areas of expertise include seniors' housing and rental housing markets as well as resale and new construction trends.



Quality of Life: What's In It For Me?

In May 2004, the British Columbia Real Estate Association (BCREA) incorporated Quality of Life into its Strategic Plan.

So what?

Attend this energetic session to learn how BCREA's application of the Quality of Life approach—particularly in the areas of government and public relations—benefits your business.

Quality of Life is summed up in five principles that demonstrate a commitment to support growth that encourages economic vitality, provides housing opportunities, respects the environment and builds communities with good schools and safe neighborhoods. Through credible, informed, focused action, BCREA is taking steps to position the real estate profession and REALTORS® as opinion leaders and sources of information.



Gary McInnis

A successful REALTOR® since 1991, Gary also makes time to give back to his profession. He became involved in organized real estate in 1995 when he joined the Victoria Real Estate Board's (VREB) Business Practices Committee, served as VREB President in 2005, joined BCREA's Board of Directors in 2003 and then again in 2006.

Gary has been involved with Quality of Life from the very beginning, as a member of BCREA's Quality of Life Task Force in 2004, Chair of VREB's Quality of Life Task Force and now as Chair of BCREA's Quality of Life Committee.

Risk Management via the Pre-Inspection of Listings

In today's litigious climate, good risk management and increased credibility are critical components to a successful real estate career. Furthermore, selling homes quickly and at a better price is really what enhances an already successful reputation.

In many cases, disclosure alone fails to provide insight to a home's actual condition, leaving the seller open to renegotiation. Disclosure plus a home inspection at the time of listing can remove the "surprises" a typical buyer's home inspection can bring, and return control of the process to the listing agent and their client.

In a survey of sellers who chose to pre-inspect their home at the time of listing 67% of sellers actually made the repairs suggested in the inspection report prior to the buyer coming along. This resulted in a home in better condition, obtaining a better sale price and overall, achieving a faster sale.

HouseMaster is recognized as an industry leader.

Carl Barstead is the area director for HouseMaster Home Inspections on Vancouver Island. Previously he was a custom home builder. Since 2001, his office has performed over 6000 professional inspections of all different types of buildings. Carl is a regular contributor to the Harbour City Star/Ocean City Star, with his informative HouseMastery Column.



The Value in Buying Real Estate as an Investment

This session will highlight such topics as:

- selecting properties for long term holds
- leveraging the equity in your home for buying investment property
- tax implications of investment properties
- maximizing the tax write-off
- recent developments in mortgage lending



Colleen Flynn, District Sales Manager

BC Mortgage Development Unit - Scotiabank

Colleen has been in banking for 30 years, 20 years of it handling mortgage financing. She specializes in revenue properties, construction financing and non resident lending. She has a Personal Financial Planning designation and has been a revenue property owner and landlord herself.

**Don't let time slip away –
Register for the Early Bird draws:
1st Early Bird deadline – Wednesday, Sept. 19, 2007
2nd Early Bird deadline – Wednesday, Sept. 26, 2007**



Special Thank You
to the following sponsors & exhibitors to date
who helped make this event possible:

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Enviroscopics
Realty Promoter Software Ltd.
The Mortgage Centre, Essex & Kent Mortgage
Stewart Title Guaranty Company
Scotiabank
HouseMaster Home Inspections

Your Director of Education would like to invite YOU once again,
to participate in this valuable day...

Jim Hoffman, Coast Realty Group (Parksville) Ltd.

Privacy Statement: Personal information from conference registration is used for administration and marketing purposes, but attendees are given the opportunity to opt out of inclusion on a delegate list distributed to attendees, exhibitors and sponsors. Pictures will be taken throughout the day which may be used by VIREB in future publications.



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Professional Development Day
Wednesday, October 10, 2007
Coast Bastion, Nanaimo

Registration Fee:
No charge if you pre-register
No shows will be charged \$20
(CPE Seminar cost is \$27 plus GST)
(lunch included)

Please return registration form to:
VIREB, Fax: (250) 390-5014 or
1-866-657-3378
❖ **Deadline: Wed. Oct 3 – 12 Noon**

Print Name: _____

Brokerage: _____

CPE seminar only - method of payment:

- Cash Cheque included
- Invoice Office:

- Approved by Managing Broker*
- VISA Mastercard

Credit Card Number _____

Expiry Date _____

Amount to be charged _____

Signature _____

**CPE Seminar Registration is non-refundable but
is transferable to another licensee**

Registration Form

Please register me for one of the following seminars shown in each time slot indicated. **Note: Most seminars are 60 minutes EXCEPT for the keynote session with the Buyer Agency panel and the CPE Seminar.**

9:00 am – 4:00 pm (Benson Room – All Day)

- Representing Buyers in the Sale of New Homes & Condominiums

OR _____

Part 1 - 9:00 am – 10:00 am

- Investment in Excellence

10:15 am – 12 Noon

(one session only in Chemainus & Port Alberni rooms)

- Understanding Buyer Agency

Part 2 - 1:00 – 2:00 pm

- Investment in Excellence

12:00 - 1:00 pm Lunch Break

1:00 – 2:00 pm *(choose one session only)*

- Properties with Wells: Making the Water Test Process Easy
- Latest Enhancements to CMHC Products
- Quality of Life
- Risk Management via the Pre-Inspection of Listings
- The Value in Buying Real Estate as an Investment

2:15 – 3:15 pm *(choose one session only)*

- Properties with Wells: Making the Water Test Process Easy
- Latest Enhancements to CMHC Products
- Quality of Life
- Risk Management via the Pre-Inspection of Listings
- The Value in Buying Real Estate as an Investment

1st mailing: Sept. 13, 2007