



REIC/ICI
MEMBER
2015

CHAPTER NEWS

NS Chapter of the Real Estate Institute of Canada

Summer 2015 Newsletter

PRESIDENT'S MESSAGE

Hello Everyone;

As summer finally arrives (albeit rather late this year) your Board of Directors is ramping up to organize a year of interesting events for our chapter members. Please take a few moments to read this newsletter to acquaint yourselves with your new board members. I would like to take this opportunity to thank those who volunteered their time this year to be a part of our Board and to welcome our new Chapter Administrator, Jacquelyn Lucas. I am looking forward to working with these seasoned real estate professionals and we look forward to seeing you at our upcoming events. If any member has a suggestion for an industry related event or speaker, please forward your suggestions along. This is your chapter and we welcome your input!

Theresa Salsman, CPM®, ARM®
President, REIC Nova Scotia Chapter

**SAVE THE DATES FOR
UPCOMING EVENTS**

Ethics & Business Practice
REIC 2600
July 20-22

Next Chapter Board of Directors Meeting
August 11, 2015

Milestones Event
September 15, 2015

Investment Real Estate Financial Tools
IREM FIN402
September 17-18, 2015

REIC National AGM
June 7-9, 2016

MEET YOUR REIC NOVA SCOTIA CHAPTER BOARD OF DIRECTORS



THERESA SALSMAN, CPM®, ARM®
PRESIDENT

General Manager
Commercial & Residential Division
CitiGroup Properties

Theresa joined CitiGroup Properties Limited in 2001, she currently holds the position of General Manager, Commercial & Residential Division. Theresa has more than 25 years of property management and related experience including real estate sales and relocation experience. Theresa has earned both the Accredited Residential Manager (ARM®) and the Certified Property Manager (CPM®) designations through the Real Estate Institute of Canada. The CPM® Designation is a mark of excellence, awarded by REIC on behalf of the Institute of Real Estate Management and is the top designation for Canadian real estate professionals specializing in property management.



BILL KELLEY, CPM®
TREASURER

Regional Manager
Atlantic Affordable Housing Centre
Canada Mortgage and Housing Corporation

Bill has over 30 years of experience in the delivery and administration of social housing programs and initiatives for families and seniors both on and off reserve as well as experience as a mortgage insurance underwriter for multi residential projects. Bill gained the bulk of his experience during his 26 years with CMHC and also gained sound background in the management and preservation of existing social housing stock during over five years with the Saskatchewan Housing Corporation in Saskatoon, SK. Bill has a Bachelor of Commerce degree from Mount Allison University and holds a Certified Property Management designation from the Real Estate Institute of Canada.



JILL SUTHERLAND, FRI
SECRETARY

Real Estate Agent
RE/MAX Nova

Jill has been a Real Estate Agent for 10 ½ years and has held her FRI for 4 years, her mother attained her FRI in 1974 and then opened her own brokerage; it is a family affair! In 2013, Jill received the Queens Diamond Jubilee Medal for her community work as the Founder of the Make-A-Wish Foundation of the Atlantic Provinces, she is an avid runner and has completed the Canadian Death Race with her family, a 125km Ultra Race held in the mountains in Alberta. Jill is currently with REMAX Nova in Halifax, Nova Scotia.



ROSIE PORTER, FRI

Real Estate Agent
Royal LePage Atlantic

Rosie has been a licensed REALTOR® with Royal LePage Atlantic in Halifax/Dartmouth since 2002. She specializes in residential real estate and especially enjoys working with first time buyers. She is active in her community, having served on the boards of Halifax Pride, Live Art Dance, and the Nova Scotia Rainbow Action Project, and has volunteered with the Nova Scotia Association of REALTORS®. She is an avid supporter of the arts and sponsors local theatre, film, and music festivals, as well as a softball team. Rosie obtained her FRI designation from REIC in 2014.



RON STUART, FRI

Real Estate Agent
Harbourside Realty



DEAN DURNFORD, CRF

Regional Manager
Atlantic Multiple Underwriting Centre
Canada Mortgage and Housing Corporation



ERNIE BUOTE, FRI, EPC

Associate Broker
Domus Realty

Ron has been labeled the 'consummate professional' by one of his clients and has more than two decades in real estate brokerage. Clients appreciate his attentiveness, relaxed nature, and 'aim to please' attitude. Meticulous attention to detail has earned him the confidence of many, including a lawyer client who described his negotiating skill as ingenious. He is a Past President of the Nova Scotia Association of REALTORS® and a Past Director of the Nova Scotia Real Estate Commission where he currently serves on the Complaint Review Committee of that regulatory body. Ron has called Halifax home for more than 40 years.

Dean joined Canada Mortgage and Housing Corporation (CMHC) in 1979 at the Halifax branch. During the early years in his career, Dean worked in loans administration, agreements administration, program planning and analysis and insurance. Dean has held a variety of leadership positions in the Atlantic and Quebec Regions, including Manager, Loans Administration and Principal Insurance. In 2004, Dean became the Regional Manager, Underwriting and Default Management and Real Estate for the Atlantic Business Centre and in 2007 transferred to the Québec Business Centre in a similar role. In April 2008, he was appointed National Manager of the Insurance Servicing Division in Ottawa. Dean recently transferred back to his home Province as the Regional Manager Multi-unit Underwriting for CMHC in the Atlantic Business Centre located in Halifax. Dean studied commerce at Saint Mary's University and he obtained a certificate in Enterprise Leadership through Dalhousie University. Dean has a CRF designation from the Real Estate Institute of Canada.

Ernie has been a licensed REALTOR® since 1999, an active member of REIC since 2005, and achieved the FRI designation in 2008. Having served the local real estate organizations in various capacities: Affiliate Director Halifax-Dartmouth Real Estate Board 1992; Director with the Nova Scotia Association of Realtors® (NSAR) 2004-2006; Director with the Nova Scotia Real Estate Commission 2007 to 2010; in 2013, Ernie completed the Elder Planning Counselor EPC™ International Designation Program and received the EPC (EM) designation. An avid community volunteer, Ernie has served as Director, Phoenix Youth Programs (2001-2004) and as a supporter of various organizations such as Kids Help Phone and Domus Realty's "A Home for Everyone" charitable foundation.

MEET YOUR REIC NOVA SCOTIA CHAPTER ADMINISTRATOR



JACQUELYN LUCAS

Chapter Administrator
REIC Nova Scotia Chapter Administrator

Jacquelyn has more than 7 years of experience in business administration and is in the process of obtaining a Business Administration Diploma from Nova Scotia Community College. Her relevant proficiencies include minute taking, computer administration, and client services. With more than 4 years of experience as well as a great interest in real estate administration, she is looking forward to working and learning with the Real Estate Institute of Canada.

REIC NATIONAL AGM

The REIC National AGM was held in Vancouver, May 26-28th this year where the 60th Anniversary of REIC was celebrated in style. The Nova Scotia Chapter was represented by President, Theresa Salsman, CPM®, ARM®. While there, Theresa attended the business meetings and participated in a number of Professional Development sessions.

One of the networking highlights of the AGM conference was the afternoon at Grouse Mountain where attendees were able to test their fear of heights on the Gondola, the chairlift to the peak of the mountain and then to the observation deck of the “Eye of the Wind” 290 feet above the peak of the mountain!

We are pleased to announce that our Chapter was presented with the “Don Hill – Small Chapter” award. This award is presented to the Chapter with the most growth on a percentage basis.



The 2016 AGM Conference is scheduled for Ottawa June 7th – 9th, 2016. With Ottawa being closer to home, we hope some of our members will be inclined to attend this motivating and energizing event, so please mark your calendars!

NEXT CHAPTER BOARD MEETING

The next Chapter Board of Directors Meeting is scheduled Tuesday, August 11, 2015.

UPCOMING COURSES

Course Title	CPE/MCE*/Hours	Where	When	Tuition
Legal Issues in Real Estate REIC 2280	6 NSAR CPE 12 AIC CPD 12 Hours	Halifax	TBD	Member: \$455 Non-member: \$595
The Leasing Process REIC 2360	6 NSAR CPE 12 AIC CPD 24 Hours	Halifax	TBD	Member: \$1025 Non-member: \$1285
Ethics & Business Practice REIC 2600	9 BCREA PDP 6 NSAR CPE 12 AIC CPD 18 Hours	Halifax ONLINE	July 20-22 July September October	Member: \$595 Non-member: \$795
Investment Real Estate Financial Tools IREM FIN402	6 NSAR CPE 12 AIC CPD 12 Hours	Halifax	September 17-18	Member: \$665 Non-member: \$795

EDUCATION NEWS

ATTENTION CANDIDATE MEMBERS... Many of our candidate members are on the cusp of earning their designation! If you are one of these members check out the schedule of upcoming courses to complete your designation requirements.

If you know anyone who would benefit from one of the many designations REIC offers, encourage them to check out the Ethics and Business Practice Course REIC 2600 being offered in Halifax July 20-22, 2015. This course is a requirement for all designations.

MILESTONES EVENT

Your Board is in the process of planning a Milestones event where many of our members will be recognized with the presentation of their milestone pin. We will be recognizing those in the 10, 15, 20, 25, 30 and 40 year categories! We will also present any new designation certificates at this event. Everyone is welcome, members, candidates, spouses, and colleagues. Jim Murphy, FRI, will provide a short presentation on the value of a Professional Designation so please encourage anyone who may be interested in pursuing an REIC Designation to attend. Watch your email for details!



CHAPTER WEBSITE & MEMBER PROFILES

Check the Chapter website (<http://www.reic.ca/ABOUT-US/Chapters/Nova-Scotia>) as it will be consistently updated with:

- ✓ What's New
- ✓ About Us
- ✓ Board of Directors
- ✓ Calendar of Events
- ✓ Contact Us
- ✓ Links and Resources
- ✓ & Sponsors

Members are also encouraged to enhance their Member Profiles, which can include information about products and/or services as well website and social media links. Using this free listing service could secure new business or career opportunities as member profile information appears in the online Member Directory across Canada. Login to the REIC National website (<http://www.reic.ca>) and select Update My Profile.

LIST OF DESIGNATIONS

Sales

FRI - Fellow of the Real Estate Institute

Leasing

CLO - Certified Leasing Officer

Property Management

CPM® - Certified Property Manager®

ARM® - Accredited Residential Manager®

ACoM - Accredited Commercial Manager

Reserve Fund Planning

CRP - Certified Reserve Planner

ARP - Associate Reserve Planner

Finance

CRF - Certified in Real Estate Finance

Investment

CRU - Certified Residential Underwriter

ROLE OF THE CHAPTER

The role of a chapter is to:

- ✓ Encourage ethical practice
- ✓ Provide a forum for the exchange of information, ideas and experience among members, candidates and students
- ✓ Assist in the delivery of REIC education programs
- ✓ Communicate with REIC leadership the problems, concerns and trends affecting your members, candidates and students
- ✓ Enhance REIC's professional image through effective public relations
- ✓ Give back to the Members in your Chapter and provide opportunities for growth and networking

This is achieved through fulfilling the Chapter Standards and following the Chapter Bylaws.

THANK YOU

The Board of Directors would like to extend their thanks to the following Members who have volunteered to act as Mentors for the Board:

Jim Murphy, FRI

Gail Morris, FRI

Ruth Harding Bohan, FRI