



LONDON
ST. THOMAS
ASSOCIATION OF
REALTORS®

Bringing people and properties together

2012

MCE Course Schedule

REALTOR® Halls



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INTRODUCTION: The LSTAR Education Department, would like to present to you the initial 2012 MCE Course line-up to be presented in the lower level Realtor Halls, at LSTAR. The content listed in this document is as complete as we are able to make it at this time. New courses may be added throughout the year and courses may be cancelled. We will keep you well notified of any additions or deletions to the line up. Computer Courses for 2012 are listed in a separate document.

We are presenting the full year line-up so you may:

- **Select workshops in which you hold an interest**
 - *We have found many new speakers and topics*
 - *We responded to your requests for Environmental, Commercial, Agricultural, and Motivational*
- **Select workshops that will contribute to your career development and success**
 - *We are trying to help you be successful*
 - *Allowing you to develop an education plan that supports your needs and desired areas of professional development*
- **Schedule times which are convenient to you**
 - *The bulk of the courses are scheduled in the low selling seasons*
 - *Register right away and schedule the dates in your calendar*
- **Be aware of content and speakers that will be available at LSTAR throughout the year**

YOUR SCHEDULE: *Schedule your plan and plan a backup schedule!* You can see the full range of courses and you may need to acquire a certain number of credits by a certain date. You are likely counting on all the courses in which you have enrolled to run. However, if there are not enough people enrolled to cover the costs associated with that course, the course will be cancelled. Therefore, if you are counting on those credits, and the course is cancelled, they will not be available to you. To ensure that you meet your required 24 MCE credits, it is important to have a backup plan in case you are affected by the course cancellation scenario. Always remember though, that you may encourage others to take a course with you so it helps boost the registration numbers. This will help the numbers support the expenses and give you a person to discuss course content with later!

SUMMER MONTHS, COURSE CANCELLATIONS AND LICENSE RENEWAL:

Attention: Registration in the summer months is very low. Eighty-three percent of the courses scheduled in the summer months are cancelled due to low enrolment because of high selling season and family holidays. Therefore, you will notice that we have very few courses scheduled during the summer. **This means that those with licenses that renew in July through September might consider taking the courses needed in January through July.**

HOW TO REGISTER: The online registration process, through Filogix, is used 90 percent of the time by the LSTAR Members. Please call Penny at 519-641-1434, Ext 224, if you are having trouble registering online and she will walk you through the process. Don't forget that we have computers available in the Resource Room which you may use to register for courses, while you are here for meetings or other education sessions. We will be happy to help you register online.

NON-REALTORS: The online registration process is not available to non-REALTORS. Non-REALTORS must call Penny to register, or use the Non-REALTOR® enrolment form that may be available to you through email. Non-REALTORS, please call us.

VOUCHERS: New Members: If you are registering for a course and want to use a voucher, you must register in person at LSTAR or call Penny or Heather. You cannot register online and use a voucher.

METHOD OF PAYMENT: The online registration process allows for payment with a Visa, MasterCard, or American Express at the time of registration. Some members have a “*Bill my office*” option which also appears as a method of payment, if you work for an approved LSTAR Billing Office which is providing this service. Cheques, cash, or debit payments will be received by us in person. Payment must accompany registration to be enrolled. No registrations will be accepted without payment received. To be sure we have enough people to run the course; registration should be completed at least one week in advance.

CONFIRMATION EMAIL: Confirmation should be assumed by you when you register. The registration program will not let you register if the class is full, in fact, the course will indicate if it is full. So if the online registration process accepts your registration, you are confirmed as being enrolled in that class. At this point, you should mark it in your calendar. Once you have registered, you will automatically receive an email confirming your registration from London@marketlinx.com. Check your Spam folder to be sure your confirmation email isn't going in to it.

EMAIL ADDRESS: It is important that you have an email address that works. The registration process requires it, and we will be sending you education updates through email.

HOW TO USE THIS COURSE CATALOGUE: The catalogue has been sent to you in PDF format so it may be opened on any type of computer. If you require a paper copy, please send us an email and request a copy to be printed for you.

REMINDERS:

- All courses will start promptly at the scheduled start time
- Sign-in begins 15 minutes before each course
- Sign-in ends immediately when the course starts
- You must sign in and out of the course to receive your credits
- If you are late, you may sit in on the course but will not receive credits, you will not be allowed to sign-in or out and you will not be issued a refund
- A registrant must attend the course in its entirety, from the scheduled start time to the completion time – no exceptions will be made and all registrants are asked to plan their schedules accordingly.
- No credits are given for duplicate courses in the same renewal period
- All MCE Administration policies apply to these courses
- For your comfort, please bring a sweater or some warm clothes as temperatures fluctuate in the rooms
- Set your cell phone to vibrate so cell phone noise does not disturb the class (If you do not know how to do this be sure to sign up for Blackberry 101)

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January

Sales Strategies for 2012 : Laurie Hawkins

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
January 11, 2012 (Wednesday)	9:00 AM - 12:00 PM	3	SS	55 + HST	80 + HST	SSTR011112

The ease with which anybody can become an expert on anything, is rapidly depleting the power of the traditional salesperson. Across all industries, the ability to develop truly collaborative, trust-based partnerships with your customers is becoming universally acknowledged as the most effective way to ensure long-term success. A majority of businesses don't have any sales goals in place - and those that do find that they never achieve them. Does this sound like you? By attending our workshop, you will know exactly how to set and achieve successful sales goals for your business and make 2012 your most successful year yet!

Here's just a few of the priceless things you'll learn:

- Set and achieve your sales goals
- Strengthen your inner game of selling
- Create impact in the moment
- Establish your ability to develop a "partner" relationship with potential customers
- Learn the ability to build rapport with anyone, at any level of an organization.
- Acquire greater confidence in starting conversations in a way that helps the buyer want to be in the conversation with you
- Develop in a way that leads to an increase in new and retained business
- How to sell to the four key personality types
- How to ask great questions
- Delight your customers and increase your sales success

Speaking with Confidence : Gord Newman

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
January 17, 2012 (Tuesday)	1:00 PM - 4:00 PM	3	CO	55 + HST	80 + HST	CONF011712

Learn the art of Speaking with Confidence... be confident you can do it! Learn techniques for effectively communicating in oral and written format develop personal confidence in presenting to others Improve your "close" ratio Learn the key elements of a successful presentation Learn to present "Off the cuff" Learn to use a proven formula for any presentations and what audiences like and dislike.

Moulds and Grow Ops : George Duncan

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
January 19, 2012 (Thursday)	9:00 AM - 12:00 PM	3	EN	25 + HST	50 + HST	MGRO011912

Despite all the warnings on drug abuse, marijuana cultivation is a major growth industry in more ways than one. Indeed, it has now become a profitable "Home-business" that it is no longer confined to the bathroom or the basement but in many cases has taken over the entire house. However, it is also a risky business resulting in jail-time for the owners and headaches for the realtors trying to sell former grow-op premises. The course will highlight and discuss the issues surrounding former marijuana grow-op buildings and what to look out for in

dealing with such properties. Marijuana growers will often compromise the structural and electrical integrity of the building and create serious mould issues inside the building all of which must be addressed before the building can be sold. Most municipalities now have procedures in place as to what must be completed in a marijuana grow-op building before occupancy can be granted and fulfilling these procedures can be expensive, even in buildings where only a few plants were being grown for personal use. The course will discuss the steps that need to be taken to remediate a former grow-op building and also give some pointers on how to recognize a former grow-op.

February

MLS Rules, Regulations and Respect : Ken Topping

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
February 03, 2012 (Friday)	9:00 AM - 12:00 PM	3	LG	45 + HST	70 + HST	MLS020312

What you need to know in the day-to-day business of the buying and selling of Real Estate! This course is both for new and long term members and will focus on some new provisions to the LSTAR MLS® Rules and Regulations in response to some of the major changes made within our industry; particularly in the areas of: Buyer brokerage Methods of doing business (including sales teams, non-licensed assistants) Technology and access to information.

The course will also review some vitally important areas such as:

- Listing procedures Selling procedures
- Trading regulations
- Submission of offers
- Reporting of sales
- Privacy compliance requirements
- Plus ... a little reminder to treat each other with respect
- 3 C's of Real Estate Manners: Communicate, Common Sense and Courtesy

RECO Residential Update : Jim Tristram

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
February 06, 2012 (Monday)	9:00 AM - 4:00 PM	6		75 + HST	75 + HST	RREU020612

This course provides concise and timely legal/legislative overviews, along with current summaries of key RECO programs, initiatives and issues impacting real estate practitioners. Both residential and commercial versions of this program are available. Regularly updated, this course is designed for practicing professionals who need to keep tabs on the latest market, legal, and legislative developments. RECO Real Estate Update, offered exclusively by the OREA Real Estate College, is a vital source of current, topical information.

ABR: The Accredited Buyer's Representative : Barbara Brindle

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
February 16, 2012 (Thursday)	9:00 AM - 4:00 PM	12	SS	199 + HST	199 + HST	ABR021612

The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients. When you decide to earn your ABR®, you gain:

- Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers
- Ongoing specialized information, programs and updates that help you stay on top of the issues and trends in successfully representing home buyers.
- Access to REBAC members-only marketing tools and resources, which provide an additional competitive edge.

Barbara Brindle has presented over 150 programs to over 4500 sales representatives and brokers across Ontario, New Brunswick, Nova Scotia and Newfoundland. Barbara has won numerous sales and achievement awards and is currently a Broker active in Barrie, Ontario. This is going to be an excellent event!!!

Land Registry Office : Lou Radomsky

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
February 23, 2012 (Thursday)	1:00 PM - 4:00 PM	3	ST	55 + HST	80 + HST	LAND022312

In Ontario, the means by which real estate transactions are started, processed and completed is undergoing the single most significant set of changes in the history of real estate. The traditional methods and understanding that REALTORS® have had are being revised in the most dramatic fashion. Most of the changes are being driven by technology. Typically, with technology, there are spectacular accomplishments, however, there are also certain challenges.

Make Me An Offer You Can Refuse : Lou Radomsky

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
February 23, 2012 (Thursday)	9:00 AM - 12:00 PM	3	SS	55 + HST	80 + HST	MOFF022312

This course covers in a practical manner, all preprinted portions of the Agreement of Purchase and Sale. In addition, it discusses many of the pitfalls in written clauses added to the body of the Agreement of Purchase and Sale. This is a hands-on workshop, based on questions and situations in each area. At the end of this course you will have an excellent understanding of the Agreement of Purchase and Sale. This workshop will be of great assistance in dealing with your customers and clients in today's marketplace.

The learning objectives are to:

- have a practical understanding of all clauses in the universal Agreement of Purchase and Sale
- gain more of an insight on the use of clauses in the body of an offer
- be much better prepared in assisting your clients and customers (purchasers or vendors) to understand the agreement of purchase and sale for their benefit
- understand how to complete the blanks in the agreement of purchase and sale

Septics and Sewers : Dr. Joan Morrison

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
February 24, 2012 (Friday)	9:00 AM - 12:00 PM	3	EN	55 + HST	80 + HST	SEPT020912

There are several topics of relevance and some of them include information such as legislation; what is a septic system; how does it work; what are the components of a system; where should the septic be located; how is it built; why septics fail; and how long should they last. Most importantly, this seminar will describe what to look for in the home/building and ways YOU can assist in determining some of these answers.

Stigmatized Properties : Dr. Joan Morrison

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
February 24, 2012 (Friday)	1:00 PM - 4:00 PM	3	EN	55 + HST	80 + HST	STIG020912

Do you have clients interested in purchasing 'contaminated sites'? Are you aware that municipalities are becoming involved in 'Brownfield Development? This is a business that is generating millions of dollars for all of those involved! New Provincial Legislation has been released which outlines procedures to be followed. This three hour seminar will provide you with the information you require to assist your client in entering into this new venture. Topics are pertinent and include determining the market, environmental legislation and remediation criteria, property sensitivity, estimated clean-up costs and evaluations. Be a part of this new direction in the real estate industry and learn of the money-making potential.

March

Social Media Success for Business : Geoff Evans

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
March 05, 2012 (Monday)	9:00 AM - 12:00 PM	3	SS	55 + HST	80 + HST	MEDI030512

Workshop Agenda:

Introduction to the Social Media Revolution

- The significance of social media to your business
- The 3 C's of Social Media: Connect, Convert, Continue

LinkedIn Success

- A step by step to marketing, networking, and prospecting
- Tips to improve referral success and sales effectiveness

Facebook Success

- A step by step guide to creating a successful online presence through Facebook
- Building a Facebook Business Page
- Secrets to marketing and engaging with customers and potential customers

Building a compelling Blog

- Creating relevant and timely blog content
- Successfully marketing your blog to create a following

Negotiation : Cindy Pinkus

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
March 20, 2012 (Tuesday)	9:00 AM - 4:00 PM	6	CO	75 + HST	100 + HST	NEG032012

This is a "hands on" seminar made up of exercises that have been specifically designed to help Realtors enhance their negotiation and problem-solving skills. Participants will have an opportunity to practice negotiating the resolution of issues that arise in real estate transactions and to measure their own improvement from the first role-play in the morning to the final role-play in the afternoon.

April

Commercial: Heating & Air Conditioning : Richard Weldon

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
April 03, 2012 (Tuesday)	1:00 PM - 4:00 PM	3	CM	55 + HST	80 + HST	HEAT040312

Ever wondered why larger commercial buildings use heated water and chilled water for heating and air conditioning? Why is fresh air supply to commercial buildings so important? Commercial HVAC systems are far more complicated and far more important than residential systems; some commercial buildings require air conditioning year round.

Come find out the differences between running a compressor and using an economizer; learn the basics of operation for a water chiller and a cooling tower. Learn the differences between a constant volume system and a variable air volume (VAV) system. Make sure you don't end up in hot water next time you are talking about the heating system at a building with you client!

More importantly, find out how to align you client's expectations accordingly. This introductory level presentation will appeal to all those involved in the purchase, sale or leasing of commercial properties.

Learning Objectives:

- How to identify common commercial heating and air conditioning systems
- Understand the concept of probability of failure and how it applies to commercial HVAC equipment
- How to identify common HVAC deficiencies at different types of commercial buildings
- Understand why you need to align clients' expectations before the due diligence period

Commercial: Roofs and Exteriors : Richard Weldon

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
April 03, 2012 (Tuesday)	9:00 AM - 12:00 PM	3	CM	55 + HST	80 + HST	ROOF040312

The roof membrane on a building is the most expensive component expected to wear out and require replacement within the lifetime of the building. Further, most problems (and litigation) associated with commercial buildings revolve around the roof. Thus, good knowledge of commercial roofing systems is paramount for anyone involved in commercial real estate. This session deals with low-slope roofing materials such as built-up roofs, modified bitumen and single-ply membranes. The advantages and disadvantages of these different systems will be discussed.

What presentation on commercial roofs would be complete without a discussion on Green roofs! The presentation will also cover the basics of green roofs and white roofs, including approximate cost differences and suitable applications. As keeping the exterior environment out of the building interior is also the responsibility of the wall cladding system, the presentation will cover the basics of various different types of cladding systems, how to identify them and common problems found with them.

This introductory level presentation will appeal to all those involved in the purchase, sale or leasing of commercial properties.

Learning Objectives:

- How to identify common commercial roofing and exterior cladding systems
- Understand what makes a roof 'green' or 'white' and what the benefits and problems are with these types of roofing systems
- How to identify common roofing and exterior cladding deficiencies at different types of commercial buildings
- Understand why you need to align clients' expectations before the due diligence period

Commercial: Structures & Electrical : Richard Weldon

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
April 04, 2012 (Wednesday)	9:00 AM - 12:00 PM	3	CM	55 + HST	80 + HST	STRU040412

If you have a moment, let me bend your ear. There won't be any arm torsioning, but the subject of commercial structures can be sheer excitement! Commercial buildings are most often constructed of concrete and steel. These structures behave very differently, compared to wood structures. Identifying deficiencies in these structures and, more importantly, the implication, requires more specialized knowledge so potential purchasers aren't scared away.

Find out about the basics of steel and concrete structures. Learn common configurations for open web steel joists and common problems associated with steel structures. Learn how conventionally reinforced concrete slabs are different than pre-stressed slabs. Find out how corrosion of reinforcing steel can occur and what the implications are. Would you know the difference between a step-up transformer and a step-down transformer if you stepped on one? How do you tell the size of the electrical service to a building? Is the utility transformer on the property an important consideration when buying a building? Come find out the basics of commercial electrical systems and common indicators of potential problems. More importantly, find out how to align you client's expectations accordingly.

This introductory level presentation will appeal to all those involved in the purchase, sale or leasing of commercial properties.

Learning Objectives: ·

- How to identify common commercial building structures
- How to identify the size of an electrical service to a commercial building
- How to identify common structural & electrical deficiencies at different types of commercial buildings
- Understand why you need to align clients' expectations before the due diligence period

Architectural Styles in Southwestern Ontario : John Lutman

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
April 14, 2012 (Saturday)	1:00 PM - 4:00 PM	3	PD	45 + HST	70 + HST	ARCH041412

This workshop will assist you in recognizing architectural styles from the 19th and 20th centuries prevalent in southwestern Ontario residential buildings. You will learn to identify by their design features the various housing styles from widespread architectural periods such as the Gothic Revival, Italianate and Queen Anne. You will be able to identify specific design elements including cupolas, turrets, cornice brackets and porte cocheres.

Who should take this course?

- Anyone new to the real estate industry in our area

- Anyone who would like to sound knowledgeable about residential structures
- Anyone selling properties in London's Heritage Conservation Districts
- Anyone selling residential properties

Benefits of participating in this workshop:

- You will be able to offer accurate style information to your buyers as you lead them through a showing
- You will be able to determine if the present design elements of a house are in keeping with the original style
- You will be able to offer your clients interesting and unique information on the house which may help you close a sale.

MLS Rules, Regulations and Respect : Ken Topping

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
April 14, 2012 (Saturday)	1:00 PM - 4:00 PM	3	LG	45 + HST	70 + HST	MLS041412

What you need to know in the day-to-day business of the buying and selling of Real Estate! This course is both for new and long term members and will focus on some new provisions to the LSTAR MLS® Rules and Regulations in response to some of the major changes made within our industry; particularly in the areas of: Buyer brokerage Methods of doing business (including sales teams, non-licensed assistants) Technology and access to information.

The course will also review some vitally important areas such as:

- Listing procedures Selling procedures
- Trading regulations
- Submission of offers
- Reporting of sales
- Privacy compliance requirements
- Plus ... a little reminder to treat each other with respect
- 3 C's of Real Estate Manners: Communicate, Common Sense and Courtesy

RECO Residential Update : Ken Topping

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
April 17, 2012 (Tuesday)	9:00 AM - 4:00 PM	6		75 + HST	75 + HST	RREU041712

This course provides concise and timely legal/legislative overviews, along with current summaries of key RECO programs, initiatives and issues impacting real estate practitioners. Both residential and commercial versions of this program are available. Regularly updated, this course is designed for practicing professionals who need to keep tabs on the latest market, legal, and legislative developments. RECO Real Estate Update, offered exclusively by the OREA Real Estate College, is a vital source of current, topical information.

Senior Real Estate Specialist : Barbara Brindle

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
April 19, 2012 (Thursday)	9:00 AM - 4:00 PM	12	SS	199 + HST	199 + HST	SRES041912

The SRES designation course seeks to instil knowledge and understanding of and empathy for 50+ real estate clients and customers. Develop the business building skills and resources needed for specialization in the 50+ real estate market.

SRES Designation Course Learning Objectives:

- Learn distinguishing characteristics and trends of the 50+ market so that you can discern them in your own market area
- Evaluate your market area attractiveness to the 50+ market
- Master the vocabulary of the range of housing options for the 50+ market
- Learn the application of federal laws for Housing for Older Persons ACT (HOPA)
- Develop business building outreach methods for communicating and gaining 50+ market share
- Adapt methods for counselling the 50+ buyer and sellers
- Stay focused on the transaction and avoid inappropriate involvement in family matters
- Develop sensitivities to 50+ issues and priorities when counselling buyers and sellers, showing properties, and managing transactions
- Develop services that win and sustain client and customer relationships and position you as a trusted real estate advisor
- Assemble a team of experts to help you serve 50+ clients and customers
- Learn about the uses, benefits, procedures, and issues involved in reverse mortgages
- Learn about uses of pensions, 401k accounts, IRA's in real estate transactions
- Recognize mortgage finance and loan schemes and scams that victimize 50+ borrowers
- Identify key life stages, viewpoints, and transitions in relation to housing choices
- Recognize how a home can be adapted for safety, comfort, and aging in place
- Help clients integrate disposition of real property into estate plans

Advanced Feng Shui for Real Estate : Sharon Hay

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
April 26, 2012 (Thursday)	9:00 AM - 4:00 PM	6	ST	60 + HST	85 + HST	FENG042612

Find out why some homes just sit on the market, while other comparable homes sell quickly...could be Feng Shui reasons!

- Gain new clients using a few simple techniques of positioning objects you already own in your office
- Uncover reasons why some properties sit unsold for months and how you can get that SOLD sign on it in days!
- Stop losing deals because of minor Feng Shui issues...we'll show you how they can be easily fixed!

Are you eager to communicate with prospects in an informative and coherent way about the benefits of Feng Shui?

Are you anxious to understand the simple science behind philosophies that were kept secret for thousands of years?

I want you to be successful in Real Estate using many Feng Shui principles... so sign up now to reserve your seat in class. You may have seen Sharon Hay as the Feng Shui Expert on CBC's widely acclaimed design show "Steven and Chris!"

May

The Healthy Home : Shawn Rankin

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 02, 2012 (Wednesday)	9:00 AM - 12:00 PM	3	EN	55 + HST	80 + HST	HEAL050212

A healthy home is a home that is designed, constructed/renovated and maintained to reduce the Accumulation of above normal chemical and biological off gassing or particulates. It must be watertight, control air change per hour and be wellventilated. Building occupants must be made aware of what constitutes conditions of poor air quality and what steps have to taken to avoid them. Healthy home building and renovating requires making

correct choices in building design, materials, ventilation and heating. A true healthy home design featuring low air change per hour, effective air flow, controlled ventilation and proper resistance value inherentlypossesses the necessary ingredients of an energy efficient home.

Topic areas covered:

- Three principles of a healthy home
- Isolation, separation and ventilation
- Moisture and water –
- Contaminants - biological and chemical
- Healthy building materials
- Mold
- HEPA filters
- HVAC
- Maintaining your healthy home

The Healthy Condominium : Shawn Rankin

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 02, 2012 (Wednesday)	1:00 PM - 4:00 PM	3	EN	55 + HST	80 + HST	THC050212

The Indoor Air Quality of a Condominium Building is a result of the interaction between the location, temperature, the heating, ventilation, and air conditioning systems, pollution sources, construction techniques, building maintenance and occupant activities. Living in a healthy condominium can be a challenge. Large buildings may introduce Air Quality conditions that may not be found with conventional housing. Understanding the different conditions found in condominium living may improve your air quality and affect your health. There are two elements to healthy condominium living; the air quality connections found in the individual condo dwelling unit and the air quality condition and maintenance of the entire building and all common areas. This seminar will address concerns and remedies for both indoor air quality profiles.

Topic areas covered:

- What is a Healthy Condo?
- Who is at risk?
- Components of a large building
- Potential sources of large building contamination
- Common area ventilation and air mixtures
- Improve air quality in the dwelling unit
- Improve air quality in the common area

RECO Commercial Update : Ron Abraham

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 09, 2012 (Wednesday)	9:00 AM - 4:00 PM	6	CM	75 + HST	75 + HST	CREU050912

RECO Real Estate Update Commercial provides concise and timely overviews of legal issues and legislative issues affecting commercial real estate, as well as RECO initiatives and programs that impact consumers and registrants.

This program is designed to maintain acceptable levels of technical competence in the field of real estate brokerage. This 3-unit session includes: Legal Update (case law on listing commercial property, sales/lease negotiations, litigation, grow houses, mould, forms and precedents, etc.); Legislative Review: (Construction, land use, REBBA, oil tanks, environment, etc.); and The RECO Report (Insurance, liability and risk management, the CCD process) and more!

Discovery and Disclosure : Cassandra Walker

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 18, 2012 (Friday)	1:00 PM - 4:00 PM	3	LG	35 + HST	60 + HST	DISC051812

'DISCOVERY and DISCLOSURE' a Registrants Responsibility

- What and where are material facts, and who is responsible for Discovery & Disclosure
- Pro's & Con's of SPIS, proper and complete use of SPIS and its Schedules
- Document Sources to assist in discovering facts, SITUATIONS/PHOTOS – (well reports, surveys, work orders, web sites, WETT Certificates)
- How do we know whether to disclose or not and the perfect timing necessary
- Disclosure questions... written or verbal? ... at the listing or sale point?
- Is it the Listing or Selling Representative's responsibility to DISCOVER all and DISCLOSE all?
- Should the listing representative be concerned about selling representative disclosing to buyer (information given by listing representative)?
- Should the co-operating representative be dependant and listing representative disclosure?
- Making enquiries to buyers and sellers to determine 'their' material facts

Keeping the Deal Together : Cassandra Walker

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 18, 2012 (Friday)	9:00 AM - 12:00 PM	3	SS	35 + HST	60 + HST	KEEP051812

'Keeping the Deal Together'

- Prevention, Too Many Firm Sales at Risk
- Priority paths within a real estate transaction
- Key practices that can prevent a conditional or firm deal from falling into pieces
- Potential areas of confusion for consumers
- Primary areas of risk & liability for registrants
- Scenarios where a sale has blown up, to determine the 'why' and potential solutions
- Listing and negotiation case scenarios where pitfalls occur to determine 'preventative actions'
- Lists of resources which can assist to reduce or eliminate misunderstandings within trading practices Including REBBA 2002, Hearings, Discipline Cases & Registrars Bulletins Board or Association Rules or By Laws
- Review of legislative requirements
- Brokerage and or Registrant Policies
- Thoughts and focus for preventative measures, systems and strategies to avoid pitfalls and stumbling blocks in listings, negotiations and sales

Achieving Success Through Attention to Detail : Mark Weisleder

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 24, 2012 (Thursday)	1:00 PM - 4:00 PM	3	ST	55 + HST	80 + HST	ACHI052712

In this seminar, Mark Weisleder, LLB, REI, teaches how being careful with the little things will increase your chances of success. The objectives of this course are to understand:

- How small changes to the fine print of the Ontario standard form Agreement of Purchase and Sale can have major impacts on the rights of buyers and sellers
- Why the “little” things, such as client communication and meetings, matter to clients when it comes to
- generating loyal clients and referrals
- How being prepared and careful in everything you do will also assist you in not having to face unwanted disciplinary or legal proceedings

By the end of the session you will:

- learn how to effectively deal with any changes to the fine print of the Ontario standard form Agreement of Purchase and Sale, or an addition in any schedule that changes the meaning of the fine print
- Understand how to effectively remember names and network when meeting someone for the first time
- Learn what the REBBA 2002 Code of Ethics requires in terms of dealing with other registrants and members of the public, in every activity that you undertake
- Understand how to effectively prepare for and present yourself in meetings with clients, customers, prospects and other registrants
- Understand the dos and don'ts regarding advertising to the public
- Learn what you need to include on your website to instil client confidence and generate traffic

Winning Client Relationships : Mark Weisleder

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 24, 2012 (Thursday)	9:00 AM - 12:00 PM	3	CO	55 + HST	80 + HST	WINN052412

Course Outline:

- This course will be about the importance of providing excellent customer/client service in everything we do as a salesperson
- A successful real estate career is based upon delivering a superior customer/client experience that translates into satisfied repeat clients and referrals
- In order to deliver the kind of experience that leads to long term loyal clients, real estate professionals require the tools to ensure that their clients are always protected
- This includes the preparation and care that must be put into all aspects of the listing or selling experience
- This includes the ability to avoid any potential disciplinary or legal proceedings that will cause unnecessary anxiety to you as well as your clients

Course Objectives:

- To heighten the awareness of the relationship between a great customer/client experience and referrals
- To give you the principles to assist you in delivering a great customer/client experience every time
- To understand how to protect your buyer and seller clients in any multiple offer situation
- To be able to deal with difficult customers/clients, including those who refuse to pay commission
- To learn the real benefits of full disclosure, including a summary of recent case law about the use of SPIS form
- To understand how to properly write a condition
- To learn how to avoid any potential legal and discipline proceedings by following these principles

RECO Residential Update : Agost Vaday

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 30, 2012 (Wednesday)	9:00 AM - 4:00 PM	6		75 + HST	75 + HST	RREU053012

This course provides concise and timely legal/legislative overviews, along with current summaries of key RECO programs, initiatives and issues impacting real estate practitioners. Both residential and commercial versions of this program are available. Regularly updated, this course is designed for practicing professionals who need to keep tabs on the latest market, legal, and legislative developments. RECO Real Estate Update, offered exclusively

by the OREA Real Estate College, is a vital source of current, topical information.

Second Suites and Student Lodging Houses : Gord Whicher

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 31, 2012 (Thursday)	1:00 PM - 4:00 PM	3	SS	55 + HST	80 + HST	SSSL053112

Second suites in homes are a vital economic asset to many homeowners. All too often they constitute an "underground" activity as owners are uncertain over zoning prohibitions, building and fire code concerns. This seminar addresses three central questions - when can a seller advertise a second suite as lawful, can a buyer be assured that an existing second suite won't be subjected to municipal prosecution and when can an owner obtain a permit to install or retrofit an existing second suite. In addition, the seminar addresses student "lodging" houses (rooming houses, boarding houses, fraternity houses) and the challenges faced by owners seeking to use their residences for this purpose.

Seminar attendees will consider:

- What constitutes a second suite? How does it differ from a "granny flat"? How does it differ from having members of an extended family or perhaps one or two renters living with the owner in a house? How does a second suite differ from having numerous (student) renters living in rooms in a house?
- What makes one second suite lawful, while another is unlawful. When might a second suite or a lodging house be "grandfathered" under the existing zoning. What steps can be taken to attempt to revise the zoning by-law so that the land use can be lawful?
- What impact building and fire codes, electrical and municipal property standards by-laws have on second suites and lodging houses. Why some municipalities maintain a register of second residential units and whether new licensing by-laws will affect lodging houses

Subdividing Land : Gord Whicher

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
May 31, 2012 (Thursday)	9:00 AM - 12:00 PM	3	SS	55 + HST	80 + HST	SUBL053112

Have you ever considered subdividing land to create a number of building lots? How do you unlock that potential land value? What are the pitfalls and challenges? This seminar helps you understand the four approaches to subdivision of land.

Participants will learn:

- How the subdivision process fits into the range of required land development approvals
- How the 4 approaches -- consent, plan of subdivision, part lot control exemption and condominium registration - function.
- And how some approaches can be combined
- What principles and practices underlie approvals to subdivide land, and
- Important, related considerations -- such as the requirement to provide infrastructure and land or cash for parks purposes

Offered by an experienced solicitor in an interactive and entertaining environment, this seminar is designed to

assist you to understand a vital concept in the development of land. Every realtor hopes to unlock the maximum potential from a parcel of land. Subdivision of land is at the core of that potential. However, there are 4 approaches. And they are set within a complex web of land use planning approvals, requirements and related considerations. This seminar will provide the basics. Realtors will leave with a working understanding which of the 4 approaches to use, how each functions and what obstacles must be overcome.

June

Powerful Presentations and Your 60 Second Commercial : Sarah Hilton

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
June 15, 2012 (Friday)	9:00 AM - 12:00 PM	3	PD	55 + HST	80 + HST	PPAN061512

What does it take to be a powerful and persuasive presenter? Would you like to stand out from other speakers and agents? With Sarah Hilton at your side you will become the speaker you have dreamed of. Sarah will direct you through the proven World Class Speaking Processes. Not only will you feel confident delivering your next speech, you will obtain the tools to apply to all future speeches. Sarah shares the secrets to building a speaking system that works for 60 second to 60 minute speeches. Sarah has perfected the processes to speaking for success, let Sarah share the secrets with you.

Learning Objectives:

- Pick up the pieces to the puzzle of real estate storytelling to sell
- Create a 60 second commercial that will sell your message
- Piece together the speaking system that will take your 60 second message into a presentation that you will deliver with power and profit

Agreement of Purchase and Sale : Brian Madigan

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
June 22, 2012 (Friday)	1:00 PM - 4:00 PM	3	LG	55 + HST	80 + HST	AOPS062212

This is the commencement of a series of articles dealing with the standard form agreement of purchase and sale. It has been prepared by the Ontario Real Estate Association and is in common usage in Ontario effective January 2010. The agreement “as drafted”, anticipates that there will be a thorough and full understanding of the document by qualified professionals, realtors, and lawyers. The document is generally directed to be fair to both sides, the buyer and the seller. However, it is simply a standard form. In many situations it requires amendment, modification or improvement. Sometimes, the change is just necessary for clarification, but, in other cases, it is designed to reflect someone’s bargaining position or perceived negotiating power. So, as we go through the document in detail, remember that everything is negotiable, and the term “standard form” is something of a misnomer.

Family Law, Estate and Succession Planning : Brian Madigan

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
June 22, 2012 (Friday)	9:00 AM - 12:00 PM	3	LG	55 + HST	80 + HST	FAMI062212

Family Law

- Marriage, divorce and the family; two definitions of “spouse”
- division of assets and support obligations upon marriage breakdown

- The Matrimonial Home: special considerations
- Common law, definition and historical origins, common law marriages, co-habitation agreements, advising the unmarried couple
- Resolving disputes and limiting the agent's liability for risks

Estate Planning

- testate and intestate succession
- the use of trusts for specific purposes, inter vivos property transfers
- elimination of avoidable risks
- Joint Tenancy; issues, risks and problems
- Designated Beneficiaries: issues and problems
- role of life insurance

Succession Planning

- choosing the Executor (Estate Trustee), and support professionals
- Powers of Attorney
- Conflicts of interest
- Taxation upon death, deferral, and avoidance
- Business context, role of the Business Broker
- Changing circumstances: first marriages and second marriages
- the real estate agent's role in the estate and succession planning process

July

OREA Standard Forms : Ken Topping

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
July 05, 2012 (Thursday)	1:00 PM - 4:00 PM	3	LG	25 + HST	50 + HST	FORM070512

This half-day course is designed to guide the REALTOR through a step-by-step process in addressing issues surrounding the most commonly used OREA standard forms. The session will identify and explain particular clauses that tend to be the subject of frequently asked questions. No amount of study will make a practitioner an expert in every situation that can arise during a real estate career, but there is the requirement that practitioners be familiar with the content of the forms they are using and which forms are appropriate for any given situation.

MLS Rules, Regulations and Respect : Ken Topping

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
July 05, 2012 (Thursday)	9:00 AM - 12:00 PM	3	LG	45 + HST	70 + HST	MLS070512

What you need to know in the day-to-day business of the buying and selling of Real Estate! This course is both for new and long term members and will focus on some new provisions to the LSTAR MLS® Rules and Regulations in response to some of the major changes made within our industry; particularly in the areas of: Buyer brokerage methods of doing business (including sales teams, non-licensed assistants) Technology and access to information.

The course will also review some vitally important areas such as:

- Listing procedures Selling procedures
- Trading regulations
- Submission of offers

- Reporting of sales
- Privacy compliance requirements
- Plus ... a little reminder to treat each other with respect
- 3 C's of Real Estate Manners: Communicate, Common Sense and Courtesy

The New Model of Selling: How to Help Your Customers Buy : Laurie Hawkins

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
July 10, 2012 (Tuesday)	9:00 AM - 12:00 PM	3	SS	55 + HST	80 + HST	NEWM071012

The rules have changed - the market is different and a new economy has emerged! Buyers have responded to these changes quickly and dramatically and yet sales people are attempting to rely on outdated tactics such as aggressive or persistent cold calling, canned presentations, flashy brochures and manipulative tricks in an attempt to close business. In today's economy these approaches are not only out of date - they're completely ineffective! Have your selling models evolved to profit from this change? Today's sophisticated buyers are looking to develop trusted, long-term relationships by demanding a new approach to sales that puts client results first, builds trust and loyalty, and ensures consistent success and profits for both the buyer and the seller.

Here's just a few of the priceless things you'll learn:

- Make sales natural, fun and more effective
- Learn the top reasons why customers leave and what to do about it
- Create loyalty (and more sales) with attention-getting tools that get inside the client's mind and stay there
- Increase your average sale by moving your clients from satisfied to emotionally connected and loyal
- How to respond credibly and create impact "in the moment" through intelligent questioning
- Help your clients solve their key issues and thus be in a better position to buy your offering
- Develop an understanding of your own behaviour and of the buyer's behaviour, and how it impacts the relationship

August

Real Estate and Fraud : Dave O'Gorman

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
August 14, 2012 (Tuesday)	1:00 PM - 4:00 PM	3	LG	35 + HST	60 + HST	FRAU081412

Fraud involving real estate is one of the most under reported crimes. Today fraud funds more illegal activity than ever before. There are more legal duties imposed on real estate registrants than ever before. New laws are being created that affect real estate professional than ever before. Fraud and Real Estate offers real estate professionals information on how to protect clients, salespersons and brokerages from fraud. Fraud and Real Estate outlines the possible outcomes of what can happen to a registrant if they become involved in fraudulent activity. Fraud and

Real Estate helps to eliminate many misconceptions that are prevalent in the real estate field. Many of these misconceptions are widely held to be legal, when, in fact, they are illegal. Recent decisions by regulatory agencies changed the way real estate may be offered for sale. Fraud and Real Estate is the only course available that provides the up to date information required to protect real registrants and their clients Through instruction and case studies the course will provide registrants with the tools to assist in the prevention of fraud related criminal and regulatory offences. The tools will assist registrants in protecting their brokerages and clients from criminal and civil liabilities that are not be covered by insurance policies.

SEMINAR HIGHLIGHTS:

- Methods of how real estate fraud is committed
- How to prevent fraud
- How to detect fraud, the “red flags of real estate and mortgage fraud”
- New methods of real estate fraud
- How misconceptions on the part of REALTORS can result in legal action against REALTORS
- What not to do

Realtor Safety : Dave O'Gorman

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
August 14, 2012 (Tuesday)	9:00 AM - 12:00 PM	3	SS	35 + HST	60 + HST	SAFE081412

In today's society the need for the protection of personal information and property is increasing every day. How does the owner of a property listed for sale protect their information and personal property when anyone can obtain access to their home? Answers to questions like this one and many more are provided in this course. This course offers real estate professionals valuable information to assist their clients before, during and after a property is listed for sale, or rent, and sold. The information presented is valuable to anyone, at anytime, in their daily lives. Many of the tips and ideas are, in many cases, already known to registrants and the general public. However, because most members of the public are not affected in their daily lives by theft or identity theft, many people tend to disregard the thought of protecting their information contained within their own home.

Seminar highlights:

- How to protect your personal information and the personal information of your family
- How to detect if your information has been compromised
- The legal authority of a real estate salesperson while conducting open houses
- Personal safety tips

RECO Residential Update : Ken Topping

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
August 23, 2012 (Thursday)	9:00 AM - 4:00 PM	6		75 + HST	75 + HST	RREU082312

This course provides concise and timely legal/legislative overviews, along with current summaries of key RECO programs, initiatives and issues impacting real estate practitioners. Both residential and commercial versions of this program are available. Regularly updated, this course is designed for practicing professionals who need to keep tabs on the latest market, legal, and legislative developments. RECO Real Estate Update, offered exclusively by the OREA Real Estate College, is a vital source of current, topical information.

September

MLS Rules, Regulations and Respect : Ken Topping

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
September 07, 2012 (Friday)	9:00 AM - 12:00 PM	3	LG	45 + HST	70 + HST	MLS090712

What you need to know in the day-to-day business of the buying and selling of Real Estate! This course is both for new and long term members and will focus on some new provisions to the LSTAR MLS® Rules and Regulations in response to some of the major changes made within our industry; particularly in the areas of: Buyer brokerage Methods of doing business (including sales teams, non-licensed assistants) Technology and access to information.

The course will also review some vitally important areas such as:

- Listing procedures Selling procedures
- Trading regulations
- Submission of offers
- Reporting of sales
- Privacy compliance requirements
- Plus ... a little reminder to treat each other with respect
- 3 C's of Real Estate Manners: Communicate, Common Sense and Courtesy

Do Not Call Registry : Lou Radomsky

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
September 11, 2012 (Tuesday)	1:00 PM - 3:00 PM	2	LG	30 + HST	55 + HST	CALL091112

Calling someone in an attempt to solicit and attract business, or to make a business inquiry has taken on new parameters. With the new requirements in effect there will have to be modifications in the way most Registrants and real estate offices conduct their business affairs. This presentation will detail the requirements and offer suggestions as to the solutions. A must for any Registrant or office that calls and faxes prospective clients or customers to attract business.

At the end of the presentation the participants will:

- Have a complete understanding of the requirements in order to comply with the legislation
- Know what the implications are for non-compliance
- Have the knowledge to avoid contraventions which might result in fines
- Be able to structure their business affairs to utilize the Do Not Call List in a positive manner
- Be prepared for the business environment that will not permit uncontrolled soliciting

Complying with Privacy : Lou Radomsky

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
September 11, 2012 (Tuesday)	9:00 AM - 12:00 PM	3	LG	45 + HST	70 + HST	PRIV091112

This workshop is a must for all REALTORS who need to know how the Personal Information Protection and Electronic Documents Act (PIPEDA) will apply to the real estate profession in Ontario. The impact of this legislation is all-encompassing and far-reaching. It will affect how all businesses collect, retain, use, disclose and secure any "personal information" within their possession. "Personal information" is information about an identifiable individual, including their name and address. The purpose of the legislation is to ensure an individual's right to control the collection, use and disclosure of his/her personal information by organizations, including you as a Realtor in the course of your business activities.

Dealing with Contaminated Properties : George Duncan

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
September 20, 2012 (Thursday)	9:00 AM - 12:00 PM	3	EN	25 + HST	50 + HST	CONT092012

Dramatic and far-reaching changes have been announced by the Ministry of the Environment concerning how environmental site assessments are to be conducted and how the results are to be interpreted. Many sites which have already been assessed and declared "clean" under the current version of Regulation 153/04 (the "Brownfields Reg.") will find themselves being re-classified as "contaminated" under the new rules which are due

to come into effect on July 1st, 2011. The revisions have substantially lowered the allowable levels of many common contaminants such as lead and fuel hydrocarbons and they have greatly increased the scope of the investigation to cover all properties within 250 m of the site being assessed. The seminar will cover the changes to the rules for environmental assessments and how they will affect real estate transactions.

RECO Commercial Update : Agost Vaday

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
September 27, 2012 (Thursday)	9:00 AM - 4:00 PM	6		75 + HST	75 + HST	CREU092712

RECO Real Estate Update Commercial provides concise and timely overviews of legal issues and legislative issues affecting commercial real estate, as well as RECO initiatives and programs that impact consumers and registrants. This program is designed to maintain acceptable levels of technical competence in the field of real estate brokerage. This 3-unit session includes: Legal Update (case law on listing commercial property, sales/lease negotiations, litigation, grow houses, mould, forms and precedents, etc.); Legislative Review: (Construction, land use, REBBA, oil tanks, environment, etc.); and The RECO Report (Insurance, liability and risk management, the CCD process) and more!

October

Influencing the Sale and Achieving Results : Laurie Hawkins

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
October 02, 2012 (Tuesday)	9:00 AM - 4:00 PM	6	SS	75 + HST	100 + HST	INFL100212

Why is it that some people buy quickly and other people take forever to buy, or never buy at all? All successful sales people have found ways to tap into the key underlying motivators that cause people to act and react to messages and proposals. The more you know about how and why people do the things they do, the faster and easier it will be for you to turn prospects into customers and then to get the referrals that will make you a top producer in your field.

Here's just a few of the priceless things you'll learn in this full day workshop:

- Why everything is negotiable and how to develop this key skill (everyone can become excellent at this skill)
- How emotions can help or hurt you
- The importance of emotion in selling
- The importance of influence in the sales conversation
- How and when to use negotiation as a sales tool
- The most powerful buying influence
- The most powerful word in the buying conversation
- How to persuade people to buy
- Understand the seven basic categories of human action
- The impact of the Law of Cause and Effect on your business

Boomers, Xers, Yers - Understanding the Different Generation Groups : Cindy Pinkus

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
October 18, 2012 (Thursday)	9:00 AM - 12:00 PM	3	CO	55 + HST	80 + HST	BOOM101812

Baby Boomers, Generation Xers and Generation Yers have different views about everything from where they prefer to get their information from and the amount of information they want, to the characteristics of the people they most trust and listen to. Many of us identify with our own generation group and are challenged by the views and preferences of other generations. This course provides an opportunity to consider the research on various generation groups and to understand what motivates the different generations. By understanding the various generation groups, you will be in a better position to get your message across to people of all ages.

The objectives of this 3 hour course are for participants to:

- consider the research on the different generations
- review a model for speaking effectively to all generation
- learn how to plan for communications with people from different generation groups using practical planning tools

The Elder Client : Cindy Pinkus

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
October 18, 2012 (Thursday)	1:00 PM - 4:00 PM	3	CO	55 + HST	80 + HST	ELDC101812

As the landscape of the Canadian population changes, so too do the issues and challenges facing the real estate agent and its clients. This course will highlight the research on the aging population and then deal with the legal concerns that confront real estate agents when working with a client who appears challenged by competency issues and/or the undue influence of family members and others. These concerns could affect the ability of the client to give instructions and the validity of the legal documents that are signed.

The objectives of this 3 hour course are for participants to:

- consider the research on the aging population
- understand the various tests of capacity and appreciating the legal concept of undue influence
- learn listening and questioning skills to assist in recognizing issues confronting the elder client to ensure that the elder client is appropriately protected

Boundary Rights : Mark Weisleder

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
October 25, 2012 (Thursday)	1:00 PM - 3:00 PM	2	LG	40 + HST	65 + HST	BOUN102512

Course Outline:

- Your rights in determining boundary and fence lines between 2 neighbours
- The impact of the conversion of lands into the Land Titles system on the legal concepts of adverse possession and easements by prescription
- Are there rights of access when your land is landlocked but you have been using a path over your neighbour's land for many years, typically found in rural situations

By the end of this session you will

- Learn what your rights are under the Line Fences Act with respect to boundary issues and whether your city is bound by it or has enacted a different process
- Understand what the conversion of property into land titles means and in particular, the difference between an absolute title and a conversion qualified title
- Understand the recent case law on the requirements to prove adverse possession or easements by prescription
- Know the difference between survey terminology and what constitutes a Real Property Surveyor's Report

- Learn who owns trees and the rights regarding cutting branches that overhang onto your property under the provisions of the Ontario Forestry Act
- Understand what the words “more or less” means when errors are made in the legal description of your property
- Know whether title insurance will solve any of these potential boundary issues after closing
- Learn what defects could entitle a buyer to refuse to close a transaction or demand a reduction in the purchase price

Residential Tenancies : Mark Weisleder

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
October 25, 2012 (Thursday)	9:00 AM - 12:00 PM	3	LG	55 + HST	80 + HST	RESI102512

In this new seminar Mark Weisleder teaches the latest legal decisions involving residential tenancies that will not only assist you in dealing with difficult tenants, but more importantly, ensure that you conduct the proper research in advance when qualifying potential tenants, and be able to properly protect any buyer of residential rental properties.

The objectives of this course are to understand:

- The process involved in evicting a residential tenant, regardless of the reason, and collecting any outstanding arrears
- The key questions to ask and research techniques to follow to make sure that you are properly qualifying any potential tenant
- All issues involved when preparing a home to sell that is occupied by a tenant
- The main provisions to include in any residential lease and in any agreement of purchase and sale when purchasing a residential rental property

By the end of this session you will:

- Learn the key questions that you are permitted to ask when qualifying potential tenants and the behaviours to watch for when the tenant is answering your questions
- Understand how the Human Rights Act impacts not only your duty to accommodate certain tenants with disabilities, but also impacts the types of questions that you are permitted to ask any potential tenant
- Learn the strategies employed by tenants to try and delay the eviction process, so that you can be more properly prepared in advance
- Understand what documentation and witnesses you will need in order to win at the Landlord and Tenant Board
- Understand all the notices, including timing, that you will have to serve in order to always ensure that your buyer receives vacant possession on closing
- Learn the requirements for legal basement apartments in your area, both with respect to zoning as well as fire code compliance
- Learn the potential issues involving student housing in your area, and particularly if a license is required to operate it
- Understand why you need to notify your insurer when you are renting a basement apartment or increasing the risk in your home
- Learn the responsibilities of a landlord and tenant regarding maintenance and repair of a rental unit, including whether you can require a tenant to shovel the snow or cut the grass
- Understand the principles of rent review, including: how to serve a notice of rent increase, when you can raise the rent above the guidelines, and the rules regarding the installation of Suite Meters for utilities
- Learn about the necessary clauses to consider whenever buying a rental residential property

November

Air Quality : Dr. Joan Morrison

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
November 06, 2012 (Tuesday)	9:00 AM - 12:00 PM	3	EN	55 + HST	80 + HST	AIR110612

Reports of the outdoor air quality are regular and alarming to some. When we have a high smog alert, people are advised to stay indoors. But is that air any better? Statistics show that we spend a great deal of time in our homes. The quality of the air that is found there may not be as clean as we expect. Attend this seminar and learn about what contaminants are found in homes. Learn about tobacco smoke and what it can do, about pollutants from stoves, fireplaces and other appliances. What biological pollutants are lurking in your home? What of cleaning fluids, candles, air sprays, asbestos, radon, ozone and a host of others?

This three hour seminar will provide you with the information you require to assist your client in understanding what problems may be found in this home. Topics include understanding what "Sick Building Syndrome" is, how to make that home smell great, just to name a few. Be an informed agent!

Insulation and Asbestos : Dr. Joan Morrison

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
November 06, 2012 (Tuesday)	1:00 PM - 4:00 PM	3	EN	55 + HST	80 + HST	INSU110612

Toxicologists have proven that exposure to asbestos and certain insulations can cause severe medical problems and even death. Urea Formaldehyde Foam Insulation (UFFI) was once considered safe, but was soon found to have an environmental impact on residential properties and was associated with health effects. So how do modern-day insulations, asbestos containing materials and other environmental factors involve the Real Estate Agent? This is a growing issue and the banks and insurance companies are very concerned. This three-hour seminar will provide you with the information you require to assist your client in understanding what problems may be found in the home. Topics include understanding the different types of insulation that could be present, the classification and uses of asbestos in residential properties, where it can be found, health effects, remediation and most importantly, liability issues! Provide your client with as much information as possible concerning this new hazardous topic!

RECO Residential Update : Jim Tristram

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
November 07, 2012 (Wednesday)	9:00 AM - 4:00 PM	6		75 + HST	75 + HST	RREU110712

This course provides concise and timely legal/legislative overviews, along with current summaries of key RECO programs, initiatives and issues impacting real estate practitioners. Both residential and commercial versions of this program are available. Regularly updated, this course is designed for practicing professionals who need to keep tabs on the latest market, legal, and legislative developments. RECO Real Estate Update, offered exclusively by the OREA Real Estate College, is a vital source of current, topical information.

Architectural Styles in Southwestern Ontario : John Lutman

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
November 08, 2012 (Thursday)	1:00 PM - 4:00 PM	3	PD	45 + HST	70 + HST	ARCH110812

This workshop will assist you in recognizing architectural styles from the 19th and 20th centuries prevalent in southwestern Ontario residential buildings. You will learn to identify by their design features the various housing styles from widespread architectural periods such as the Gothic Revival, Italianate and Queen Anne. You will be able to identify specific design elements including cupolas, turrets, cornice brackets and porte cocheres.

Who should take this course?

- Anyone new to the real estate industry in our area
- Anyone who would like to sound knowledgeable about residential structures
- Anyone selling properties in London's Heritage Conservation Districts
- Anyone selling residential properties

Benefits of participating in this workshop:

- You will be able to offer accurate style information to your buyers as you lead them through a showing
- You will be able to determine if the present design elements of a house are in keeping with the original style
- You will be able to offer your clients interesting and unique information on the house which may help you close a sale

MLS Rules, Regulations and Respect : Ken Topping

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
November 08, 2012 (Thursday)	9:00 AM - 12:00 PM	3	LG	45 + HST	70 + HST	MLS110812

What you need to know in the day-to-day business of the buying and selling of Real Estate! This course is both for new and long term members and will focus on some new provisions to the LSTAR MLS® Rules and Regulations in response to some of the major changes made within our industry; particularly in the areas of: Buyer brokerage Methods of doing business (including sales teams, non-licensed assistants) Technology and access to information.

The course will also review some vitally important areas such as:

- Listing procedures Selling procedures
- Trading regulations
- Submission of offers
- Reporting of sales
- Privacy compliance requirements
- Plus ... a little reminder to treat each other with respect
- 3 C's of Real Estate Manners: Communicate, Common Sense and Courtesy

Offer Presentations : Cassandra Walker

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
November 15, 2012 (Thursday)	9:00 AM - 12:00 PM	3	SS	55 + HST	80 + HST	OFFP111512

Legal & Ethical Protocol:

- Practical issues involving offers, presentation and counter offer presentation
- Your vacations and offer presentation on your listings
- Competitor respect - all towards all buyers feeling they and their offer were treated fairly
- Ethical & Legal guidelines outlining presentation options/negotiation styles for consumer Buyer & Seller and practitioners
- 6 Options available to buyers and sellers when considering offers negotiations

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- Communications call backs and follow up calls when offers are faxed or dropped off
- Etiquette recommendations for sales representatives when working together towards a sale
- Standard Acknowledgement Form available for adding integrity and believability to the presentation process
- Body Language, presence & OFFER Presentations, what is the seller, buyer or salesperson giving away?
- Dealing with your board marketplace real estate practitioner current dilemmas

On the Outskirts : Cassandra Walker

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
November 15, 2012 (Thursday)	1:00 PM - 4:00 PM	3	RE	55 + HST	80 + HST	OUTS111512

Considerations when buying or selling properties bordering urban centers:

- Understanding and identifying services to the property
- Reviewing septic and well standards and deficiencies
- Environmental checklists and resources
- Marketing and showing considerations
- Sale agreement clauses, terms and conditions not to miss
- Appropriate Seller Property Information Statement-Schedule 222

The 4 Pillars of Profitable Networking : Allison Graham

Date	Time	Credits	Stream	Realtor Cost	Non-Realtor Cost	Course Number
November 22, 2012 (Thursday)	9:00 AM - 12:00 PM	3	SS	55 + HST	80 + HST	PILL112212

As a real estate agent, you are likely a talented salesperson. Instinctively you know how to find the right house for the right buyer and how to close the deal. Networking effectively to fill your revenue pipeline and create referral champions is a different story. It requires a shift in gears from the sales process to relationship development. Showing up and handing out cards is not enough. Growing your personal brand, standing out from the competition and finding the right places to meet the right people are all paramount to get the results you desire. During this session Allison Graham will share tools that will bring process to your networking efforts so you can grow your book of business and increase your ROI from networking.

OREA Licensing Courses

Real Estate as a Professional Career (Phase 1)	Jan 16 – Jan 20	Mon - Fri	8:30am - 4:30pm
	Apr 30 - May 4	Mon - Fri	8:30am - 4:30pm
	July 16 – 20	Mon – Fri	8:30am – 4:30pm
	Oct 15 - 19	Mon - Fri	8:30am - 4:30pm
Land, Structures, and Real Estate Trading (Phase 2)	Feb 6 – 17	Mon-Fri	8:30am - 3:30pm
	Jun 18 - 29	Mon - Fri	8:30am - 3:30pm
	Sept 17 – 28	Mon – Fri	8:30am – 3:30 pm
	Nov 19 - 30	Mon-Fri	8:30am - 3:30pm
The Real Estate Transaction (RES40)	Jan 23 - 28	Mon - Sat	8:30am - 4:15pm
	Apr 3 - 5, 10 - 12	Tues - Thurs	8:30 am - 4:15pm
	Aug 13 - 18	Mon - Sat	8:30am - 4:15pm
	Oct 22 - 24, 29 - 31	Mon - Wed	8:30 am - 4:15pm
The General and the Residential Real Estate Transaction (RES80)	Feb 28 - Mar 16	Tues - Fri	8:30am - 4:15 pm
	Jun 4 - 21	Mon - Thurs	8:30 am - 4:15 pm
	Nov 19 - Dec 6	Mon - Thurs	8:30am - 4:15 pm
The Commercial Real Estate Transaction (COM40)	Jan 9 - 14	Mon - Sat	8:30 am - 4:15pm
	Apr 9 - 14	Mon - Sat	8:30 am - 4:15pm
	Jun 4 - 9	Mon - Sat	8:30am - 4:15pm
	Aug 7 - 11	Tues - Sat	8:30 am - 5:30pm
	Oct 22 - 27	Mon - Sat	8:30am - 4:15pm
Real Property Law	Feb 21 - 25	Tues - Sat	8:30am - 5:30pm
	Jun 11 - 26	Mon - Sat	8:30am - 4:15pm
	Nov 26 - Dec 1	Mon - Sat	8:30am - 4:15pm
Principals of Appraisal	Mar 26 - 31	Mon - Sat	8:30am - 4:15pm
	Aug 27 - 31	Mon - Fri	8:30am - 5:30pm
Principals of Mortgage Financing	Feb 27 – Mar 2	Mon - Fri	8:30am - 5:30pm
	Nov 12 - Nov 17	Mon - Sat	8:30am - 4:15pm
Principals of Property Management	Aug 27 - 31	Mon - Fri	8:30am - 5:30pm
The Real Estate Broker	Mar 19 - 23 & 27 - 30	Mon - Fri & Tues - Fri	8:30am - 4:10pm
	Oct 1 - 5 & 9 - 12	Mon - Fri & Tues - Fri	8:30am - 4:10pm

Realtor Hall Courses by Date

January

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
January 11, 2012 (Wednesday)	Sales Strategies for 2012	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	SSTRO11112

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
January 17, 2012 (Tuesday)	Speaking with Confidence	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	CONF011712

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
January 19, 2012 (Thursday)	Moulds and Grow Ops	9:00 AM - 12:00 PM	3	25 + HST	50 + HST	MGRO011912

February

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
February 03, 2012 (Friday)	MLS Rules, Regulations and Respect	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	MLS_020312

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
February 06, 2012 (Monday)	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU020612

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
February 16, 2012 (Thursday)	ABR: The Accredited Buyer's Representative	9:00 AM - 4:00 PM	12	199 + HST	199 + HST	ABR_021612

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
February 23, 2012 (Thursday)	Land Registry Office	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	LAND022312

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
February 23, 2012 (Thursday)	Make Me An Offer You Can Refuse	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	MOFF022312

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
February 24, 2012 (Friday)	Septics and Sewers	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	SEPT020912

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
February 24, 2012 (Friday)	Stigmatized Properties	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	STIG020912

March

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
March 05, 2012 (Monday)	Social Media Success for Business	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	MEDI030512

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
March 07, 2012 (Wednesday)	Understanding the Consent Agreement	9:30 AM - 11:30 AM	2	20 + HST	45 + HST	CONS030712

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
March 07, 2012 (Wednesday)	Understanding the Consent Agreement: Brokers Lunch	1:15 PM - 3:15 PM	2	20 + HST	45 + HST	PBCN030712

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
March 20, 2012 (Tuesday)	Negotiation	9:00 AM - 4:00 PM	6	75 + HST	100 + HST	NEG_032012

April

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
April 03, 2012 (Tuesday)	Commercial: Heating & Air Conditioning	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	HEAT040312

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
April 03, 2012 (Tuesday)	Commercial: Roofs and Exteriors	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	ROOF040312

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
April 04, 2012 (Wednesday)	Commercial: Structures & Electrical	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	STRU040412

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
April 14, 2012 (Saturday)	Architectural Styles in Southwestern Ontario	1:00 PM - 4:00 PM	3	45 + HST	70 + HST	ARCH041412

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
April 14, 2012 (Saturday)	MLS Rules, Regulations and Respect	1:00 PM - 4:00 PM	3	45 + HST	70 + HST	MLS_041412

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
April 17, 2012 (Tuesday)	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU041712

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
April 19, 2012 (Thursday)	Senior Real Estate Specialist	9:00 AM - 4:00 PM	12	199 + HST	199 + HST	SRES041912

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
April 26, 2012 (Thursday)	Advanced Feng Shui for Real Estate	9:00 AM - 4:00 PM	6	60 + HST	85 + HST	FENG042612

May

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 02, 2012 (Wednesday)	The Healthy Home	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	HEAL050212

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Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 02, 2012 (Wednesday)	The Healthy Condominium	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	THC_050212

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 09, 2012 (Wednesday)	RECO Commercial Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	CREU050912

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 18, 2012 (Friday)	Discovery and Disclosure	1:00 PM - 4:00 PM	3	35 + HST	60 + HST	DISC051812

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 18, 2012 (Friday)	Keeping the Deal Together	9:00 AM - 12:00 PM	3	35 + HST	60 + HST	KEEP051812

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 24, 2012 (Thursday)	Achieving Success Through Attention to Detail	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	ACHI052712

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 24, 2012 (Thursday)	Winning Client Relationships	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	WINN052412

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 30, 2012 (Wednesday)	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU053012

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 31, 2012 (Thursday)	Second Suites and Student Lodging Houses	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	SSSL053112

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
May 31, 2012 (Thursday)	Subdividing Land	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	SUBL053112

June

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
June 15, 2012 (Friday)	Powerful Presentations and Your 60 Second Commercial	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	PPAN061512

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
June 22, 2012 (Friday)	Agreement of Purchase and Sale	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	AOPS062212

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
June 22, 2012 (Friday)	Family Law, Estate and Succession Planning	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	FAMI062212

July

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
July 05, 2012 (Thursday)	OREA Standard Forms	1:00 PM - 4:00 PM	3	25 + HST	50 + HST	FORM070512

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
July 05, 2012 (Thursday)	MLS Rules, Regulations and Respect	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	MLS_070512

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
July 10, 2012 (Tuesday)	The New Model of Selling: How to Help Your Customers Buy	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	NEWM071012

August

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
August 14, 2012 (Tuesday)	Real Estate and Fraud	1:00 PM - 4:00 PM	3	35 + HST	60 + HST	FRAU081412

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
August 14, 2012 (Tuesday)	Realtor Safety	9:00 AM - 12:00 PM	3	35 + HST	60 + HST	SAFE081412

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
August 23, 2012 (Thursday)	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU082312

September

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
September 07, 2012 (Friday)	MLS Rules, Regulations and Respect	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	MLS_090712

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
September 11, 2012 (Tuesday)	Do Not Call Registry	1:00 PM - 3:00 PM	2	30 + HST	55 + HST	CALL091112

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
September 11, 2012 (Tuesday)	Complying with Privacy	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	PRIV091112

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
September 20, 2012 (Thursday)	Dealing with Contaminated Properties	9:00 AM - 12:00 PM	3	25 + HST	50 + HST	CONT092012

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
September 27, 2012 (Thursday)	RECO Commercial Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	CREU092712

October

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
October 02, 2012 (Tuesday)	Influencing the Sale and Achieving Results	9:00 AM - 4:00 PM	6	75 + HST	100 + HST	INFL100212

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
October 18, 2012 (Thursday)	Boomers, Xers, Yers - Understanding the Different Generation Groups	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	BOOM101812

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
October 18, 2012 (Thursday)	The Elder Client	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	ELDC101812

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
October 25, 2012 (Thursday)	Boundary Rights	1:00 PM - 3:00 PM	2	40 + HST	65 + HST	BOUN102512

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
October 25, 2012 (Thursday)	Residential Tenancies	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	RESI102512

November

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
November 06, 2012 (Tuesday)	Air Quality	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	AIR_110612

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
November 06, 2012 (Tuesday)	Insulation and Asbestos	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	INSU110612

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
November 07, 2012 (Wednesday)	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU110712

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
November 08, 2012 (Thursday)	Architectural Styles in Southwestern Ontario	1:00 PM - 4:00 PM	3	45 + HST	70 + HST	ARCH110812

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
November 08, 2012 (Thursday)	MLS Rules, Regulations and Respect	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	MLS_110812

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
November 15, 2012 (Thursday)	Offer Presentations	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	OFFP111512

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
November 15, 2012 (Thursday)	On the Outskirts	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	OUTS111512

Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
November 22, 2012 (Thursday)	The 4 Pillars of Profitable Networking	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	PILL112212

Realtor Hall Courses by Instructor

Instructor	Date	Course Title	Time	MCE	Realtor Cost	Non-Realtor Cost	Course Number
Ron Abraham	5/9/2012	RECO Commercial Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	CREU050912
Barbara Brindle	4/19/2012	Senior Real Estate Specialist	9:00 AM - 4:00 PM	12	199 + HST	199 + HST	SRES041912
Barbara Brindle	2/16/2012	ABR: The Accredited Buyer's Representative	9:00 AM - 4:00 PM	12	199 + HST	199 + HST	ABR_021612
George Duncan	1/19/2012	Moulds and Grow Ops	9:00 AM - 12:00 PM	3	25 + HST	50 + HST	MGRO011912
George Duncan	9/20/2012	Dealing with Contaminated Properties	9:00 AM - 12:00 PM	3	25 + HST	50 + HST	CONT092012
Geoff Evans	3/5/2012	Social Media Success for Business	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	MEDI030512
Allison Graham	11/22/2012	The 4 Pillars of Profitable Networking	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	PILL112212
Laurie Hawkins	10/2/2012	Influencing the Sale and Achieving Results	9:00 AM - 4:00 PM	6	75 + HST	100 + HST	INFL100212
Laurie Hawkins	7/10/2012	The New Model of Selling: How to Help Your Customers Buy	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	NEWM071012
Laurie Hawkins	1/11/2012	Sales Strategies for 2012	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	SSTR011112
Sharon Hay	4/26/2012	Advanced Feng Shui for Real Estate	9:00 AM - 4:00 PM	6	60 + HST	85 + HST	FENG042612
Sarah Hilton	6/15/2012	Powerful Presentations and Your 60 Second Commercial	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	PPAN061512
John Lutman	11/8/2012	Architectural Styles in Southwestern Ontario	1:00 PM - 4:00 PM	3	45 + HST	70 + HST	ARCH110812
John Lutman	4/14/2012	Architectural Styles in Southwestern Ontario	1:00 PM - 4:00 PM	3	45 + HST	70 + HST	ARCH041412
Brian Madigan	6/22/2012	Family Law, Estate and Succession Planning	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	FAMI062212
Brian Madigan	6/22/2012	Agreement of Purchase and Sale	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	AOPS062212
Dr. Joan Morrison	11/6/2012	Air Quality	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	AIR_110612
Dr. Joan Morrison	2/24/2012	Stigmatized Properties	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	STIG020912
Dr. Joan Morrison	2/24/2012	Septics and Sewers	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	SEPT020912
Dr. Joan Morrison	11/6/2012	Insulation and Asbestos	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	INSU110612
Gord Newman	1/17/2012	Speaking with Confidence	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	CONF011712
Dave O'Gorman	8/14/2012	Real Estate and Fraud	1:00 PM - 4:00 PM	3	35 + HST	60 + HST	FRAU081412
Dave O'Gorman	8/14/2012	Realtor Safety	9:00 AM - 12:00 PM	3	35 + HST	60 + HST	SAFE081412
Cindy Pinkus	3/20/2012	Negotiation	9:00 AM - 4:00 PM	6	75 + HST	100 + HST	NEG_032012
Cindy Pinkus	10/18/2012	Boomers, Xers, Yers - Understanding the Different Generation Groups	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	BOOM101812
Cindy Pinkus	10/18/2012	The Elder Client	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	ELDC101812
Lou Radomsky	2/23/2012	Land Registry Office	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	LAND022312
Lou Radomsky	2/23/2012	Make Me An Offer You Can Refuse	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	MOFF022312

Lou Radomsky	9/11/2012	Do Not Call Registry	1:00 PM - 3:00 PM	2	30 + HST	55 + HST	CALL091112
Lou Radomsky	9/11/2012	Complying with Privacy	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	PRIV091112
Shawn Rankin	5/2/2012	The Healthy Condominium	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	THC_050212
Shawn Rankin	5/2/2012	The Healthy Home	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	HEAL050212
Ken Topping	2/3/2012	MLS Rules, Regulations and Respect	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	MLS_020312
Ken Topping	4/17/2012	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU041712
Ken Topping	7/5/2012	MLS Rules, Regulations and Respect	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	MLS_070512
Ken Topping	8/23/2012	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU082312
Ken Topping	7/5/2012	OREA Standard Forms	1:00 PM - 4:00 PM	3	25 + HST	50 + HST	FORM070512
Ken Topping	11/8/2012	MLS Rules, Regulations and Respect	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	MLS_110812
Ken Topping	4/14/2012	MLS Rules, Regulations and Respect	1:00 PM - 4:00 PM	3	45 + HST	70 + HST	MLS_041412
Ken Topping	9/7/2012	MLS Rules, Regulations and Respect	9:00 AM - 12:00 PM	3	45 + HST	70 + HST	MLS_090712
Jim Tristram	11/7/2012	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU110712
Jim Tristram	2/6/2012	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU020612
Agost Vaday	9/27/2012	RECO Commercial Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	CREU092712
Agost Vaday	5/30/2012	RECO Residential Update	9:00 AM - 4:00 PM	6	75 + HST	75 + HST	RREU053012
Cassandra Walker	11/15/2012	Offer Presentations	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	OFFP111512
Cassandra Walker	11/15/2012	On the Outskirts	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	OUTS111512
Cassandra Walker	5/18/2012	Keeping the Deal Together	9:00 AM - 12:00 PM	3	35 + HST	60 + HST	KEEP051812
Cassandra Walker	5/18/2012	Discovery and Disclosure	1:00 PM - 4:00 PM	3	35 + HST	60 + HST	DISC051812
Mark Weisleder	5/24/2012	Winning Client Relationships	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	WINN052412
Mark Weisleder	10/25/2012	Boundary Rights	1:00 PM - 3:00 PM	2	40 + HST	65 + HST	BOUN102512
Mark Weisleder	10/25/2012	Residential Tenancies	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	RESI102512
Mark Weisleder	5/24/2012	Achieving Success Through Attention to Detail	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	ACHI052712
Richard Weldon	4/3/2012	Commercial: Heating & Air Conditioning	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	HEAT040312
Richard Weldon	4/3/2012	Commercial: Roofs and Exteriors	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	ROOF040312
Richard Weldon	4/4/2012	Commercial: Structures & Electrical	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	STRU040412
Gord Whicher	5/31/2012	Second Suites and Student Lodging Houses	1:00 PM - 4:00 PM	3	55 + HST	80 + HST	SSSL053112
Gord Whicher	5/31/2012	Subdividing Land	9:00 AM - 12:00 PM	3	55 + HST	80 + HST	SUBL053112