



REALTORS[®]
ASSOCIATION
of Hamilton-Burlington
~ Since 1921 ~



**Come learn
with us in
2022**

**Professional Development Schedule
September to December 2022**

Question: Oops! I missed a recent webinar due to a scheduling conflict! Am I out of luck?

Answer: Absolutely not! As an AAP holder, you are privy to an external drive where we upload all webinar recordings and corresponding materials. A link will be sent to your email directly providing you access to the drive where you can browse all past webinars at your convenience up until March 31, 2023.



Terms & Conditions

The 2022 AAP costs **\$75 plus applicable taxes**. Passes are valid for courses that have a value of **\$45 or less** that are held on or before December 31, 2022. Passes are issued to a specific person - not a brokerage and as such are non-transferable. Office Administrators or Administrative Assistants who wish to take advantage of the AAP must be registered with RAHB.

If you have any questions, please contact Alex Hill at alexh@rahb.ca

COURSES AT A GLANCE – SEPTEMBER TO DECEMBER 2022					
DATE	TIME	COURSE	INSTRUCTOR	PRICE	INCLUDED IN PDPASS
Wed., Sept., 7	10 a.m. – 11 a.m.	Buying, Selling & Renting Condos	Shane Haskell	\$45+HST	✓
Wed., Oct., 5	10 a.m. – 11 a.m.	Follow the Yellow Brick Road	Valerie Garcia	\$45+HST	✓
Wed., Oct., 19	10 a.m. – 11 a.m.	Grow Houses	Andrew McCarthy	\$25+HST	✓
Wed., Nov., 23	10 a.m. – 11 a.m.	Being Rural Ready: No City, No Problem	Rick Shelley	\$45+HST	✓
Wed, Nov., 30	10 a.m. – 11 a.m.	Residential Tenancies Act	Joe Hoffer	\$45+HST	✓

Instructions to Purchase your All-Access Pass:

1. Sign into <http://my.rahb.ca/>
2. Click on “my portal” icon
 - a. Located under “RAHB News & Membership Services”
3. Click on “PD All-Access Pass” under “Upcoming Courses”
4. Click on the “register” button and follow the prompts
5. Once the transaction is finalized, start registering for courses and enjoying your savings!

My Profile Edit

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Notifications
No news is good news! Check back often for important notifications.

Quick Links

Matrix™ WEBForms

Hamilton

Upcoming Courses All

PD ALL-ACCESS PASS Apr 26 @ - Register
Description:
An All-Access Pass gives you access to unlimited webinars* in 2022 for just \$75+HST! All-Access Pass holders are also given access to an ... More

My Schedule
You have no upcoming meetings or events.

Buying, Selling & Renting Condos



Date: Wednesday, September 7, 2022

Time: 10 a.m. – 11 a.m.

Cost: \$45^{+HST}

Instructor: *Shane Haskell, OLCM, RCM, ACCI*

Learning Objectives – Understanding:

- Condominium basics
- Status Certificates & components
- Condo Fees/Budgets
- Insurance
- Reserve Fund Studies

Shane is the owner/founder of Lionheart Property Management Inc. Responsible for the day to day operations, Shane comes with a number of years' experience in the financial industry, marketing, project management and real estate industry. Also licensed as a Sales Representative with Street City Realty Brokerage, Shane has great knowledge of the property management industry. Shane is the Principle Condominium Manager (PCM), a Registered Condominium Manager (RCM) with ACMO and an Associate of The Canadian Condominium Institute (LCCI). Shane is a member of the Discipline Hearing Committee of CMRAO, President of the London Property Management Association (2021-2023), and sits on various other industry committees.

Follow the Yellow Brick Road



Date: Wednesday, October 5, 2022

Time: 10 a.m. – 11 a.m.

Cost: \$45^{+HST}

Instructor: *Valerie Garcia*

Low inventory, a pandemic, and a busy fall market - oh my! In this session, you'll learn at least 21 ways to get more listings this year, with a little help from the cast of the Wizard of Oz. You'll get tactical advice and strategies you can start implementing today, without breaking the bank.

Valerie is a speaker, consultant, and encourager who works with entrepreneurs and businesses to help them grow, improve and overcome fear. She believes that bravery and storytelling can change the way people do business, the way they communicate with their customers and make them happier people.

Grow Houses



Date: Wednesday, October 19, 2022

Time: 10 a.m. – 11 a.m.

Cost: \$25^{+HST}

Instructor: *Andrew McCarthy*

- What is a grow house?
- How does a grow house operate?
- How does it affect the home?
- How can you recognize a grow house?
- Inspection & remediation

Andrew McCarthy is a local Home Inspector™, proudly serving the residents and real estate professionals of Hamilton, Stony Creek, Dundas, Ancaster, Hagersville, Dunnville, Cauuga, Nanticoke, Jarvis, Canbro, and Caledonia.

Andrew became a professional home inspector because he had a passion for building and how things work. Prior to becoming a home inspector, Andrew had been a tool and die maker for over 25 years. After some layoffs and other changes were being made at the company he'd been with for over 21 years, he chose to go back to school at Carson Dunlop and Associates and studied home inspection for 2.5 years.

Being Rural Ready: No City, No Problem



Date: Wednesday, November 23, 2022

Time: 10 a.m. – 11 a.m.

Cost: \$45^{+HST}

Instructor: *Rick Shelley*

This course navigates you through the intricacies of country properties --- unique properties that you will be ready to buy or sell after taking this highly anticipated and informative course about Being Rural Ready. Learn what you need to know regarding the APS. This is a Knowledge Based seminar focusing on the Salesperson being client ready.

Topics include:

- Code of Ethics
- Water, Wells and Systems
- Septic Systems with FAQ and Tips
- Soil and pesticides
- Farm Property Taxes and HST
- Appraisal perspective
- Clauses for the APS
- Q&A throughout webinar

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Rick Shelley brings over 30 years of Real Estate experience to Home Suite Home. Having founded the company in 1989, and establishing its sister company, Top Notch Training, in 2009, Rick has been involved in all aspects of real estate from buying and selling property, to sitting on numerous committees with the Simcoe & District Real Estate Board and the Ontario Real Estate Association. Rick holds the Fellow of the Real Estate Institute (FRI) designation granted by the Real Estate Institute of Canada (REIC) and is committed to advancing the highest professional and ethical standards in the real estate industry. He also holds the prestigious Real Estate Instructor (REI) designation for outstanding classroom facilitation for the Industry's licensing courses and is a consummate professional. He brings his extensive knowledge of residential, commercial, and rural real estate to Home Suite Home and uses all of this to the advantage of each of his clients.

Residential Tenancies Act

Date: Wednesday, November 30, 2022

Time: 10 a.m. – 11 a.m.

Cost: \$45^{+HST}

Instructor: *Joe Hoffer*



REALTORS® and investors who purchase, sell and operate residential rental properties are exposed to substantial liability, including fines of up to \$250K, for their failures to comply with the Residential Tenancies Act. This Webinar will provide a summary of basic rules to be followed to ensure compliance with landlord tenant laws while avoiding liability as between purchasers and sellers of residential rental properties and is accompanied with separate materials for REALTORS® and their clients to be used for reference when buying, selling or operating multi-res properties.

Joe Hoffer, is a lawyer with over 30 years' experience advising REALTORS®, agents, owners and investors about best practices and risk avoidance when it comes to the business of transacting multi-res properties.

Thank You to our Sponsors



For more information, please contact:

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