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# NEWSREAL

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## Register for RAHB's Second Annual Walk-a-thon!



Summer is here, and with that, the return of RAHB's 2nd Annual Walk-a-Thon! We are again inviting members, their families, and friends to raise funds this September to support Habitat for Humanity Canada. Through our efforts, we can help families in our communities to build strength, stability and independence through attainable home ownership.

Here's the inside scoop...

**WHAT:** Invite your colleagues, friends and family to join you to collectively walk 100 kilometres and raise a total of \$500 per team (or \$125 individually)

**WHEN:** September 1 - 30, 2022.

**WHY:** To raise funds and awareness in support of Habitat for Humanity Canada and support families in need of housing in the RAHB market area.

**WHO:** Teams of four require at least one association member or staff member to be eligible to join.

**WHERE:** Wherever you want. RAHB's Walk-a-thon is an excellent opportunity to visit your favourite trail or park. We ask you to keep track of your progress on the event webpage and ensure your miles are logged on or before the end of September.

**HOW:** Registration is now open! We invite you to register today and save 20 per cent on the \$25 registration fee with our Early Bird special, which ends on July 31.

To get started:

- Visit our registration page by clicking [here](#) \*
- Form or join an existing team

- Start sharing the link to the donation page with your friends and family to support a fantastic cause!

\*If you are a returning walker from last year, you can use the same log-in credentials you created previously.

We thank you in advance for your support and look forward to hitting the pavement to make our community a better place for all.

For questions, please get in touch with Alex Hill, RAHB's Professional Development & Event Coordinator, at [alexh@rahb.ca](mailto:alexh@rahb.ca).

## Committee Spotlight: Discipline Committee - UPDATED

Join us each week this summer as we celebrate the 2022 volunteers, committees, and task forces. A new committee will be introduced weekly!



Last week we missed some friendly faces on our Discipline Committee but they're all here this week!

The Discipline Committee is dedicated to ensuring professionalism among the membership, and is responsible for convening hearings dealing with Professional Standards complaints.

## RAHB Rendezvous



Check the "RAHB Rendezvous" section of NewsReal each week to see what RAHB is up to!

To view more information about our upcoming webinars, please view our "Education Roundup" section below.

### Upcoming Events, Professional Development and Meetings:

- Thursday, July 7: Board of Directors Meeting begins at 9:00 a.m.
- Thursday, July 7: RAHB Open House from 1:00 p.m. to 4:00 p.m.
- Tuesday, July 12: Governance Committee Meeting begins at 9:00 a.m.

- Wednesday, July 13: **The New Reality of Sales Skills Webinar** from 10:00 a.m. to 11:30 a.m.
- Wednesday July 20: **Matrix: Hit Counters and Reverse Prospecting** from 10:00 a.m. to 11:00 a.m.

\*Committee members should consult their RAHB staff liaison for meeting schedule changes.

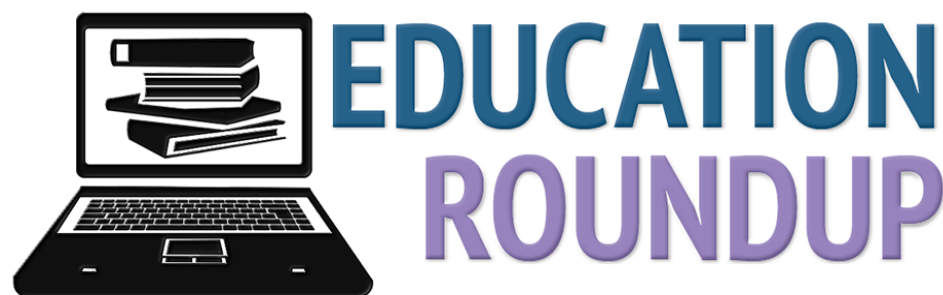
## Members in Motion Report



Check out this resource to see RAHB's newest members, transfers, and deletions. To review the report from the last seven days, click here:

[Review Members in Motion Report](#)

## Education Roundup



A promotional graphic for a webinar. It features a laptop displaying a photo of Neil Thornton. The text on the laptop screen says 'with Neil Thornton'. To the left of the laptop, the text reads: 'REALTORS ASSOCIATION of Hamilton-Burlington - Since 1921 - The New Reality of Sales Skills Wednesday, July 13 10 a.m. - 11:30 a.m. \$45'. Below this, it says '2022 SPONSORS' and lists logos for CTBx, GeoWarehouse, The Listings Lab, CREA, Real Estate Lawyers, and Stewart. At the bottom, a blue banner says 'Register Today for this Virtual Session!'.

Webinar - The New Reality of Sales Skills with Neil Thornton

July 13, 2022 10:00 am - 11:30 am

What you'll learn:

1. Ideas, trends and tools to capture market share through change
2. How to be seen as a sales and branding leader
3. Clear recommendations and real-world business tools you can apply right away
4. New and fundamental habits of modern sales professionals
5. Utilizing and developing modern technologies

## 6. The power of non-verbal and body language understanding

**About Neil Thornton:** Neil specializes in business strategy planning, development, coaching and business training and HR recruitment in Niagara, Hamilton and Oakville and the Greater Toronto Area (GTA).

[Register Now!](#)

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## MLS® Rule Reminder - Showing Appointments: Cancel if You Cannot Make It!

You must cancel the appointment if you cannot make it to a showing appointment or your client is no longer interested in the property. RAHB staff have recently seen an increase in the number of complaints about members booking showing appointments and not fulfilling their end of the obligation by either showing the property or cancelling the appointment.

Cancellations can be facilitated through email, text or the showing system used to book the appointment (BrokerBay, ShowingTime, etc.). Cancelling appointments is not only courteous, but it is also a requirement.

From RAHB's MLS® Rules & Regulations:

### SECTION 8 - SELLING PROCEDURES

8.04 - If a Member is unable to keep an appointment, the Member shall:  
(i) where the appointment was made directly with the Listing Brokerage, advise the Listing Brokerage, or if direct contact with the Listing Brokerage is not possible, advise the Seller directly; or  
(ii) where the appointment was made directly with Seller as permitted under these Rules, advise the Seller directly.

If you have any questions about this, don't hesitate to get in touch with RAHB's MLS® Support Team at [support@rahb.ca](mailto:support@rahb.ca).

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## News

['Forever renters:' Nine million Canadians have given up on homeownership](#) - Financial Post

['More balanced' real estate market makes a return to the Hamilton area](#) - The Hamilton Spectator

[Canadian Home Prices Expected to Drop 19% By 2023: TD](#) - Storeys  
[Affordable housing projects in jeopardy, Hamilton non-profits say](#) - The Hamilton Spectator

[Why this housing slump won't be as bad as 2008](#) - Financial Post



Check out the local businesses offering discounts and special deals to RAHB members - just click the RAHB Advantage icon on your dashboard at [my.rahb.ca](http://my.rahb.ca) or [click here](#).

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*REALTORS<sup>®</sup> Association of Hamilton-Burlington*

**Our mailing address is:**  
505 York Blvd, Hamilton, Ontario, L8R 3K4

Empowering RAHB REALTORS<sup>®</sup> to Succeed.

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