



**REALTORS<sup>®</sup>**  
**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](mailto:alexh@rahb.ca)

**COURSES AT A GLANCE – SEPTEMBER TO DECEMBER 2022**

DATE	TIME	COURSE	INSTRUCTOR	PRICE	INCLUDED IN PDPASS
Thurs., Sept., 29	10 a.m. – 11 a.m.	<b>Follow the Yellow Brick Road</b>	Valerie Garcia	\$45+HST	✓
Wed., Oct., 19	10 a.m. – 12 Noon	<b>Grow Houses</b>	Andrew McCarthy	\$25+HST	✓
Thurs., Oct., 20 & Fri., Oct., 21	9 a.m. – 5 p.m.	<b>Real Estate Negotiation Expert</b>	Brian Findley	\$299+HST	
Wed., Oct., 26	10 a.m. – 11:30 a.m.	<b>GeoWarehouse® Tips &amp; Tricks</b>	Theresa Corindia	FREE	✓
Wed, Nov., 30	10 a.m. – 11 a.m.	<b>Residential Tenancies Act</b>	Joe Hoffer	\$45+HST	✓

**Instructions to Purchase your All-Access Pass:**

1. Sign into <http://my.rahb.ca/>
2. Click on “my portal” icon
 

Member Portal

  - 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

Eric Meek  
REALTORS Association of Hamilt

Member Number:  
017512

License Number:

Member Class:  
EMPLOYEE - RAHB

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HAMILTON, ON L8W 3J6

Business Phone:  
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Cell:

Preferred Phone:  
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Email:  
ericm@rahb.ca

**My Schedule**

You have no upcoming meetings or events.

**Notifications**

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

**Quick Links**

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Hamilton

**Upcoming Courses** All

Apr 26

**PD ALL-ACCESS PASS**

Apr 26 @ -

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](#)

Register

## Follow the Yellow Brick Road

**Date:** Thursday, September 29, 2022  
**Time:** 10 a.m. – 11 a.m.  
**Cost:** \$45<sup>+HST</sup>  
**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. – 12 Noon  
**Cost:** \$25<sup>+HST</sup>  
**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.

## Real Estate Negotiation Expert Course

**Date:** Thursday, October 20, 2022 & Friday October 21, 2022  
**Time:** 9 a.m. – 5 p.m.  
**Cost:** \$299<sup>+HST</sup>  
**Instructor:** *Brian Findley, REIC*



All NEW! The RENE Certification Course is an interactive experience to help negotiators elevate their game! The course examines all types of negotiation formats and methods -- including virtual -- so that today's negotiators can play the game to win. A full spectrum of tips, tools, and techniques are provided so that you can provide effective results for your client.

The course curriculum also includes a variety of real-world field simulations to help you apply the power tools, techniques, and tactics learned in the course. These will provide the foundational experience and practice you will need to master to effectively advocate for your clients.

Click [here](#) to register!

## GeoWarehouse Tips & Tricks

**Date:** Wednesday, October 26, 2022  
**Time:** 10 a.m. – 11:30 a.m.  
**Cost:** Complimentary  
**Instructor:** *Theresa Corindia*



Through a live webinar, you will learn tips & tricks and best practices for using GeoWarehouse.

This session is for real estate professionals who are familiar with the basics of GeoWarehouse and would like advanced knowledge of the features available. Topics of conversation may include:

- Enhanced mapping and search capabilities
- How to find comparable sales to include in your CMA
- How to Identify if there is an easement on a property
- Adjustable heat maps to review average sales, growth rate and market turnover heat map layers for residential sold statistics
- How to view school catchment for public & catholic schools using a new map layer
- How to customize the Property Report

Theresa Corindia joined Teranet Inc. in 1997 as a contributor to the Land Registry Implementation project.

For 13 years she held roles in the Customer Service department where she became a top representative and helped to shape support.

Since 2013, Theresa has been instrumental in ensuring client success through the development and facilitation of a robust training curriculum as the Training Program Leader for Teranet's Commercial Solutions.

# Residential Tenancies Act

**Date:** Wednesday, November 30, 2022

**Time:** 10 a.m. – 11 a.m.

**Cost:** \$45<sup>+HST</sup>

**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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Events and Education Coordinator

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