

#1

COMPLETE

Region 2

Frank Dattilo, Broker
Dattilo Realty Inc., Brokerage



Page 1

Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

Agency to be revamped; Define various agency activities, staged offers and multi representations

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

YES

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

In Class courses, University / College Courses, and RELEVANT materials

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

Most Definately

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

Examine various departments within RECO and control expenses

#2

COMPLETE

Region 2

Sardool Bhogal, Broker
Homewood Real Estate Inc., Brokerage



Page 1

Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

Clarity in Dual agency relationship and disclosure. Changes to offer handling procedure in "Offer hold back to create auction", situation.

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Yes

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

Continuing education can be delivered in class at local Board offices under RECO guidelines. With mandatory full attendance, Pass/Fail exam may not be really necessary.

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

Yes. Penalties should be increased to encourage compliance to rules.

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

Look for operations efficiency to decrease administration costs. Solicit more sponsorship from vendors and service providers for trade event to generate more cash.

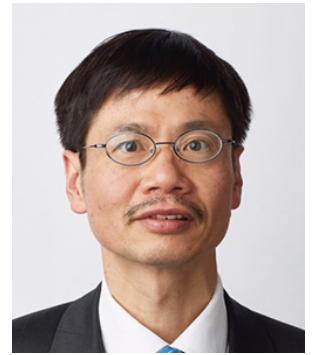
#3

COMPLETE

Region 1

Victor Lin, Salesperson

HomeComfort Realty Inc., Brokerage



Page 1

Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

Realtors should have the right to appeal compliant decision even thought the complaint does not proceed to discipline process.

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

Yes. I support Bill 104 and have sent a letter to my MPP where I live. Real estate salespeople and brokers need be treated fairly in tax by allowing them to form personal real estate corporations. It is about time to catch up with the 6 other provinces.

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

RECO is a regulator. It should not be an educator at the same time. Currently, RECO bars all CE providers from the market and then made itself the single provider of its CE program. This is obviously a conflicts of interests. Besides, a lot of colleagues complained that the courses are long, boring, not much new information for the realtors who have been in the market for some time. In addition, the people who wrote the courses do not seem to know the most up to date information. To improve the quality of the program, that reflects RECO's original vision of the program that benefits realtors, the profession and ultimately the consumer, RECO needs to allow multiple, competing education providers to offer variety of programs including in-class options. RECO also need to apply stricter standards on the exams.

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

The answer is not a simple "yes" or "no". RECO's complaint and discipline process needs to be changed. On one hand it does not punish those who violate the Code of Ethics or break the law hard enough. On the other hand, it punishes some innocent realtors without transparent and fair complaint process. RECO pays little attention to the complaints from its registrants and too much attention to the minor complaints from the public. However, current wish-wash approach will not change the public's opinion regarding our profession. Realtors' honesty and ethical rating is below most other professionals. RECO should not waste time and resource on minor complaints and try to please the consumers by punishing innocent realtors. Instead, RECO should spend its resource on investigating matters of great significance and send a strong message to the industry and the public that unethical behavior will not be tolerated by pushing the severe offenders harshly to deter the future violations.

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

In order to make RECO more efficient and cut out waste, I think RECO need to redraw its organizational structure chart. There are too many managers and committees. There are some misalignments in RECO organizational structure. For example, "Complaints" is under "Office of the Registrar" while its related department "Discipline and Appeals Hearing" is under "Corporate Services". I believe that Education should not be the main focus of a regulatory body, RECO. But RECO put "Education" under its "Office of the Registrar". I think it will be more appropriate to put it under "Corporate Service".

RECO should focus more on serious complaints instead of wasting resource on minor complaints. According to RECO website, there were 2529 complaints in 2016. RECO took no action on 63%. Took administrative action on 26% and escalated actions on 11% of them. I believe RECO spent too much resource on administrative action and a lot of innocent realtors may have been penalized without a fair appeal process. RECO dose not even need to explain to the realtors under investigation how the decisions are made.

Also, RECO conducted too many routine inspections to waste its resource. Out of 1015 inspection in 2016, More than half (524) were routine inspections and only 24 were complaint based inspections. Resource can be better allocated to complaint based inspection and reconciliation inspection.

#4

COMPLETE

Region 1

Masood Khan, Broker
RE/MAX Real Estate Centre Inc., Brokerage



Page 1

Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

Minimum academic qualification for registrants, strictly implemented advertising ethics (No, if I don't sell it, I will buy it unless proven financially capable), minimum weekly hours to trade in Real Estate (many registrants get license to buy and sell their own property to save huge commission in today's crazy prices)

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

I sure will

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

I am a supporter of more education for registrants and come from old School (in-class option) but will consider soft conditons for people who are not computer savvy but have at least 25 years experiece in the industy

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

Absolutely

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

Luckily I have served RECO for almost 8 years sitting on two committees, we need to review our process to act on complaints, make it faster and more acceptable to registrants (I do not support RECO starting action on any email/phone call before carefully evaluation the situation and marit of the complaint)

#5

COMPLETE

Region 3

Glenda Brindle, Broker
Royal LePage Team Realty, Brokerage



Page 1

Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

Any director who is elected at the RECO board is not permitted to act as a delegate of another group or organisation.
I would support change as you mention not all of the act reflects the changes we have seen in the profession. As a Selling Broker I would be able to assist in the knowledge of how we work with the consumers.
The Administrative Authority is accountable to the minister and the Government ,for its administration of the delegated legislation.

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

Yes

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

We as registrants received an update on February 20, 2018 from Reco (For the Record) , telling us the outcome of the town hall meetings they conducted.
From what I read the registrants that attended were very clear on asking for stronger education and the ability to have in class options. It is my understanding in reading what was published that Reco is looking at all of the suggestions you have listed above.

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

I do not really understand this question. It is my understanding that Reco investigates all complaints they receive.
When you ask Better investigate is it the amount they are investigating or is the quality of the investigation?

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

Once elected and have the opportunity to review the information I would be able to answer this with more certainty . If there is waste that of course would be the first place to start.

How this could be attained would certainly depend on what if any waste or lack of efficiencies they may have.

Without being able to see the records and financial statements I really would not be doing a service to the OREA members by suggesting how to fix something with little to no knowledge of what needs to be fixed.

I do know from my past experience at the board that this was always a conversation the directors would have and with the leadership of the CEO if there were places savings could be had that was done.

I do know that the number of registrants has grown and with that comes more work. This may be the reason the fees were increased.

I do support the registrants being informed why they feel there is a need for an increase of any amount.

#6

COMPLETE

Region 1

Rui Alves, Broker
iPro Realty Ltd., Brokerage



Page 1

Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

Consumers lost confidence in the industry during the last two years over the way multiple offers were handled (hence the government doing an overview of REBBA 2002). Whether the buyer won the bid or lost the bid, often times they left the negotiations with a sense of mistrust and skepticism that perhaps not all parties were treated fairly. Therefore I support the proposal for members to have the "option" to provide more transparency in the multiple offer process, "if all parties agree to it".

Registrants do so much more than sell, so I find the term "salesperson" is demeaning to the industry. I support the proposal towards changing the term to "agent" or "real estate agent" or "registered real estate agent".

I also strongly support the move towards "practice-ready" education courses, so registrants can enter the business with practical knowledge on how to prepare an offer, amendment, mutual releases etc. and how to handle sign-backs and multiple offers etc.

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

Of course! This is long overdue for our industry.

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

What I have heard over and over is for the option to have in-class, as well as an online option. Many believe (as I do) that you learn more from an in-class setting because of the discussion that takes place around the various topics. However, I still support having the online option as well.

I also support creating a college or university degree program as an option to the regular licensing program. Because of competitive pressures, I feel over time most registrants would elect to want to get the "degree" vs just taking the basic program.

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

I absolutely do, but I don't believe that it is something OREA should be advocating for. I believe RECO should continue to do its job as a regulator and protect consumers interest first and foremost.

Since this is an "OREA" survey, let me also say that OREA has focused too much energy in criticizing RECO for not being tougher on its members and has not focused enough energy in doing its job of being an association focused on "supporting and advocating for" its members.

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

Quite frankly, I have been very impressed that RECO went so long without a fee increase and was pleasantly surprised that it was only \$40.

Having said that, I have been concerned from day one that RECO has taken on too much "control" over the industry, rather than stay in its lane as a "regulator". To that end, I will do my best to prevent them from becoming a huge out-of-control bureaucratic organization. To date, I think they have kept fee increases reasonable and I would help ensure they stay reasonable and avoid unnecessary, costs, perks and programs where possible.

#7

COMPLETE

Region 1

Tahir I. Qureshi, Broker

City-Pro Realty Inc., Brokerage



Page 1

Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

REBBA changes requires statutory approval at the legislators and can only be approved by the Provincial Parliament. RECO mandate is to implement REBBA and other regulations to protect consumers on behalf of Minister & Ministry of Government & Consumer Services. If elected, as member of the Board of Directors, I can assist RECO in providing strategic leadership that is necessary to implement its mandate by helping collaboratively and improving the education, registration, compliance and consumer protection programs.

Improved educational requirements will bring quality of registrants in the real estate profession which alleviate the many problems prevalent in the market place. Better Educated registrants is key to all problems specified in the OREA consultation white paper.

RECO has established compliance program that determine independently the disciplinary action based on the merit of the case, and fines or suspension are applied that fit the crime. Continued communication and connectivity between RECO & registrants is essential to bridge relationship and create more understanding & roles and responsibilities of the regulator.

RECO has all the powers in its mandate to implement and develop policies to use a balance approach to protect consumers and registrants in a transparent and an accountable manner. I will continue to voice as industry director on behalf of registrants to ensure their concerns are intelligently and collaboratively debated in the board and pursued within the RECO mandate.

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

I personally support Bill 104 as REALTOR®, however it is not the mandate of RECO.

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

I strongly support online continued education program, it is accessible, flexible and economical with added option for in class training would be useful. More topics such as Ethics in Business, Consumer Behaviour & Negotiating & Legal Issues in Real Estate offered by REIC to be included as part of continuing education. In addition, I highly recommend security verification of ID's to ensure that registrant personally participating in the Continuing Education Program and regular exams to avoid misuse of honourable system.

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

RECO mandate is to protect, enhance and improve consumer protection and carry out and perform in a manner consistent with the objective and principle of ensuring a fair, safe and informed marketplace that supports a competitive economy.

Board of Directors discuss their ideas in the Board meeting collectively and collaboratively and develop policies that improve its performance. I have very extensive knowledge and experience in conflict & disputes resolutions, auditing review and investigational strategy that could be very useful for the Board to improve its performance if necessary.

My prime focus is to encourage board to ensure more education and interaction with registrants so they avoid contravention to REBBA and less focus on changing the method of investigation. The root causes of violation of REBBA ACT is lack of understanding & poor judgement that is displayed by some registrants at the market place.

Organized real estate associations can play a significant role in enhancing the image of real estate profession by conducting more educational seminars for registrants to ensure they do not violate code of ethics or break the law. That will reduce number of disciplinary action and enhanced images of registrants in the marketplace.

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

RECO is a Not for Profit organization and as defined in the Administrative Agreement, Article (15), Page 4-5, RECO is responsible for ensure that it has adequate resources, including financial resources, to comply with the Administrative Agreement, the SCSAA, the ACT and other relevant laws in accordance with the business plan that it has provided to the Minister under clause 6(1)(a) of the administrative agreement.

All financials are audited and presented in the annual RECO AGM and approved by members. Any suggestion for improvement made by board or by the Auditor in the financial statements and approved by Ministers ought to be implemented.

#8

COMPLETE

Region 1

Lorne Andrews, Broker
Sutton Group Elite Realty Inc., Brokerage



Page 1

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I think the industry is more challenge now then ever. I would like to see brokerages accountable for a set manager to sales rep ratio. More transparency and accountability as well

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

Yes I Do.

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

I would like to see in class mandated and more progressive

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

I believe this is critical

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

I'm not privy to the economics and allocation of the resources relative to the fees. I do believe that there may be a disconnect between RECO and its members. I am certain more can be done on both sides to bridge this gap.

#9

COMPLETE

Region 1

Ali Salarian, Broker

PPS Realty, Brokerage



Page 1

Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

End double ending and multiple representation practice immediately. The offer process has to be presented online with access to all parties to the process connected to RECO for better monitoring and efficiency. Support sold data release to the public from TREB. End TREB monopoly of MLS and allow more parties to come in.

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

Yes 100% also put a limit on members with multiple license in industries like insurance, inspection, mortgage, RE. Lawyers. Give the part time member 3-5 years timeline to be full Realtors/members and chose between Real Estate or other job to have better focus on clients. Apply a broker manager position on every 50-100 agents in big Brokerages act as team leader and report to BOR to have better supervision. Establish a hot line for public complains advertise on Media.

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

Mandatory continued education class with pass/fail exam in different colleges

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

Yes, has to apply demerits points system and to impact their insurance and license renewal. Apply rating system by random call to clients asking for feed back after each closing. Also RECO has to adopt name and shame policy.

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

I don't agree bwithbfees cut, more money bhas to be invested in technology and enforcement of rules and regulations. Invest into member pension fund and health benefits.

#10

COMPLETE

Region 3

Timothy Barber, Broker
RE/MAX Finest Realty Inc., Brokerage



Page 1

Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

In the interests of consumer protection, there are a number of items that the Ontario Government should consider in its review of REBBA. First, they should consider enacting changes to the legislation that allows RECO to be more proactive in its enforcement, rather than only being reactive to complaints. In addition, there should be more avenues of discipline and fines available to the regulator, such as the issuance of provincial tickets for minor offences, temporary license suspensions, as well as the disgorgement of commissions for serious infractions. I would also welcome a review of the exemptions currently extended to lawyers and auctioneers from compliance to the act - perhaps these exemptions should be removed altogether.

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

As a registrant, I most certainly support this initiative.

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

I was pleased to join the Registrar in hosting seven town halls across Ontario in the Fall of 2017, and to help lead the discussion on the MCE program. As Vice Chair of RECO, and an industry member on the board, I was able to assist during these discussions by bridging the thoughts of the real estate profession with those of our regulator. In particular, I am happy that RECO has signalled their openness to allowing classroom based continuing education to return to Ontario. I would also support more stringent identity verification procedures being established for the online courses, so that RECO can be assured that the registrant is the person completing the education. RECO will be completing a full review of the MCE program this year, and I would strongly encourage all of you participate in that review when given the opportunity.

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

As I stated above, I believe RECO should be afforded every opportunity available to proactively enforce REBBA and the Code of Ethics, and levy the penalties appropriate to those transgressions.

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

I am a true proponent of value for money, and as a registrant, I feel we get tremendous value for the \$390 we pay every two years (\$195/year). Having been on the Board for the last three years, I have unique insights into the organization, and feel that it is extremely well run from a financial point of view. Can money be saved through efficiencies? Sure they can - this is true of any organization! That being said, if the general desire is to increase the effectiveness of the regulator through proactive investigations, enhanced education delivery etc., then resources must be found and allocated to these projects. The organization must set strategic direction and priorities that include not only operational efficiencies, but new and innovative sources of revenue to minimize the burden on the registrants. Our new CEO has the experience and desire to lead RECO down these paths, and I feel very excited about the financial future of the organization.

#11

COMPLETE

Region 1

Carolyn Willer, Broker

TransferEASE Relocation Inc., Brokerage



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Q1 The Real Estate and Business Brokers Act, 2002 (REBBA) is over 15 years old. From technology to business practices, to the housing market, a lot has changed in the real estate industry in 15 years. OREA has launched a consultation with our members and released four white papers on a range of topics with proposals on reforming the Act. Members can comment on the proposals by visiting www.rebbareform.ca. What changes to REBBA would you advocate for?

I feel that REBBA needs to be more user friendly. It needs to have IT capabilities and word search capabilities

Q2 Many professions (accountants, lawyers, mortgage brokers, etc.) can incorporate their business. Ontario real estate salespeople and brokers cannot. However, REALTORS® in six other provinces can incorporate. Do you support Bill 104, the Tax Fairness for REALTORS® Act, 2017 that, if passed, would permit real estate salespeople and brokers to form personal real estate corporations in Ontario?

I am not sure. I am hesitant to approve a Realtor being incorporated.

Q3 In RECO's townhalls and OREA's consultation with members, REALTORS® want to see a stronger Continuing Education Program, including more in-class options, and stricter standards that include pass/fail exams. Given that RECO will be reviewing the program in 2018, what elements would you advocate for to create a stronger Continuing Education Program?

I think that RECO updates should need to have a written exam.

Q4 RECO's Board of Directors play an important role in protecting Ontario real estate consumers. Do you support RECO better investigating registrants that violate the Code of Ethics or break the law?

Yes. Right now I feel that RECO advocates for the public but not the complaints within its membership

Q5 In 2016, the two-year renewal registration fee increased by \$40 to \$390 for salespeople, brokers and brokerages. Members believe fee increases should be justified and should only happen alongside efforts to increase efficiencies. Rather than increasing fees, what will you do to make RECO more efficient and cut out waste?

I would recommend the increase if efficiencies were implemented and complaints were more readily responded to
