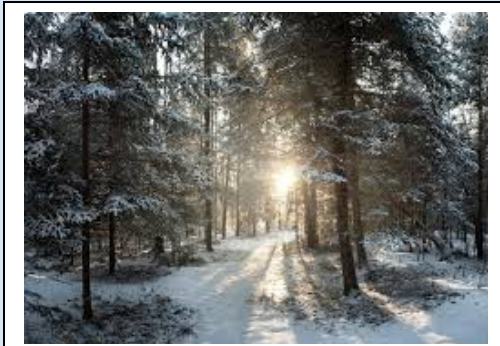


P R E S I D E N T ' S N E W S L E T T E R

DECEMBER 2018

AIC ON PRESIDENT - MURRAY VISSER, AACI, P. APP



A Few Words from our President,

Good afternoon everyone,

As I write this there is snow falling, a reminder of how quickly things change, a parallel to our ever-changing industry. Things look differently in the appraisal world than they did a few years ago, a few months ago, and we will keep seeing changes.

In the GTA and across much of our Province, one and a half years ago we were experiencing the most active and unpredictable residential real estate market in years. Now we have markets that are more stable, but with no real consensus about where we will be heading. At that time credit was available at record low rates to most buyers, and we can see that has changed through legislation as well as rising interest rates. Changes like these are also taking place in our industry.

Technology continues affect our industry, it always has and always will, but that rate of change seems to be picking up at this time. I have addressed the issue of AVM's before as that impacts our residential appraisers, but it will also make bigger inroads in the commercial field. Our Association cannot slow down change, but we can do our utmost to ensure that the public interest and the interests of our members are properly served during these times of transition. To that end we continue to discuss issues with our elected officials as well as other like-minded organizations. In recent weeks, with help from our National office, we were able to arrange a series of meetings at Queen's Park, with elected officials as well as senior staff members. We advanced the interests of our members and the public, and opened lines of communication that will be of great help in the years to come.

These efforts are important, but it is the responsibility of each individual member to ensure that they adapt as technology and regulations change. These changes affect some members more than others, some work in the non-fee world, some in residential work, some in commercial. There are those of us working as a sole proprietor, others work in large multi-national firms, and many as contractors for medium sized firms. Each comes with its own challenges and opportunities, but in the end, it is up to our members to find that niche that best suits them. The Association will do its part to advocate on behalf of the public and its members, but changes will continue.

Murray Visser

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The AIC ON President Elect is Claudio Polito, AACI, P. App.



Claudio was elected Director, for Region 3 in 2015 and has been serving the members of Toronto and York Region since that time with dedication and passion.



AIC ON at the CMBA Summerfest Golf Tournament – Legends in Niagara Falls

Thursday August 16, 2018



Left to right – Dino Giuliani, AACI, Ed Saxe, CRA, Voula Vercillo, CRA, Sandro Giuliani, AACI.



Left to right – Brandon Wilcox, Murray Visser, AACI.



Left to right – Paul Duarte, CRA & Kim Passmore, AACI.

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CUSPAP 2018 COMPLIANCE CHECKLIST NOW AVAILABLE

Once again, AIC has created **a CUSPAP Compliance Checklist** for the Real Property Appraisal Standard Rules. It is meant to be used as a handy reference tool for our Members to quickly check that their real property appraisal reports have met all the 24 Real Property Appraisal Standard Rules in CUSPAP 2018 that apply to a given assignment.

Candidates may also find it a to be a helpful tool for double checking a work product before submitting it to their co-signer and/or submitting it for WPR.

The Checklist can be found in the Member Section of the AIC website under “forms & templates”.

[Click this link to access now.](#)

SAVE THE DATE!
AIC ON 2019 CONFERENCE
APRIL 10 – 12, 2019

SAVE THE DATE!
AIC ONTARIO AGM
THURS APRIL 11, 2019 @ 3:00 PM

**ADVOCATING FOR
AIC ONTARIO
VIKKI LESLIE,
Executive Director**

WHO? WHAT? WHERE? WHEN?

- August 21, 2018 – PR & GR Committee Teleconference
- August 21, 2018 – National Advocacy Meeting with Andre Hannoush
- September 6, 2018 – Quarterly Advocacy Meeting teleconference
- September 10, 2018 – Finance Committee Meeting Teleconference
- Sept 13 & 14, 2018 – Board of Directors Meeting, Face to Face
- Sept 25, 2018 – Peterborough/ Lindsay Chapter Meeting in Person
- October 10, 2018 – 2018 Ontario Housing Summit Event in Person
(with Murray Visser & Claudio Polito)
- October 15, 2018 – PR & GR Meeting Teleconference
- October 22, 2018 – Finance Committee Meeting Teleconference
- October 23 – 24, 2018 – PR & GR Committee at Queens Park
(with Murray Visser & Claudio Polito)
- October 24, 2018 – REIC Toronto Chapter Awards in person
(with Murray Visser)
- October 26, 2018 – Seneca College in Person
- October 27 – 28, 2018 – AIC (National) Board Meeting in person
- October 30, 2018 – TREB Customer Appreciation Event in person
- November 1, 2018 – University of Guelph Career Fair in person
- November 16, 2018 – Event with Minister of Finance in person
with Claudio Polito & Karen Koebel- Medlicott)
- November 21, 2018 – AIC ON & CMBA Symposium
- November 22, 2018 – AIC ON Thank you & Holiday Kick Off Event
- November 23, 2018 – Finance Committee Meeting In – person
- December 3, Leadership Development & Nominations –Teleconference



The AIC ON Board of Directors was sworn in at the May 11, 2018 AGM in Toronto.

From left to right, Steven Rocca, CRA, Murray Visser, AACI, Heidi Adams, CRA, Kim Passmore, AACI, Tyler Cockburn, AACI, Claudio Polito, AACI, Rick Van Andel, AACI, Dianna Le Breton, CRA, Paul Duarte, CRA, Dino Giuliani, AACI.
(Not pictured here – Lora Wylie, CRA)

**Peterborough/Lindsay
Chapter Meeting**

SEPTEMBER 25, 2018

A meeting was held at the Pie Eyed Monk Brewery. The AIC ON Executive Director, Vikki Leslie and the AIC ON President, Murray Visser attended. It was great to see our members!



**Peterborough/Lindsay
Local Chamber Trade Show
OCTOBER 3, 2018**



Luba Cargill, CRA chats with an attendee at the local Chamber Trade Show! Special Thanks to Ken Seim, CRA & Chapter Chair and Tim MacMillan, AIC ON Candidate Member.

**Real Estate Institute Canada
Pursuit of Excellence Awards
October 24, 2018**

AIC Ontario Executive Director, Vikki Leslie and AIC ON President, Murray Visser celebrated with REIC to celebrate their brightest stars at the annual Pursuit of Excellence Awards Night.



**Seneca College
October 26, 2018**

The AIC 101 was delivered in person at the Seneca College, Newnham Campus. Kevin Collins, AIC Director, Member Education, Paul Hebert, Director, Strategic Marketing & Communications and Mike Schulkowsky, Director, Appraisal Review, delivered the session. Vikki Leslie, Executive Director AIC ON and Suzanne De Jong, AACI, National Board Member were special guests and answered questions. The event was very well received!



Mike Schulkowsky, AIC Director, Appraisal Review delivering his portion of AIC 101.

**A DAY WELL SPENT at
QUEENS PARK
October 24, 2018**



The AIC ON Executive Director, Vikki Leslie along with National Representatives, Keith Lancaster, CEO, Paul Hebert, Director, Communications, Andre Hannoush, Director, Public Affairs together with the AIC ON, Public Relations and Government Relations Committee made up of our valued members: Murray Visser, Claudio Polito, Tyler Cockburn, Dawn Powell, Shardul Jani, Jim Rokeby, Dan Brewer, Kevin Reid, Lora Wylie, Steve Rocca, Karen Koebel- Medlicott visited Queens Park to advocate for all AIC members in Ontario. The day was spent meeting with MPP's and discussing issues affecting the Appraisal Profession.

It was great to Meet Kinga Surma, MPP!



Left to Right: Dawn Powell, Vikki Leslie, Kinga Surma, MPP, Kevin Reid, Andre Hannoush.

**A DAY WELL SPENT at
QUEENS PARK Continued . . .
October 24, 2018**

It was great to meet Stan Choo, MPP!



From Left to Right – Murray Visser (AIC ON President), Claudio Polito (Incoming President) Stan Cho, MPP, Keith Lancaster, AIC CEO.

**It was great to meet Christine Hogarth, MPP
and General Government Parliamentary
Assistant to the Minister of Municipal Affairs
and Housing!**



From Left to Right Bottom – Keith Lancaster, AIC CEO, Christine Hogarth, MPP, Karen Koebel Medlicott, Lora Wylie.

**UPDATE YOUR MEMBER PROFILE. THE PUBLIC USES
THE "FIND AN APPRAISER" TOOL TO FIND YOU!
UPDATE YOUR EMAIL AS AIC USES THAT TO SHARE
INFO AND SEND IMPORTANT NOTICES.**

It was great to meet Randy Hillier, MPP!



From Left to Right: Paul Hebert, Kevin Reid, Randy Hillier, Dawn Powell.

It was great to meet France Gelinas, MPP!



From Left to Right: Shardul Jani, Paul Hebert, France Gelinas, Tyler Cockburn.

It was great to meet Stephen Crawford, MPP!



From Left to Right: Shardul Jani, Stephen Crawford, Paul Hebert, Murray Visser.

It was great to meet Jennifer French, MPP!



From Left to Right: Vikki Leslie, Murray Visser, Jennifer French, Andre Hannoush, Paul Hebert.

It was great to meet you Doug Downey, MPP and Parliamentary Assistant to the Minister of Finance !



From Left to Right: Keith Lancaster, Claudio Polito, Doug Downey, MPP, Jim Rokeby, Dan Brewer.

TREB AGM & REALTOR QUEST Customer Appreciation Event - OCTOBER 31, 2018

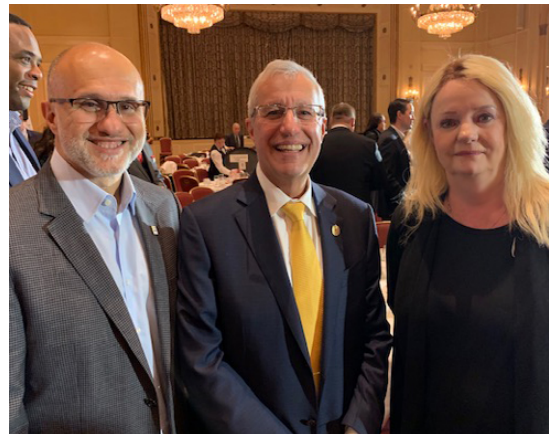


AIC Ontario out and about meeting real estate professionals.

NOVEMBER 16, 2018

AIC ONTARIO ATTENDED THE ONTARIO'S MINISTER OF FINANCE LUNCHEON AT THE ROYAL YORK HOTEL IN TORONTO ON NOVEMBER 16, 2018.

Ontario's Minister of Finance, Vic Fedeli, provided an update on the Government's efforts to restore trust and accountability in the province's finances. In September, Ontario's Government for the People released the report of an Independent Financial Commission of Inquiry to examine the past government's accounting practices. The report's budgetary baseline serves as an important starting point for the Government's own forward-looking fiscal policy.



From Left to Right: Claudio Polito, Victor Fedeli, Vikki Leslie.



From Left to Right: Victor Fedeli and Karen Koebel-Medlicott.

AIC Ontario & CMBA Ontario Professional Development Symposium November 21, 2018

We tackled the hot topic of Cannabis Legalization and the effects on the Canadian housing market.

AIC ON would like to send a special thank you to Geoff Rabideau from Rabideau Law and Dan Brewer from AIC Ontario for their presentations on the Cannabis Legalization topic.

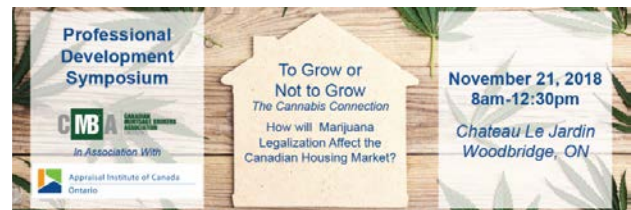
Geoff provided eye opening information on Bill C-45, and how the industry is developing strategies to deal with the legalization. Dan continued the conversation by delving into appraiser practices surrounding the topic of privacy, and what to look for in an inspection if there are plants being grown in a home.



Dan Brewer, AIC Past President, addressing the crowd at the AIC ON & CMBA "joint" event.



Claudio Polito, AIC ON Incoming AIC Ontario President addressing the crowd at the AIC ON & CIMBA "joint" event.



AIC Ontario President, Murray Visser stopped by the AIC ON Tradeshow Booth to chat with members and guests.

Participant Feedback:

Thank you for the morning. I thought it was wonderful. I am an AIC ON Member. I appreciated the speakers and the hugs from old buds but most of all I treasure the fact that we all sat together in one room with many different attitudes and ways of seeing things. It was wonderful for the brokers and the lenders and the appraisers to share and learn each other's views. I have been designated since 1983 and do not remember ever having had such a rewarding morning professionally. Please let us do this more often.

Thank you very much for allowing me to be in that enlightening atmosphere.

Barbara H

Special Thanks to CMBA Ontario for Hosting this event with AIC Ontario. We hope to continue bringing content to our members and sharing knowledge. We are stronger together.



AIC ONTARIO HELD A THANK YOU & HOLIDAY KICK-OFF EVENT ON NOVEMBER 22, 2018 IN DOWNTOWN TORONTO.

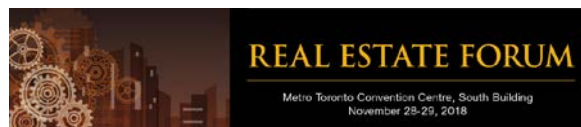
Thank you to Everyone who was able to join us!



From Left to Right: John Mark Roberts, REIC Secretary/ Treasurer & AIC ON President Murray Visser.



CANADIAN REAL ESTATE FORUM 2018



This is the largest annual conference on real estate investment and management issues in Canada. AIC ON President, Murray Visser and AIC ON Incoming President Claudio Polito attended the event.

Click the link below to see who is speaking at what the buzz topics are this year.

<https://www.realestateforums.com/torontoref/en/program/2018-program.html>

UBC SAUDER
SCHOOL OF BUSINESS

UBC Offers great webinar courses that qualify as CPD credits and are specifically geared towards the appraisal fields. Topics range from business related courses to valuation related sessions.

The courses range in price from \$60 - \$150 and are a great value.

Click this link now to view the offerings:

[http://www.sauder.ubc.ca/Programs/Real Estate Division/Credit Programs and Professional Development Courses/Professional Development Courses](http://www.sauder.ubc.ca/Programs/Real_Estate_Division/Credit_Programs_and_Professional_Development_Courses/Professional_Development_Courses)

THE CPD CYCLE PERIOD IS JAN 1, 2018 to DEC 31, 2019. Members must have 24 credits to remain a member in good standing. You must complete the 1 DAY PPS in this Cycle. Contact the AIC ON office if you have questions please.

PROFESSIONAL PRACTICE SEMMINAR (PPS)

AIC ONTARIO IS HAPPY TO PASS ON SAVINGS TO OUR MEMBERS!

ALL MEMBERS WHO ENROLL IN THE 1 DAY PPS BEING OFFERED BY AIC ONTARIO WILL BE CHARGED \$125.00 PLUS HST. (The regular fee is \$250.00 plus HST)

REGISTRATION FOR 1 DAY PPS IN CLASS SESSIONS WILL OPEN VIA THE AIC WEBSITE ON DECEMBER 17, 2018.

CLICK ON THE ONTARIO SECTION UNDER "PROVINCIAL AFFILIATES" AND THEN CLICK ON SEMINARS AND EVENTS, SELECT THE DATE YOU DESIRE AND THEN CLICK ON THE LOCATION TO REGISTER.

CLICK BELOW FOR PPS LINK:

<https://www.aicanada.ca/province-ontario/ontario/seminar-and-events2019/>



THE AIC ON STAFF AND BOARD OF DIRECTORS WANT TO EXTEND OUR BEST WISHES TO YOU AND YOUR LOVED ONES FOR THIS HOLIDAY SEASON.

The AIC ON Office will be closed for the holidays from noon on Dec 21, 2018 and re-open on Jan 2, 2019.



It's the Most Wonderful Time of the Year. . .

UNITE TO IGNITE 2019: AIC ONTARIO CONFERENCE
SAVE THE DATES: APRIL 10 – 12, 2019



BLUE MOUNTAINS, COLLINGWOOD, ONTARIO
at the Blue Mountain Resort

Say "bye" to the City for a few days and join us in glorious cottage country.
We plan on delivering another great experience in 2019!

- Amazing Venue
- Great Networking Events
- Top Notch Speakers
- Worthwhile Sessions
 - CPD Credits
 - Delicious Food

Early Bird Registration Opens Online on Jan 15, 2019. Book Early!

Check Back for Updates by clicking this link:

https://www.aicanada.ca/province-ontario/ontario/seminar-and-events_trashed/aicon2019-conference/

A SPECIAL THANK YOU TO ALL OUR VOLUNTEERS

Finance Committee

Claudio Polito, AACI (Chair)
Steve Rocca, CRA - Ex- Officio
Peter Chan, AACI
Paul Duarte, CRA

Leadership & Development

Steve Rocca, CRA (Chair)
Kim Passmore, AACI – Board Liaison
Agnes Lee, AACI
Chris Dietrich, AACI
Heidi Vodden, CRA

Conference Committee

Claudio Polito, AACI (Chair)
Rick Van Andel, Board Liaison
Dan Hayes, Past Chair
Voula Vercillo, CRA
Stella Maltzov, CRA
Shelley Marr Mouck, AACI

Public & Government Relations

Karen Koebel-Medlicott, CRA (Chair)
Lora Wylie, CRA
Shardul Jani, AACI
Steve Otto, CRA
Dawn Powell, AACI
Jim Rokeby, AACI
Dan Brewer, AACI
Kevin Reid, Candidate

IMPORTANT DATES

2018 AEP EXAM DATES - VIA UBC

Thursday December 6, 2018

2019 AEP EXAM DATES - VIA UBC

Thursday Feb 21, 2019

Thursday April 11, 2019

Thursday June 20, 2019

Wednesday Sept 4, 2019

December 2019 - TBC

DESIGNATION PATH HELP!

AIC ON STAFF ARE HAPPY TO ASSIST ALL MEMBERS WHO REQUIRE A REVIEW OF THEIR MEMBERSHIP STATUS. SIMPLY CALL OR EMAIL US TO SEE WHAT YOU NEED TO DO TO GARNER YOUR DESIRED DESIGNATION.

2018-2019 AIC ON BOARD OF DIRECTORS

President

Murray Visser, AACI

Rick Van Andel, AACI

Past President

Steven Rocca, CRA

Tyler Cockburn, AACI

President Elect

Claudio Polito, AACI

Paul Duarte, CRA

Dino Giuliani, AACI

Directors

Heidi Adams, CRA

Executive Director & Board Secretary

Vikki Leslie

Kim Passmore, AACI

Lora Wylie, CRA

Dianna LeBreton, CRA



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