

Fall Academy



One Full Day for Designated and Candidate Members

*Every job is a self-portrait of the person who did it.
Autograph your work with excellence.*

September 24, 2010

Toronto, Ontario

Early Registration Deadline is September 9, 2010

EARN UP TO 7 GUARANTEED CPD CREDITS

(Designated members are required to obtain a minimum of 6 credits by December 31st in each year).



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AACI's, CRA's and Candidate's Program

8:30 - 9:00 a.m. **Understanding the Scope & Magnitude of Environmental Issues in Property Transactions**
Guest Speaker, Robert J. Watters, Ph.D., President & CEO, Watters Environmental Group Inc



The presentation will outline the scope of environmental issues that might affect a property transaction, and describe the nature and timing for an environmental due diligence program. This will help prevent "surprises" during project budgeting and scheduling.

9:00 - 9:30 a.m. **Genworth Financial Canada and the Appraiser**
Craig Sweeney, Genworth Financial Canada, Director, Risk Operations

Craig Sweeney is the Director of Risk Operations for Genworth Financial Canada with over 15 years of professional experience in the mortgage and banking industry. Since joining the Company in 1998, Mr. Sweeney has also held positions in Operations and Business Development, including four years as the Director of Product Development. Mr. Sweeney holds an Economics degree from Carleton University and is a member of the Canadian Association of Accredited Mortgage Professionals.



Craig will do an overview of what Genworth Financial looks for in an appraisal report.

9:30 - 10:00 a.m. **What is Home Trust Company looking for from an Appraiser and Employee?**
Chris Goessl, Home Trust Company, Site Inspector



As a Staff Appraiser for the Home Trust Company, Chris will discuss the duties and responsibilities as an appraiser working at a financial institution, some of which may include reviewing appraisals, dealing with disputes between clients or staff and appraisers, training staff in how to analyze an appraisal, helping to set company policy etc. Chris will also discuss what Home Trust requires in an appraisal that has been prepared for the company by a Fee Appraiser and provide insight on how to get onto a lender's approved appraisal list and stay there.

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12:00 - 1:00 p.m. **How does the shift to HST effect your business... are you handling the HST correctly?**
Jeff Reid, Senior Manager Indirect Tax BDO Canada LLP

During this working lunch session, learn how the new tax changes benefit businesses.





AACI's and CRA's Program

10:00 - 12:00 p.m. ***Overview of Green Features of Homes***

Gail Lawlor, Energy Matters

Gail has been involved in the energy, waste and water sectors for the past 25 years. Through her consulting company, Energy Matters, Gail provides training development and delivery, research, and project implementation expertise to a variety of clients. Gail's background includes a Bachelor of Environmental Studies, an Adult Education Diploma, and practical experience as an air sealing contractor, energy auditor and environmental products retailer. She also has extensive experience with volunteer committees including the Recycling Council of Ontario, the Ontario Water Works Association and is a founding member of Durham Environmental Network (DEN) and Durham Conservation Centre (now Durham Sustain Ability). Through the Durham Conservation Centre, Gail administered the first depot and curb side recycling program in Pickering and the energy retrofit of the Commercial House in Brougham, Ontario.

Learning Objectives:

- ✚ Gain a wider and deeper knowledge of the technical features of new and
- ✚ Translate the technical features of advanced housing construction techniques
- ✚ Translate the technical features of 'green' products into benefits your customer



10:00 - 12:00 p.m. ***Conservation Easements***

Kristie Virgoe, Program Manager, Ontario Land Trust Alliance

Kristie has been with Kawartha Conservation for over 7 years. She was responsible for creating and delivering the shoreline naturalization program and has since developed her program area to include a variety of stewardship based projects as well as managing Conservation Lands. Kristie has a passion for empowering people to take action in improving the environment and their own properties. The two courses that she has created on shoreline properties and wells and septic systems have been very well received by a number of Real Estate Professionals in Durham, City of Kawartha Lakes, Peterborough, and Haliburton.

Learning Objectives:

- ✚ What is a land trust?
- ✚ What is a CEA?
- ✚ Why do Landowners use them?
- ✚ What Conservation Easement Agreement mean to Appraisers?

1:00 - 2:00 p.m. ***Digital Signature - What You Should Know Without Worrying About It.***

Marc St-Jacques

M. Marc St-Jacques holds a Bachelor's degree in Communication Studies and has been working in the field of information technology for the past 10 years. In 2009, M. St-Jacques joined Notarius who had already been offering digital signatures to Quebec Notaries since 1998. This digital signature is meant to have the same legal value for electronic documents that the handwritten signature has for paper documents. M. St-Jacques has been offering professionals on diverse field of activities a trusted digital signature tool that allows them to authenticate electronic documents in respect to their professional rules and regulations as well as meeting legal requirements for electronic documents.



M. St-Jacques will illustrate the digital signature that is now officially recognized by the AIC. At the end of this one hour presentation, you will have a good level of understanding of the legal requirements for electronic documents validity, the technology used in digital signatures to confirm the authorship of an electronic document as well as to protect the data integrity of the electronic document.

2:00 - 4:30 p.m. ***MPAC: Roles, Relationships and Responsibilities***

Bill Bradley, B.A., AACI, P. App, Account Manager Business Relations

Bill is the Account Manager of Business Relations for the Municipal Property Assessment Corporation (MPAC). Bill graduated with an Honors degree in Economics from the University of Guelph and is an accredited appraiser with the Appraisal Institute of Canada (AACI). Bill started his career as a neighborhood property assessor in York Region. He was promoted to the position of Commercial Area Appraisal Analyst for the GTA in 1994. In 1998 he then took on the position of Commercial Valuation Manager for the large office and shopping center properties across Ontario. In 2002 Bill became the Account Manager of Business Relations for MPAC responsible for managing the customer relationships for all industry-wide business groups and organizations.

Participants will acquire a greater understanding of the various steps taken at the MPAC Assessment Office. The session will close with a question and answer period.

- ✚ The Assessment Act and associated regulations pertinent to appraisers
- ✚ Mass Appraisal and the Three Approaches to Value
- ✚ Overview of Computer Assisted Mass Appraisal (CAMA)
- ✚ Valuation of Residential Property using Multiple Regression Analysis
- ✚ Topical Issues in Real Estate
- ✚ Valuation
- ✚ Data Available to Appraisers through MPAC's property line
- ✚ Data Available to property owners through MPAC's About My Property
- ✚ Current Residential Value Trends by areas of the Province
- ✚ The Property Assessment Process



Candidate Program

10:15 - 11:00 a.m. ***What is the Difference between a Fee Appraiser and Non Fee Appraiser?***

Ed Saxe, CRA, OAAIC President and George Maurice, AACI, P.App



Participants will acquire a greater understanding of the various careers and career options that are available to AIC designated members. A 'fee appraiser' means a member who renders 'professional services' on a fee-for-service basis. A professional service may be provided on a fee basis directly to a client or indirectly on behalf of an employer or a contractor to whom a fee is paid. 'Non-fee appraisers' are members who are salaried employees of public or private sector organizations and who provide 'professional services' to an employer for the internal use of the organization. Ed Saxe and George Maurice will highlight the differences, pros and cons, based upon their own experiences.



11:00 - 12:00 p.m. ***What are the Responsibilities of a Mentor and Candidate?***

Charles Johnstone, AACI, P.AppMRICS, MIMA, RI and

Brian McDonald, OAAIC Candidate, B.COM., M.B.A., PGCV

Charles is the Director Property Assessment and Valuation Services at AEC International. He is a Past President of the Real Estate Institute of BC, currently chairs AIC's PQC Committee and serves as a member of the Applied Experience Sub-Committee for the Appraisal Institute of Canada. Over that past 15 years Charles has used behavioural descriptive interviewing techniques for BC Assessment, Scouts Canada, AEC International and the AIC.

Brian is a Candidate member with Robson McLean & Assoc Inc. His responsibilities as a candidate member are Initial Sales Research, Registry Office/Teraview Research to Document Sales, Preparation of Comparable Sales' Descriptions, Document Easements on Sales, Contact Principals of Sales, Municipal Research on Official Plan and Zoning Designations, Municipal Research on Development Information, Report Preparation, Proofing and Editing of Report and Preparation of Hearing Boxes and Documents

One of the keys to successfully navigating the journey through the Applied Experience Program from Candidate to Designated Member is the Mentor.

Candidates: Can't find a mentor? Don't know what you can and should expect?

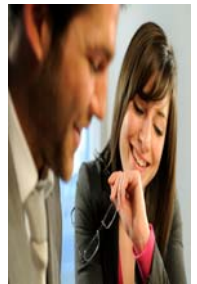
Did not get through the Applied Experience Program and need to rethink your strategy?

Mentors: Experiencing challenges with the Candidate you are mentoring and looking for suggestions?

Wondering where to start with your new Candidate?

Concerned you don't have the time to take on a Candidate? This session is for you!

This session will start by explaining the roles, responsibilities and expectations of the AIC and then transition into an open forum with the panel for your questions - we will all learn together how the Institute can better shepherd its Candidates towards designation and better prepare them for their professional careers.



1:00 - 2:00 p.m. ***Steps from A to Z, the Process for Receiving Your AIC designation***

Charles Johnstone, AACI, P.App, MRICS, MIMA, RI



Participants will acquire a greater understanding of the Appraisal Institute of Canada's [AIC] Candidate program and expectations. Participants will be introduced to the process of the Candidate's "step by step" journey from the point of joining the Appraisal Institute of Canada as a candidate to reaching their goal of receiving their chosen AIC designation. Charles Johnstone will lead a discussion to demystify issues and concerns regarding Candidate and AIC expectations followed by a question and answer period.

Learning Objectives:

- ✚ What are the Requirements for Candidacy?
- ✚ What is the Deadline for Completion of Designation?
- ✚ What is the Course Structure – CRA and AACI?
- ✚ How do you achieve the CRA or AACI designation?
- ✚ How to I Start the Applied Experience Program?
- ✚ What do I have to do to maintain the Candidate Status?
- ✚ What is the examination Process?

2:00 - 4:00p.m. ***Landing the Job of Your Dreams: Tips, Tactics and Success Strategies on the Road To Your Career!***
Michael Lewis, Training, Motivation and Development

Michael Lewis is a popular and passionate speaker and experienced workshop facilitator.

Today's employers are in a "buyers' market and often have many possible qualified candidates to select from when making hiring decisions. Your best advantage to winning that job is to be the best prepared and to know what your employer wants and seeks in their candidates. You WIN when carefully employ every possible tip, detail and strategy that makes a lasting impression on an employer and automatically puts you on a short list for consideration.

This seminar might be the best two hours you invest on the road to landing a job and career of a lifetime.



Your Goal: Get that call back and "close the deal".

4:00 - 4:30p.m. ***Insight on the Education Program***
Paul Sloggett, Professor/Program Coordinator
Real Property Administration Program, Seneca College

Paul graduated from Seneca's Municipal Administration program in 1972. From there he has continued his education attending programs at York University, Dalhousie University and St. Clair College. His credentials include: Accredited Member of the Institute of Municipal Assessors, Ontario Land Economist and Certified Municipal Manager.

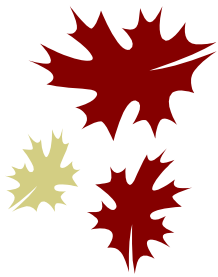
Today, he is the coordinator of, and a professor with, Seneca's Real Property Administration. He has also shared his expertise abroad in places like China, Prague, Lithuania and Kuala Lumpur.

Paul will discuss the following topics to give you a better understanding of your education options.

- ✚ What Leads to Student Success
- ✚ Seneca College Real Property Administration Diploma
- ✚ UBC and RPA Property Assessment Certificate
- ✚ Education Partnerships
- ✚ Recent Changes in the Education Program

Seneca





Registration Information

Early Registration Deadline is September 9, 2010



Registration fees include all session materials, breakfast, lunch, refreshment breaks.

Fall Academy	Until September 9th	After September 9th
Candidates	\$199.00	\$275.00
Designated Members	\$279.00	\$355.00

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In order to receive the special group rate at \$119.00 please quote the following: OAAIC.