



AREA Monthly

The eNewsletter of the Alberta Real Estate Association | August 2017

Summer Update

Welcome to *AREA Monthly*, our reinstated membership eNewsletter.

We've listened to your feedback, and want to offer members more ways to stay current on topics that affect your practice as real estate professionals. Going forward, *AREA Monthly* will be published during the final week of every month using interactive links and videos to give you a quick and easy overview of AREA happenings you can access on the go.



Click the image above to watch

This month I provide an update on At-Risk Commissions and reflect on my three-year anniversary at AREA. Thanks for watching.

Ian Burns, CEO

Member Advocacy Program



AREA recently formalized its member advocacy program, which can be called upon to support and protect members rights in legal or regulatory processes that have provincial implications.

Frank McCullough, of Coldwell Banker Mountain Central, found himself under Real Estate Council of Alberta (RECA) investigation for professional misconduct after he made comments about residential measurement standards on a private website in 2016.

Frank McCullough "I wasn't aware of the stress that being investigated by RECA would have on myself and my business," Frank says. AREA stepped up to provide legal and financial support to Frank and two other members who also made comments. All three investigations were subsequently dropped.

AREA's member advocacy program, which is modelled on CREA's Legal Defense Program, helps members in precedent-setting instances with broad implications for all members. In Frank's case, the AREA Board decided to step in because of the infringement on a member's Charter rights to freedom of expression.

"It was comforting to know that there was someone on my side," Frank says. "This



AREA Updates

Tax Code Changes - Have your say

Finance Canada is proposing changes to the tax treatments for private corporations. We want to better understand the possible implications to you. [Click here to participate.](#)

Albertarealtor.ca

With thousands of visits each day, the AREA website is a go-to resource for members. Watch our [2-minute video tutorial](#) to explore what you've been missing.

Upcoming events

September 7

[Negotiating Webinar](#)

October 2

[FINTRAC Calgary](#)

October 3

[FINTRAC Edmonton](#)

November 20

[GL Days in Edmonton](#)

situation wasn't about me getting in trouble for dealing in real estate, it was an investigation over something that I – and every other Canadian citizen – have the rights of: freedom of speech and association.”

Jennifer McKenzie, AREA 2016 president, says, “As the provincial association, we saw these investigations and their outcomes having wide-reaching and ambiguous consequences for our broader membership. Supporting these members was an easy decision for our Board to make and their resolution provides greater protection of AREA members’ freedom of expression without fear of reprisal.”

Reflecting on his experience, Frank says, “I think the biggest benefit from the program was the moral support that I received from AREA. It was really encouraging to have an organization that supported me when this was happening; it really made a huge difference. I would not have received the same outcome without the assistance of AREA’s member advocacy program.”

More information about AREA’s member advocacy program is [available online.](#)

About Frank

Frank is a 26-year real estate veteran based in Calgary, with a Diploma in Urban Land Economics from UBC, Business Degree and a Masters in Geodesy and Geomatics Engineering in Land Information Systems.



FINTRAC Change Updates

AREA has updated the FINTRAC course to reflect the changes to processes and the new FINTRAC website navigation. We will be hosting Mark Sokolnicki, FINTRAC Western Compliance Manager in October for an opportunity to learn more. [Click to view more details.](#)



Market Report

Each month AREA produces a Market Report snapshot of real estate in Alberta. [Click to view July's report online.](#)



AREA Wireless Summer Promotion

AREA Wireless is available to AREA members and their friends, family and clients for only \$50/mth. Subscribe by September 30 to be eligible to win a 56" TV. Read more about [AREA Wireless online today.](#)



September Industry Leaders Meeting

AREA will be hosting an Industry Leaders meeting on September 28/29 in Calgary, with senior staff and volunteers attending from each regional Board/Association across the province. Meeting details including the agenda are available on the [AREA website.](#)



Comments

Feedback or editorial requests can be sent to communications@albertarealtor.ca