



2022

2023

ANNUAL REPORT

RI The
Real Estate
Institute of
British Columbia

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GOVERNORS

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RECOGNITION



BOARD OF GOVERNORS



MISSION STATEMENT

To promote our diverse RI-designated members as distinguished professionals that are trusted, educated and experienced.

OFFICERS



President
Cindy Nesselbeck, RI



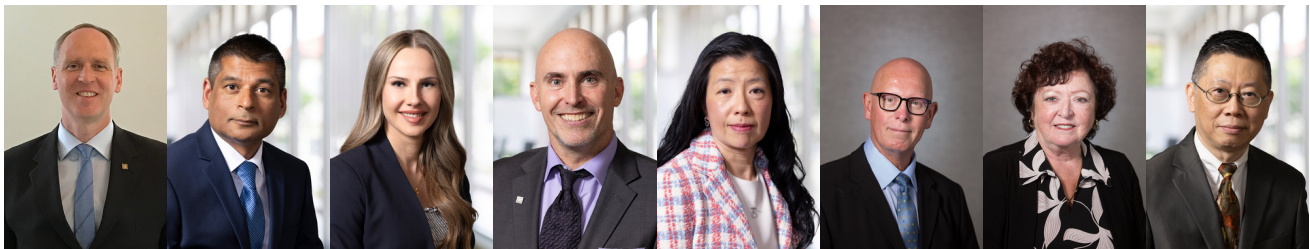
President-Elect
Geoff Radtke, RI



Secretary/Treasurer
Clayton Olson, RI



Past President
Keith MacLean-Talbot, RI



Jonathan
Burbee, RI

Umesh
Chand, RI

Joanna
Dlin, RI

Rob
Greene, RI

Tina
Lee, RI

Sean
McGinnis, RI

Mona
Murray, RI

Edwin Kwok
Yu Yan, RI



PRESIDENT'S REPORT

CINDY NESSELBECK, RI

I am pleased to present the Real Estate Institute of British Columbia's Annual Report for the 2022/2023 fiscal year.

During the past year, the work of the Board of Governors has been influenced by the results of our strategic planning session that we held in June 2022. The statements that were developed during that session have provided a solid framework to guide the decisions of the Board and the initiatives of staff:

VISION

A real estate sector comprised of RI designated professionals operating with the highest standards of integrity and expertise.

MISSION

To promote our diverse RI designated members to foster excellence in all practices of real estate.

STRATEGIC GOALS

1. Industry recognition of our standards and leadership
2. Engaging and growing our membership
3. Increase our revenue sources

In October 2022, the Institute celebrated our diamond anniversary, commemorating 60 years of leadership in the real estate industry. We also hosted our Awards Gala to celebrate our professional members and to recognize the exceptional contributions that RI's make to the real estate industry. Congratulations to the recipients of the 2022 awards – the Medals of Excellence to David Podmore for Leadership, Rudy Nielsen for Ingenuity, Ashley Bellwood for Emerging Leader and the Medal of Distinction to Andre Gravelle.

PRESIDENT'S REPORT

continued...

On December 8, 2022, the REIBC hosted our annual Presidents Luncheon at the prestigious Fairmont Pacific Rim. Our keynote speaker was Chief Clarence Louie of the Osoyoos Indian Band, a respected business leader and successful entrepreneur. Chief Louie generously shared his wisdom and perspective on doing business with First Nations.

I am proud of the work that our organization does to support reconciliation with First Nations through in-person events, on-going webinars and our growing online resource library. The REIBC is committed to building mutually beneficial relationships and respecting the unique history, diverse cultures and outstanding contributions of Indigenous peoples.

The spring of 2023 saw the Institute bid a fond farewell to our Executive Officer Brenda Southam. Brenda had a significant and positive impact on our organization during her 16-year tenure. I am sure that I speak for many when I extend my sincerest thank-you to Brenda for her leadership and contributions to the Real Estate Institute of British Columbia.

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PRESIDENT'S REPORT

continued...

Concurrent with our goodbye to Brenda, we welcomed our new Executive Director Christopher Hamade. Christopher brings extensive experience as a professional advisor and real estate entrepreneur. He also brings boundless enthusiasm and many new ideas and we can all look forward to the Institute's continued evolution under Chris' leadership.

I would like to welcome our new Governors who will start their terms on July 1, 2023: Nancy Skeels for Vancouver Island, Larry Serko for Thompson/Okanagan and Jonathan O'Grady for the Kootenay District.

I would also like to express my gratitude to the Board members, with a special thank-you to the outgoing District Governors - Sean McGinnis, Mona Murray and Keith McLean-Talbot. Thank you all for volunteering your valuable time and for sharing your wisdom in support of the continued success of our organization.

It has been my pleasure sit on the Board of Governors over the past 6 years and it has been my honour to serve as the President of the Real Estate Institute of BC for the 2022/2023 fiscal year.

Cindy Nesselbeck, RI
President



TREASURER'S REPORT

CLAYTON OLSON, RI

It is my honour to serve our members as the Secretary/Treasurer for the Real Estate Institute of British Columbia during the 2022-2023 fiscal year and report on the Institute's financial position for the year ending March 31, 2023.

The Board of Governors conducts thorough reviews of the Institute's financial statements annually. This review confirms the financial statements are consistent with Canadian accounting standards for not-for-profit organizations and that they fairly represent the financial position and activities of the Institute.

For the 2022-2023 fiscal year, the accounts of the Institute were reviewed by Rolfe Benson LLP and the findings are reflected in the Review Engagement Report. The Audit Committee and Executive Director met virtually with Todd Lilley, Partner at Rolfe Benson LLP on June 5, 2023, for the presentation of the Review Engagement Report.

There were no identified concerns or unexpected financial activity affecting the Institute. While there is consistency in the financial statements with prior years, there has been a few financial impacts resulting from the return to in-person events, and the departure of Brenda Southam, former Executive Officer of the Institute.

As shown on the Statement of Financial Position, our assets have increased very slightly over the prior fiscal year primarily due to a lift in interest rates. The Institute is reporting an overall increase in net assets of \$3,000 from the prior fiscal year.

TREASURER'S REPORT

continued...

The Statement of Revenue and Expenses is showing a deficiency of revenues over expenses of just \$3,202. The most significant (but expected) impacts included the recruitment expense incurred to find a new Executive Director, as well as in-person meetings, travel, and event expenses as we return to in-person meetings and events. Ignoring the meeting and event revenue and event expense categories we see that, overall, income and expenses remained relatively stable at 2022 levels.

In summary, our financial position is strong, and the Institute operates as a fiscally responsible organization. I would like to extend my gratitude to the Board of Governors for their continuing oversight of the financial health of the Institute and to also express my sincere thanks to former Executive Officer, Brenda Southam, for her dedication to and effective management of the Real Estate Institute of British Columbia. We wish her the very best in her future endeavours.

Clayton Olson, RI
Secretary/Treasurer

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA

Financial Statements

For the Year Ended 31 March 2023

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INDEPENDENT PRACTITIONERS' REVIEW ENGAGEMENT REPORT

To the Board of Governors and Members,
The Real Estate Institute of British Columbia

We have reviewed the accompanying financial statements of The Real Estate Institute of British Columbia (the "Institute") that comprise the statement of financial position as at 31 March 2023 and the statements of revenues and expenses, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Practitioners' Responsibility

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with Canadian generally accepted standards for review engagements, which require us to comply with relevant ethical requirements.

A review of financial statements in accordance with Canadian generally accepted standards for review engagements is a limited assurance engagement. The practitioners perform procedures, primarily consisting of making inquiries of management and others within the entity, as appropriate, and applying analytical procedures, and evaluate the evidence obtained.

The procedures performed in a review are substantially less in extent than, and vary in nature from, those performed in an audit conducted in accordance with Canadian generally accepted auditing standards. Accordingly, we do not express an audit opinion on these financial statements.

INDEPENDENT PRACTITIONERS' REVIEW ENGAGEMENT REPORT - Continued

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the financial statements do not present fairly, in all material respects, the financial position of the Institute as at 31 March 2023, and its revenues and expenses and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Report on Other Legal and Regulatory Requirements

As required by the Societies Act (British Columbia), we report that, in our opinion, the accounting principles in Canadian accounting standards for not-for-profit organizations have been applied on a basis consistent with that of the preceding year.

Rolfe Benson LLP

CHARTERED PROFESSIONAL ACCOUNTANTS

Vancouver, Canada
6 June 2023

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA
Statement of Financial Position
31 March 2023

| | 2023 | 2022 |
|--|-------------------|-------------------|
| Assets | | |
| Current | | |
| Cash and cash equivalents | \$ 303,426 | \$ 307,226 |
| Short-term investments (Note 2(f)) | 344,417 | 331,066 |
| Prepaid expenses | 31,540 | 38,076 |
| | <u>679,383</u> | <u>676,368</u> |
| Liabilities | | |
| Current | | |
| Accounts payable and accrued liabilities | \$ 19,670 | \$ 26,816 |
| GST payable | 8,260 | 584 |
| Deferred revenue (Note 4) | 222,666 | 216,979 |
| | <u>250,596</u> | <u>244,379</u> |
| Commitments (Note 7) | | |
| Net Assets | | |
| Internally restricted fund reserves (Note 5) | 10,000 | 10,000 |
| Unrestricted | 418,787 | 421,989 |
| | <u>428,787</u> | <u>431,989</u> |
| | <u>\$ 679,383</u> | <u>\$ 676,368</u> |

APPROVED ON BEHALF OF THE BOARD:

Cindy Nesselbeck Governor  Governor

The accompanying notes are an integral part of these financial statements.

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA
Statement of Changes in Net Assets
For the Year Ended 31 March 2023

| | Internally restricted fund reserves | Unrestricted | 2023 | 2022 |
|---|--|--------------|------------|------------|
| Balance - beginning of year | \$ 10,000 | \$ 421,989 | \$ 431,989 | \$ 409,079 |
| Excess (deficiency) of revenues over expenses for the year | - | (3,202) | (3,202) | 22,910 |
| Balance - end of year | \$ 10,000 | \$ 418,787 | \$ 428,787 | \$ 431,989 |

The accompanying notes are an integral part of these financial statements.

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA

Statement of Revenues and Expenses

For the Year Ended 31 March 2023

| | 2023 | 2022 |
|---|-------------------|------------------|
| Revenues | | |
| Dues | | |
| Professional members | \$ 364,615 | \$ 366,007 |
| Retired members | 4,722 | 4,763 |
| Associate members | 1,817 | 1,907 |
| Nominee members | 2,470 | 733 |
| | <u>373,624</u> | <u>373,410</u> |
| Meetings and event revenue | 109,563 | 48,973 |
| Grant revenue | 20,735 | 21,906 |
| Input magazine revenue | 16,438 | 16,294 |
| Entrance fees | 3,500 | 4,300 |
| Interest and dividend income | 8,351 | 2,729 |
| | <u>532,211</u> | <u>467,612</u> |
| Expenses | | |
| Salaries and employee benefits | 152,029 | 146,096 |
| Membership services (Note 6) | 109,780 | 114,254 |
| Event expense | 95,653 | 42,738 |
| Meetings and travel | 32,975 | 14,303 |
| Rent | 27,620 | 28,016 |
| Recruitment expenses | 23,568 | - |
| Research expenses | 21,315 | 1,803 |
| Consulting services | 14,018 | 15,910 |
| Grant disbursements | 12,393 | 12,655 |
| Technical, maintenance and repair | 12,091 | 20,591 |
| Discount fees | 10,846 | 10,628 |
| Office and miscellaneous | 6,157 | 6,110 |
| Lease expense | 3,543 | 2,326 |
| Legal expense | 3,202 | 4,855 |
| Insurance | 2,929 | 2,827 |
| Accounting | 2,900 | 9,700 |
| Telephone | 1,893 | 1,449 |
| Management expenses | 1,402 | 1,498 |
| External membership | 1,099 | 1,174 |
| Professional development | - | 7,769 |
| | <u>535,413</u> | <u>444,702</u> |
| Excess (deficiency) of revenues over expenses for the year | \$ (3,202) | \$ 22,910 |

The accompanying notes are an integral part of these financial statements.

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA**Statement of Cash Flows**
For the Year Ended 31 March 2023

| | 2023 | 2022 |
|--|--------------------------|--------------------------|
| Cash provided by (used in): | | |
| Operating activities | | |
| Excess (deficiency) of revenues over expenses for the year | \$ (3,202) | \$ 22,910 |
| Changes in non-cash working capital balances | | |
| Prepaid expenses | 6,536 | (17,997) |
| Accounts payable and accrued liabilities | (7,146) | (9,416) |
| GST payable | 7,676 | 903 |
| Deferred revenue | 5,687 | (1,555) |
| | <u>9,551</u> | <u>(5,155)</u> |
| Investing activities | | |
| Purchase of short-term investments | <u>(13,351)</u> | <u>(2,729)</u> |
| | <u>(13,351)</u> | <u>(2,729)</u> |
| Net decrease in cash | (3,800) | (7,884) |
| Cash and cash equivalents - beginning of year | <u>307,226</u> | <u>315,110</u> |
| Cash and cash equivalents - end of year | <u>\$ 303,426</u> | <u>\$ 307,226</u> |

The accompanying notes are an integral part of these financial statements.

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA
Notes to the Financial Statements
For the Year Ended 31 March 2023

1. Purpose of the Organization

The Real Estate Institute of British Columbia (the "Institute") was established to promote the interest of real estate professionals, increase the knowledge, skill and proficiency of its members and to enforce the adopted rules of professional conduct among the members.

In the event of the winding-up or dissolution of the Institute, distribution of the surplus assets shall be designated for a charitable and/or educational purpose chosen by the members at a special meeting called for that purpose.

The Institute is exempt from income taxes under Section 149(1)(l) of the Income Tax Act (Canada).

2. Summary of Significant Accounting Policies

The financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations. The significant policies are detailed as follows:

(a) Financial Instruments

i. Measurement of Financial Instruments

The Institute initially measures its financial assets and liabilities at fair value and subsequently measures all of its financial assets and liabilities at amortized cost, except for investments in equity instruments that are quoted in an active market, which are measured at fair value. Changes in fair value are recognized in the statement of revenues and expenses.

Financial assets measured at amortized cost include cash and cash equivalents.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

The Institute's financial assets measured at fair value include short-term investments.

ii. Impairment

Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of the write-down is recognized in the statement of revenues and expenses. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in the statement of revenues and expenses.

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA
Notes to the Financial Statements
For the Year Ended 31 March 2023

2. Summary of Significant Accounting Policies - continued

(a) Financial Instruments - continued

iii. Transaction Costs

The Institute recognizes its transaction costs in the statement of revenues and expenses in the period incurred. However, financial instruments that will not be subsequently measured at fair value are adjusted by the transaction costs that are directly attributable to their origination, issuance or assumption.

(b) Revenue Recognition

The Institute follows the deferral method of accounting for revenues. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount can be reasonably estimated and collection is reasonably assured.

Fees collected for membership dues are deferred and recognized in the period that coincide with the annual membership. Revenues from meetings, events and other sources are recorded when earned and services have been rendered.

(c) Use of Estimates

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the period. Accounts subject to estimates include accrued liabilities. Management believes the estimates utilized in preparing the financial statements are prudent and reasonable; however, actual results could differ from these estimates.

(d) Cash and Cash Equivalents

Cash equivalents consist of highly liquid investments which are readily convertible into cash with original maturities of three months or less when purchased.

(e) Tangible Capital Assets

Tangible capital assets are recorded at cost. Amortization is charged to operations in amounts sufficient to allocate the costs over their estimated useful lives using the following annual rates and methods prorated from initial utilization:

| | |
|----------------------------|----------------------|
| Furniture and equipment | 5 year straight-line |
| Database management system | 5 year straight-line |

As at 31 March 2023, all tangible capital assets are fully amortized.

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA
Notes to the Financial Statements
For the Year Ended 31 March 2023

2. Summary of Significant Accounting Policies - continued

(f) Short-Term Investments

Short-term investments are classified as held for trading and are stated at fair value. Investment income, which consists of interest and dividends, is recorded as revenue in the statement of revenues and expenses. Transaction costs are expensed as incurred.

Short-term investments include funds held in guaranteed investment certificates and money market funds, and are recorded at cost plus accrued interest which approximates fair value.

At 31 March 2023, the Institute has several GIC's with interest rates ranging from 2.5% to 5.11% and maturity dates from 19 October 2023 to 17 October 2024.

3. Financial Instruments

The Institute is exposed to various risks through its financial instruments. The following analysis provides a measure of the Institute's risk exposure and concentrations at the statement of financial position date, 31 March 2023.

(a) Liquidity Risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Institute is exposed to this risk mainly in respect of its accounts payable and accrued liabilities. The Institute manages liquidity risk by maintaining adequate cash and liquid investments. There has been no change to the risk exposure from the prior year.

(b) Credit Risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The Institute's main credit risk relates to its cash and cash equivalents and short-term investments. The Institute's cash and cash equivalents and short-term investments are maintained with large federally regulated institutions in Canada. There has been no change to the risk exposure from the prior year.

(c) Market Risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The Institute is mainly exposed to interest rate risk and other price risk.

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA
Notes to the Financial Statements
For the Year Ended 31 March 2023

3. Financial Instruments - continued

(d) Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Institute is exposed to interest rate risk on its fixed and floating interest rate financial instruments. Fixed-rate instruments subject the Institute to a fair value risk while the floating-rate instruments subject it to a cash flow risk. The Institute does not use financial instruments to reduce its risk exposure. There has been no change to the risk exposure from the prior year.

(e) Other Price Risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The Institute is exposed to other price risk through its short-term investments. There has been no change to the risk exposure from the prior year.

4. Deferred Revenue

| | Balance 31 March 2022 | Contributions received | Contributions recognized | Balance 31 March 2023 |
|-----------------|--------------------------|---------------------------|-----------------------------|--------------------------|
| Membership dues | \$ 216,979 | \$ 379,311 | \$ 373,624 | \$ 222,666 |

5. Internally Restricted Funds

District Fund

The District Fund was established in 1986 to accumulate funds to be used for the benefit of the Districts, particularly the more rural Districts, and is funded in each year by an allotment of membership dues. The use of the funds is discretionary and at the direction of the Board of Governors. In the 2023 and 2022 year ends, the District Fund balance was maintained at \$10,000 as determined by the Board of Governors.

THE REAL ESTATE INSTITUTE OF BRITISH COLUMBIA

Notes to the Financial Statements

For the Year Ended 31 March 2023

6. Membership Services

| | 2023 | 2022 |
|-------------------|-------------------|-------------------|
| Input Magazine | \$ 70,607 | \$ 69,064 |
| Advertising costs | 34,605 | 37,095 |
| Member services | 1,568 | 595 |
| Scholarships | 1,500 | 2,000 |
| Sponsorships | 1,500 | 5,500 |
| | <u>\$ 109,780</u> | <u>\$ 114,254</u> |

7. Commitments

The Institute is committed to payments for leased premises, equipment, and services. The minimum annual payments are as follows:

| | |
|-----------------|------------------|
| 2024 | \$ 17,629 |
| 2025 | 18,065 |
| 2026 | 18,105 |
| 2027 | 16,625 |
| 2028 and beyond | <u>18,054</u> |
| | <u>\$ 88,478</u> |

In addition, the Institute is responsible for the operating costs of the leased premises, which are approximately \$975 per month.

8. Comparative Amounts

Certain 2022 comparative amounts have been reclassified to conform with the financial statement presentation adopted for 2023.



EXECUTIVE DIRECTOR'S REPORT

CHRISTOPHER HAMADE

All the accomplishments in this report really should be coming from my predecessor, Brenda Southam, former Executive Officer. As the new Executive Director, I only came on board in the last two weeks of the fiscal year and all that was achieved in the previous twelve months, and even much of the first half of fiscal 2023-2024, was due to her stewardship and relentless attention to detail.

After serving this Institute for 16 years, Brenda Southam made the difficult decision to return to Saskatoon, SK and be closer to her family. She has many members here who call her friend, and she has left a legacy that will surely survive long after even I'm gone.

Over the course of the year, Brenda coordinated industry webinars, produced more ProSeries editions, hosted in-person events, and engaged with members through one-on-one contact and publications. We've seen our social media balloon to over 1,300 followers on LinkedIn, and our open rates on email newsletter exceed industry averages.

The Institute's future enjoys this incredible foundation with which to build. While our events, publications, and other touchpoints will take on a different look and feel, the bones, integrity and mastery of the RI designation will always in some way, be partially credited to our recent Executive Officer.

RECOGNITION 2023

We are honoured to recognize and celebrate our many members who have achieved excellence with REIBC membership.

5 YEARS

Hajar Abdollahi-Vayeghan
Mark Annable
Jesse Bianco
Michael Brimacombe
Shannon Brown-John
Mathew Butterfield
T. Michael Cameron
Manuela Ciric
James Clark
Christian Coltellar
Jordan Derickson
Derek Edstrom
Noam Goldenberg
Kevin House
Chad Kelbough
Naz Khedri
Sonny Klair
Paula Kucharczyk
Andrew MacKinnon
Sandeep Minhas
Deborah Nixon
Damien Roussin
Shawn Sand
Erin Smith
Kristy Tamburri
Blair Tarling

10 YEARS

Mosaddeque (Sami) Ahmed
Matthew Andrews
Justin Caul
Philip Chau
Scarlett Chen
Russell Cooper
Joanna Dlin
Cameron Frewin
Eric Fung
Karen Goertz
Sharlynn Hill
Jamie Hofferd
Justin Howard
Ross Jolly
Leighton Kirkbride
Wayne Lee
Keith MacLean-Talbot
Jodie MacLennan
William Martin
Arthi Narayan
Mark O'Donnell
Neil Patterson
Teria Penner
Patricia Rantucci
Beauregard Rossel
Jeff Tisdale
Caris Wylie
Terry Yee

15 YEARS

Daniel Chau
Dennis Kim
Eddy Ma
Blaine Porsnuk
Kelly Rankin
Jim Riches
Catherine Seel
Ramaish Shah
Mandeep Singh Mahanger
Nancy Skeels
Gregory Steves
Matthew Walsh
Bettina Young

20 YEARS

Donald Currie
Robert Greene
Chad Ishikawa
Catherine E. MacInnis
J. Glen Neufeldt
David A. Robertson

25 YEARS

Cameron Carter
John Castle
David Y. M. Chan
Ken Chu
James Davis
Henk den Breejen
Terry Dowle
Andrea Fletcher
Stewart Instance
Tina Lee
Kirby Leong
Daniel McElheron
Richard Sieb
Ross Spina
Cheryl Ting

30 YEARS

Susan Antoniali
Edward Chan
Robert Chasmar
Roger Cheng
Roy DiTosto
Raymond Eng
Connie Fair
Andrew Fossey
André Gravelle
Gordon Jessop
Kash Kang
Bradley Lane
Dean Lange
Barry Plant
Spencer Quon
Nicholas N. Rawcliffe
R. Brent Sear
Ken Woodward

35 YEARS

Warren Fletcher
Jageero Johl
Russell J. Reynolds
Perry Staniscia
Keery D. Wong

40 YEARS

Curtis Broughton
James Cunliffe
Michael Flack
Philip McKenzie
Brian Meakin
R. Ken White
Judi Whyte

45 YEARS

Donovan Collins
R. Gregory Ellis
Colin Jack
Daniel Jones
Brian D Kennedy
Stephen Kwok
Robert Law
Robert John Metcalf
Neil Rawnsley

50 YEARS

Ronald Farrington
Ronald Schuss

51 YEARS

Graham Allen
John D'Eathe
Stanley W. Hamilton
Rudy Nielsen

52 YEARS

Ronald P. Reynolds

53 YEARS

Lloyd Gary Kenwood

54 YEARS

Michael Naish
Andrew Pearson

60 YEARS

Ian Macnaughton

ABOUT REIBC

WORKING TOGETHER

REIBC works with a variety of organizations and serves a diverse membership of real estate professionals. We are committed to:

- Supporting high industry standards and professional accreditation
- Promoting standards of excellence in business practices
- Facilitating ongoing professional education
- Collaborating with industry leaders and educators
- Contributing to provincial and municipal land policies and programs
- Providing an objective perspective through independent research

OUR UNIQUE ROLE — RI DESIGNATION

REIBC offers the recognized Professional RI designation to real estate professionals from all sectors of the industry who meet high educational and experience standards.

The RI designation sets a high professional standard across the industry and provides an assurance of excellence for clients and consumers.

The Real Estate Institute of British Columbia

1750-355 Burrard St., Vancouver, BC V6C 2G8

Main: (604) 685-3702 www.reibc.org