

Rules Review Phase 2, Part 1 Townhall

Questions Received

145 Questions and Comments

#	Question	Answer
1	There has been a request for Conominium Management to be its seperate Industry Council. Would it be possible to add this to the survey while you are looking at changing the number of Industry Councils?	live answered
2	Hi there, the biggest 2 questions that I have are - 1) why is reca considering allowing professionals to be licensed in multiple different fields, and the same field in different cities? this is a potential huge confidentiality issue.	live answered
3	Does the designation change mean that the use of the word Broker can not be used by mortgage Associates?	live answered
4	In the RECA discussion paper, it mentioned reducing red tape. How does making 7 times the licensing reduce red tape?	live answered
5	Firstly, what research has gone into single level licensing, - all Agents to be educated to the level of Broker. Similar to other professions (lawyers, accountants etc.) Secondly third-party care of trust accounts. Thirdly provisional licensing for one, two or three years, under the care of a Broker who has defined responsibilities, again like other professionals.	
	If I wanted to speak with someone further, who would that person be?	live answered
6	Do the industry memebers not have any vote or control over decision as licensees in these fields?	live answered
7	In the proposal regarding separate licencing there is talk of 'probably' reducing fees, but not even a propsted fee schedule (that could be subject to change). I currently pay one licencing fee and am licenced in three sectors. If the expectation is that fees will go down, then there must be an idea of what fees would/could look like, why was this not shared? It sounded like it was 'assumed' that fees would go down, but nothing clarified as possibilities.	live answered
8	How does having agents licensed with multiple brokerages with so many licecnse classes increase consumer protection? The public/consumer already finds our industry confusing they see an agent as an agent they do not understand the distinction between associates, associate brokers, brokers or commercial vs residential vs agribusiness. It is my belief the proposed changes would further confuse the public and overcomplicate an already complicated industry.	live answered
9	How could adding the administrative burden for 7 licensene not increase costs? What research was done to conclude that this would be the case?	live answered
10	If there won't be any fees increased then who will be paying for all the new staff required to control and monitor Realtors running aorund using different licenses	live answered
11	Further to the last comment by Matt McBean, the consumer is not protected when non licensed individuals are allowed to use the title property manager. theydo not understand the differnce and are not even aware of "Associate" etc.	live answered
12	If you take the Condo managers licensing and education and make it it's own entity. Would there be any education to real estate agents on reading the condo documents and understanding them?	live answered
13	Even if it was said revenue was not the focus for these changes, it cannot be denied that RECA will increase revenue when these changes are implemented. Can I propose that we also conduct a study on the revenue impact on these changes.	live answered
14	RECA may intend to remain revenue neutral - there are likely other costs that will come out of this on the operation side of what appears to be increased administration. How does having these new and expanded councils impact operating expenses? Staff resource needs? Why can we not operate with one industry council?	live answered
15	If a brokerage has is operating in all areas will RECA require multipule audits?	live answered
16	If a farm is near a large City say Edm or Beaumont or Leduc and is now a farm but is really more valuable as investment or development land. Where will it be listed.	live answered
17	Will a broker have to take retake educationa and exams, aka if your current brokerage does both commercial and residential, so will the broker have to go back and take anther broker course?	live answered
18	The discussion paper says that 'Industry Councils will work to ensure the new framework will not result in unnecessary fee increases for multiple licensees', please define 'unnecessary' and explainin if this is a permanent reduction and how that pricing model will be entrenched.	live answered
19	I don't believe this is the right way to improve consumer protection - the unintended consquence will be further confusion with the consumer. We need a licensing process and education process that creates practice ready agents. What can RECA do to help the industry improve the education Component?	live answered
20	Agree wiht Matt McBean. There is little to no crossover where the RECA licensing catagories overlap in regard to education.	live answered
21	I think the fact so many were confused about what Rural Actually is speaks to how we already have issues with the current structure. If you are worried about people dabbling how do we address the agents that do not understand country residential today (septic, water, land use) currently, and it appears with the proposed changes they would still be dabbling?	live answered
22	The way consumer protection was explained was so unclear.	live answered
23	If dealing with Country Residential is ok under a Residencial License what determines a Farm if it is not actually operated as a business? Would a farm still be ok under a residential license regardless of the size and number of acres?	live answered
24	Would being registered with two borkerages (res and property manangement) be confusing to consumers when it comes to advertising?	live answered
25	each of the 7 industry sectors will become specialized and the preofessional standards and expectations of the consumer. i agree with such new proposed licensing	live answered
26	Will TEAMS be exclusive to REal Estate trading or will this also effect property and condo management?	live answered

27	I don't recall education on anything rural, until I took the rural course. But I could be mistaken. Is there well and septic, land use, etc in the residential course? I was definitely under the impression that I required the rural course to do country residential. It seems very odd that this is so strongly untrue, at the moment. But maybe my memory of which info was in which course is wrong. There is so much more knowledge, in my opinion, to deal in acreages.	live answered
28	Has RECA considered that the governance structure of a regulator does not need to align with the licensing structure that regulator oversees? The need for a regulator to protect consumers and foster confidence in the real estate market should drive licensing, not governance structure.	live answered
29	I worry about allowing agents instead of brokerages to offer discounts, etc. By allowing agents to decide instead of the brokerage those agents that are new to the industry may not have the financial means to offer these and therefore would have a hard time competing with the more experienced agents,	live answered
30	If a Real Estate brokerage has licenses for multiple sectors will each sector require seperate trust account?	live answered
31	How is advertising under different brokerages/corporations not confusing for the consumer? Again going back to Matt McBean & Cynthia DeDeugd's comments/questions. The consumer already is confused and there are bigger issues with non-licensing professionals and consumer confusion. As a property management broker, that proposal to have a licensed professional with a real estate brokerage and then a PM brokerage is so convoluted and confusing. It creates confidentiality issues, prioprietary information issue, service issues with fiduciary duites, which clients get taken care of first? What if that PM brokerage already services in Real Estate Buy & Sell, then what?	live answered
32	An existing associate licensed in all sectors would have to now specialize in one sector? IE a residential associate cannot trade in commercial without a commercial license and vice versa. If an associate is currently licensed in all categories can they trade in all categories or limited to their chosen space. If an associate wants to change their specialization how does that process work?	live answered
33	in real life terms brokers do not communicate so there maybe conflicts of interest and consumer confusion if an associate is brokered by 2 differnt brokerages and industries....ie all the investigations into real estate agents doing both mortgage and sales..	live answered
34	Is RECA planning to do something with new homes people who trade in real estate without any license. In other jurisdicitons a person cannot trade new homes without a license. I believe, in Alberta, a person can sell new homes even with out a license. Isn't this action a violation of the Real Estate Act of Alberta?	live answered
35	I think there should be more notice allowed. It was so sad when a it appeared a broker passed away and it seemed in no time there was a post from RECA that this brokerage was operating illegally. Perhaps there should be a course on what to do with your business when a tragic loss happens so it can be properly closed or a new broker found.	live answered
36	How can allowing brokerages to not have a physical office increase consumer confidence in the industry. Talking to multiple customers they feel more secure knowing that there is a physical office that they can go to as opposed to nothing. They felt that an office lent more credibility to the real estate industry	live answered
37	If rural is being rolled into agribusiness and is a separate licence then would not it make sense to change the education and separate Agribusiness out of the commercial licence. Those of us outside the cities who will never deal in office buildings and warehouses but will be selling agricultural entities.	live answered
38	Just reading all the comments here - how obvious do we need to make it before you admit this is a bad idea? The multiple designations has good intention at heart, but will only work as long as it falls under one brokerage and licensees can operate under multiple areas with one brokerage. There is no reason to have different brokerages for different industries. Especially as we have all been operating well so far. This doesn't help improve consumer protection - PERIOD. There are too many instances that fall on the border between 2 different RE classes. How can a broker operate with a licensee who reports to a different broker?	live answered
39	What is the proposed fee per license if these changes go forward? Would there be a duplicate fee for brokers. As in, one fee for the brokerage and one for the Broker?	live answered
40	100% Agree with Jonathan Milroy	live answered
41	Why would registering of a separate company be required for additional licensing(like residential and property management or PM and condo). It feels counter productive and costs brokerage more, including additional cost, audits. Olga Leonova.	live answered
42	Will Brokers that already have licenses in all sectors have to upgrade education to be licensed in the sectors.	live answered
43	I agree with Johnathan Milroy too	live answered
44	Are you guys going to push this forward regardless of the feedback we give you? It seems like you are not realizing there is tremendous pushback to your concepts of "teams" and all the different "brokerages" for different categories.	live answered
45	Are we Grand Fathered	live answered
46	i agree with Jonathan	live answered
47	Why is RECA allowing licensed realtors from other provinces be licensed in Alberta when they are not residing in Alberta. This I believe in one way of not protection the consumer but just a way to increase revenue for RECA.	live answered
48	Don't you think that it would be better for consumers, and the industry as a whole to make sure that Realtors are fully licensed in all fields? You mentioned "Dabbling" in real estate was feedback from consumers. Isn't only being able to do one thing is dabbling? We should be looking into making our industry much stronger by making education harder, and make realtors fully licensed and competent in all fields.	live answered
49	Not a question but a comment on incentives and inducements, I would like to either stay the same or tighten this up as it makes our business look badly!	
50	Teams have to make it clear what brokerage they are with, clearly, as this is confusing to the public! also this has the potential to be very challenging when it comes to FINTRAC with agents at mulitple brokerages, gee how does that reduce red tape?	live answered live answered
51	There is confusion around which brokerage an agent would be responsible to if one of their individual client requires service in multiple areas. E.g. they list their condo (Residential Brokerage) in the city and then want to purchase an agribusiness. Broker and Brokerage liability being a concern.	live answered

52	I agree with Jonathan Milory. The old sayig "if it ain't broke, why fix it" comes to mind. My brokerage is registered in all sectors, except for morgage broker, do I as the Owner/Broker need to upgrade my education for something that I am already doing?	live answered
53	Right now a Broker does not have an ability to obtain the new Condominium Broker license without working under someone else for 2 years if they were not providing service in this field at the time the Condo Management licensing was changed in much the same way. Would this requirement change under this new structure. Or with everything separated will the same problem be present for ALL new Brokers moving forward.	live answered
54	sorry, i think that you misunderstood my question. if you are allowing a residential realtor to be licensed at one brokerage for residential real estate in calgary, and another in edmonton, how are you going to make sure that confidentiality is followed? also, if a realtor can be registered as a residential realtor at ABC realty in calgary, a commercial realtor at CIR realty in calgary, an agri-business realtor at EXP realty in calgary, etc all at the same time, how will you make sure that confidentiality, etc will be adhered to?	live answered
55	If a new brokerage is only specializing in residential and Rural, will the brokers be required to have the education in all sectors and not only residential/rural?	live answered
56	would airbnb be covered under property management?	live answered
57	Condo pilot you mentioned: could it be added to other industry? This seems to be a good idea if the person is already in the field (I.e. changing status from Admin to a PM or Associate). Thank you. Olga Leonova	live answered
58	If an individual can potentially be licensed in multiple brokerages that specializes in their field of service. what is the point in a broker having to be licensed in all fields?	live answered
59	IN condo management there is a huge gao in what a "licensed condo manager" can do and the options that are available to condo Boards. Eample would be that a condo manager cannot hold a proxy for an AGM, but a homeless person off the street could. Same with charing a meeting and other restrictions. There are some big gaps in the condo act and the rules for licensees. Is there a plan to get the Condo Property Act and the attached Schdule 4 Bylaws up to date as well?	live answered
60	If you are licensed in all sectors does that automatically rollover should these proposed changes become reality. If that is accurate what additional education applies or in general - education continuance	live answered
61	If someone is a Team lead in a small team of 2 or 3 people making them take their time and money to become an associate broker may not be financially feasible for them especially if they are a long time member. Maybe this should be grandfathered or limited to under 3 team members as long as the Team lead is keeping up his or her education under their specific licenses.	live answered
62	If you choose to be licensed in multiple categories such as Residential, Commercial and Property Management. If an agent has to utilize 2 brokerages to be able to practice in all of these licenses. What are the guarantees these agents will not have to pay additional dues to the other brokerage?	live answered
63	Your intent is for it to be revenue neutral to RECA or the individual agents?	live answered
64	Seems in the messaging threads there are multiple members concerned about increasing operational and administrative costs with separate licensing management with a questionable benefit to consumers and members. How do we engage if we are not supportive of this proposal?	live answered
65	Changing Licensing Concerns: The feedback from industry in our view was that associates were practicing in areas they have no knowledge in. This creates confusion and risks for the public. Currently we see many associates still practicing in commercial when their license does allow it. We see them out touring, writing the offer, being the only point of contact and they skirt this issue by simply including an associate that does have the required license included and named in the offer. Currently the license fields are clearly separate from their roles., Mortgage, Management and Real Estate Transactions. The new suggestions overlap in terms of their roles. Currently your license allows you to take additional education that allows you to practice in that area, and you should continue with education in those specific areas to maintain that on your license. The addition of licenses is not need to achieve this. Having associates acting in different capacities with different brokerages creates huge conflicts. Cli	live answered
66	If the requirement for Team Leads to hold an Associate Broker License goes through, what time period will be granted for current Team Leads be given to complete an Associate Broker designation?	live answered
67	Having associates acting in different capacities with different brokerages creates huge conflicts. Clients may be working in different areas, for example a client looking at investments, be those in residential, multifamily, commercial. Which license is used? How are all the Brokers kept informed? Where are the files kept? When an issue arises how many Brokers now get pulled in?	live answered
68	If there is a concern with an industry member that is register with various brokerages. Who does the public complain to? How is this better for the public? Having associates registered in different Brokerages creates liabilities for all brokerages. An agent that also wants to practice property management in a brokerage that doesn't practice property management, can move to one that does if that is their choice. Currently it is the brokerages' choice to whether they want that speciality and risk added to their plate. This control and clarity is to the benefit of the industry, and in our opinion the public, its hard enough knowing what all associates are doing, imagine what it looks like when they can register in multiple ones.	live answered
69	Brokerages should have places of business, they idea of having 100's of brokerages with no place of business, almost shadow brokerages is not in our view to the benefit of the public. Clients could be looking in multiple markets, so which brokerage does the client relationship belong to? In practice clients' needs change over a period of time. Who are they working with, when do these disclosures need to be made? The public already sees the industry of trying to wear too many hats. These policies create far more confusion.	live answered
70	when does investment real estate move from residential to commercial? 2 units, 4, 10+??	live answered
71	Rural real estate involves agricultural land, it can also include non-agricultural properties in rural areas. Agribusiness specifically focuses on the business activities related to agriculture and agricultural products. Is RECA going to allow business brokering activities with the requested change?	live answered
72	Is there going to be a vote on this? I would like to see that the licensees have a say.	live answered

73	the fees we pay to RECA, AREA & REIX are meaningless compared to the opportunity to earn income, if anything our educations standards should be much HIGHER, that would help everyone especially the public,	live answered
74	I do have a question on being or given a Broker Delagate title. The word Broker in the title would make consumers and associates assume they are brokers or have the education of a broker. From what I read they don't need to be a broker or associate broker. If this the case, I think they should have specific training as well to be an associate Broker/Broker. They are being given the power or some of the power of the brokerage. If we make team leads associate brokers I think that Broker Delagates should as well. Thoughts?	live answered
75	How will this affect license mobility to other provinces or states	live answered
76	Further to Monique's question - how are these rule changes decided? Who ultimately makes the decision? RECA, Gov't, Industry Councils, Licenced Real Estate Professionals?	live answered
77	Frankly... this reaks of a "trust me.. I am from the Government... and I am here to help you" program... and would in all likelihood have a typical fumbled roll out.. and numerous corrections that only harm the reputation of the REATOR brand. as of now.. we have an entire Commercial sector that does not belong to the traditinal brokerage model. how will they be rolled into this plan?	live answered
78	I think we should take a page from the BC guidelines and have documents rodered and available in order to LSIT the property.	live answered
79	AHHH yes! Condominium licencing specialization! I am happy to contribute to this!	live answered
80	I agree with Mile Godlonton Education should be a higher priority. Perhaps new agents need to 'intern' for a specific period of time, a lot less serious mistakes would be reduced.	live answered
81	As a Broker at a Prop Mgmt Brokerage in a small town, I like the ability for an associate to be licensed with 2 brokerages. Would each brokerage have to pay licencing fees for that associate?	live answered
82	With or if the implimentation of the 7 licence sectors, how much is or is there going to be increases in costs for the training to be obtain for the associate. Our licence fees may not be an increase to per sector but what about the training fees for now 7.	live answered
83	CREB had or has an outstanding Condominium Specialist Certification course	live answered
84	I would think that a person who has a licence to mgn condo's and apts it would be a conflict of interest to have a residential RE licence? Selling their monthly income stream would be in conflict.	live answered
85	You keep saying that you will try to stay revenue neutral but even you have said that it will all depend on how many drop licenses etc	live answered
86	questions are piling up amd we'll likely run out of time, can they be addressed and send to attendees?	live answered
87	You may not think this will cause additional costs to licence fees, it will absolutely cost more at annual audit time. Accountants must be loving your new proposal; as a broker I am NOT.	live answered
88	Opting for specialization within sectors including outside of sectors such as teams would be a more cost effective approach for associates, avoiding expensive monthly fees associated with holding multiple licenses across different brokerages. I would suggest including other specialties including condominium sales etc. Would RECA be considering alternatives to their approach?	live answered
89	With respect to Incentives ... if we are concerned about consumer protection, I think the only Options to be considered should be Option 2 or Option 4., All brokerages and associates need to be on the same playing field.	live answered
90	Yes dropping licences because of extra educational costs anually to hold multiple licences.	live answered
91	I contrantly have realtors that have a comercial licence that try or do not know how to wirtre a commmercial offer. They want me to write their offer. Or thier offer is SO BAD I need to rewrite it. This could help. I am tired to doing realtors work for them. I agree with Chad Snow's comments.	live answered
92	If I understand the proposels correctly they are to protect the public from inexperienced transactions in specific fields. Has there been some type mandatory shadowing prior to said agent doing something on there own? eg new agent and mentor both have to be on contract with some type of checklist completed by both	live answered
93	Comment: Both REIX and our local lawyers here in Lethbridge have strongly discouraged REALTORS® from reviewing condo documents and encouraged us to use condo doc reviewers.	live answered
94	In the scenario where a real estate brokerage operates two separate corporations, one for real estate transactions and the other for property management services, is it required to maintain two distinct trust accounts? Additionally, is it permissible for one of these corporations to function as a common law real estate brokerage while the other operates as a designated brokerage for property management services, or are there specific regulations governing this dual-structure approach?	live answered
95	"Will a broker have to take retake educationa and exams, aka if your current brokerage does both commercial and residential, so will the broker have to go back and take anther broker course?" - CURRENTLY this is absolutely the case for Condominium Management as advised to me by RECA directly.	live answered
96	Would changes to the advertising rules be made to accommodate multiple brokerages in the same ad campaign?	live answered
97	I am the person that pushed for 30 years to have a Commercial licencing field for in MREA and RECA. I worked with Charles in the later years. What I thought would happen, did not happen. I do not know if this will weed out the non Commercial realtors.	
98	Is there going to be more information sessions on this? As I think licensees need more clairty on changing the lisense structure.	That could certainly be an option. Another option is to contact either the Registrar, Warren Martinson, the CEO, Russ Morrow, the Stakeholder Manager, Kristian Tzenov, or either of the two Regulatory Compliance Advisors for more details.
99	Also what is your time frame your proposing to roll this new model out? As I would think proper consulatation would be done with the Licensees before a vote or change. This is a major change and could damage our current system. I do not see a benefit.	live answered
100	Comment, I would use examples of why these changes work, example, an agent in Calgary licensed with a firm can now license with a different form in Edmonton instead of the brokerage being licensed in both Cities.	Thank you for the comment. The example you provide about Edmonton and Calgary is valid. We can make adjustments to ensure that it is used to highlight the positive change. The change will provide licensees with more flexibility.
101	Rural has cows and grain fields. CR has say 3 acres and a house.	Thank you for the comment. Rural (agri-business) is essentially what you've outlined. One point of clarity is that a hobby farm does not constitute rural. So having a few cows wouldn't necessarily require a rural licence. In those cases, a residential licence would be sufficient.

102	What size of a team lead would require an associate brokers license and the time for this to implement?	No decision has been made on the specifics here. The Steering Committee simply wanted to get an idea of where industry stood on the topic.
103	Cost creep seems to take advantage of "new opportunities" like this. Would there be any protection for agents from brokerages or local boards adding "fees per license" or other added costs to the agents as a result of this concept of multiple license designations? For example MLS access for agents is already charged based on commercial or residential.	There is no mechanism for RECA to control Board fees. However, in theory this will allow certain brokerages to operate in the property management field without having to incur Board fees. Many brokerages that have PM divisions are required to have all their licensees become members of the local board. The change would allow a broker to open to separate corporations and have the residential and PM licences be held by different corporate entities. In theory, this would mean that the licensees in the PM division are not required to be members of the Board.
104	I agree with Jonathan Milroy, I know a lot of work has gone into this, but I the outcome will not achieve the desired results.	Thank you for the comment. I would love to speak with you personally to gather a better understanding of your position. Could I ask you to contact me at your convenience? 403-685-7948.
105	Has Minister Dale Nally, Minister of Service Alberta, reviewed the RECA's the proposed licensing structure? What is his position on this? Has he heard from industry members?	Thank you for your question. The Minister of Service Alberta will have an opportunity to review the suggested changes that are proposed by the Industry Councils prior to their implementation. For the changes to come into force, there is currently a requirement for the approval of the Minister. The important fact here is that we are in the preliminary stages of consultation. No changes have even been proposed yet. The Steering Committee is asking for feedback.
106	It seems like the current survey you've sent us is premature. You're asking us to decide how we feel about these changes without having all of the information. You don't anticipate increased administrative costs, you can't estimate what the fees might be, etc. Largely because you don't know what licenses people would maintain. Maybe you should be starting there to find out who would be licensed where. I understand you've done that with the renewal question but we don't have results on that. I can't make an educated decision without information. You ask for our opinions but our opinions will be majorly affected by things like the fee schedule. Perhaps the deadline for this survey should be extended until such time as you've been able to get results from other research such as how much it will cost and what people would likely take what licenses. Thoughts?	Thank you for the comment. I believe you raise a number of very good points. RECA has completed preliminary modeling to determine if a revenue neutral solution exists. As it stands, all modeling result in either revenue neutrality or revenue reduction. The renewal numbers do bode well for the number of licensees that will be renewing in all four sectors as well. So a major change to the revenue structure is unlikely. Having said that, I do believe that RECA can provide additional information for licensees to consider.
107	I do not understand why we are wanting to require team leads within a brokerage to attain their broker designation. What does that have to do with consumer confidence? Choosing or being asked to be a team lead should not mean choosing to take on brokerage responsibilities. Brokerages should have a physical office for consumer confidence 100%.	Thank you for the comment. Regarding your question, the Steering Committee simply wanted to ask whether industry believe having requirements for a team lead to be a broker delegate would improve consumer protection. The thought was that requiring someone with more education to be a team lead would raise the standard. From your comment, I believe it is fair to say that you do not agree with that perspective. I again thank you for your honesty. That is what the Steering Committee was requesting. It can play a role when other factors are insufficient to make the decision. However, under most circumstances, the zoning is not very relevant. The highest and best use and the marketing direction taken by the seller are.
108	Doesnt zoning of the property - eg Agricultural - have a bearing on Rural vs Country Residential?	RECA does have AREA's submission, but I believe that it would be best if you approached AREA directly Jeff. I don't want to release their submission without their authorization.
109	What has the response and feedback been from AREA on these changes, it would be nice to hear the feedback. RECA does Not have the education side anymore so AREA will be a part of these changes. Their feedback would be very informative.	
110	It appears your mandate is mainly to protect the consumers. If that is true then all real estate brokerage houses would need to be members of the local real estate board. If this is not something RECA is prepared to implement or able to implement what steps can be taken to impose a higher degree of code of conduct and ethics to the brokerage houses not members of the local real estate board.	Thank you for your comment and question. I think we should have a discussion on this topic as I have some questions. Why do you believe that all brokerages should be members of the local boards? How would this help a commercial or property management brokerages? The local boards are great for residential brokerages without a doubt as they provide licensees with access to the MLS. But, if a brokerage does not require MLS access, then why should they be required to be part of the Board? How would that improve consumer protection?
111	not question, but statement regarding Agri-business vs hobby farms...clear definitions need to be outlined for what each property type is...5 acres and less that doesn't generate income, produce crop etc) = hobby farm...anything beyond that that can be leased to farmers, generate income, etc etc...would be agri-business...that being said, both types of property have septic/cistern/specific water supplies etc that all agents would need to be knowledgeable in...just my thoughts to have these definitions properly defined.	Thank you for the comment. I will relay this to the appropriate Industry Council for consideration.
112	The discussion paper says that this was done in consultation with "Stakeholders". Who did RECA consider a stakeholder, and how many were consulted?	In Phase 1 of the Rules Review, RECA approached 1500 stakeholders, including Associations, Boards, brokerages, and brokers. Brokerages were instructed to gather feedback from their associates and include it in their submission. They provided submissions which were the basis the Rules Review Steering Committee used when drafting the proposed changes.
113	Although RECA is restricted in their ability to offer training, could they implement a continuing education requirement (e.g. X number of PD credits earned every two years for example?)	Relicensing education is within the purview of each of the industry councils. All of the councils will be reviewing re-licensing education options in the coming year.
114	You had indicated there were 500 people registered for this event. How many participants are on this town hall?	The maximum attendance reached was 365.
115	Comment, I would not open the incentives conversation to allow brokerages to pick and choose and make our business classless!	Thank you for the comment. We have heard many different opinions on this topic. The important consideration here is red tape reduction and consumer protection. If removing the restrictions around incentives will not harm consumer protection, then there might be advantages in the red tape that removing the rules around incentives will achieve.
116	Other Industries, businesses and Corporations all have a Code of Ethics in regards to incentives etc. This is a very slippery slope to allow/permit Brokerages to decide what incentives are appropriate. Wow consumer protection and now you are going to look at incentive offering being regulated by the brokerage. This is not protecting the consumer or the image of our industry. That is why Corporations and basically Businesses have guidelines around incentives.	Thank you for the comment. Could you be able to provide more details on how allowing brokerages to control incentives would go against consumer protection? If a brokerage promised an incentive that it did not honor, RECA would still be able to sanction the brokerage, which is what is the current status quo. Removing the rules around incentives would provide more flexibility and technically increase competition, which should actually serve the interest of the consumer. There would still be consequences for incentives that are advertised but not honored.
117	Have you talked about new agents having a mandatory mentorship program for a period of times or deals?	My understanding is that the Steering Committee and the Industry Councils are looking at this as an option. It makes sense in property management and condo management. It is a little more difficult to operationalize in residential real estate. I know that on the commercial side, most large shops already have this type of structure in place at the brokerage level.

118	In regards to answers to all the questions received. If you do not get time to respond to all that is understandable. It would be beneficial for all of us to see the answers to the questions being asked and not just ours. I am interested in other questions I would have asked but already has been asked. Please publish these back as soon as possible on completion of the call.	Thank you for the comment, and apologies for the delay in publishing the answers. We wanted to make sure they are well structured and address all points raised.
119	My statement above is in regards to the Notification Question on the survey talking about "Immediately notify the registrar". Would you mind providing an example and the pros/ cons of extending the notification from 5-10 days?	It would allow licensees more time to notify the Registrar. The issue here is balancing the notification period with consumer protection. We can balance this by incorporating different notification requirements for different situations. Issues that are closer tied to consumer protection would require more immediate notification.
120	I also agree with Jonathan Milroy. I see this as making it more confusing for consumers.	Thank you for the comment.
121	Specifically in the new licensing model that's proposed, could we use different trade names under one corporation in different sectors?	This is something that will require some additional work on our part. I can see what you mean though as if a corporation can hold multiple licenses, then maybe they can also register multiple trade names.
122	No, I currently hold a rural licence but cannot sell an agri business. Nothing in the rural education would prepare a agent to sell a feedlot.	Thank you for the comment.
123	Comment, agents licensed from other provinces in another could not be covered under REIX if found incompetent	Thank you for the comment.
124	Currently as it stands when operating a condominium brokerage, it is a separate brokerage from a real estate brokerage. Is the proposed change to combine under one brokerage?	The brokerage license is different but the same corporation could technically hold multiple licences.
125	As mentioned previously by RECA, people please voice concerns to the Candidates that are running for nomination to the Boards. They as mentioned are going to decide and as we know majority rules when it comes to votes. Members we need to be proactive and not reactive to these changes.	Thank you for the comment.
126	I am 100% against this new model proposal. For the life of me I cannot not see any upside to this.	Thank you for the comment. Some of the upsides include aligning the governance structure in the Act to that found in the Rules, removing restriction on licensees by allowing them to operate in different sections under different brokerages, and helping decrease the incidence of dabbling.
127	GST applicable properties are getting missed by agents with a residential license. Can this be included in the education and levels of licensing?	A great comment. Thank you. This is a consequence of dabbling, which is something the licence structure change is meant to address.
128	On the survey, when you make a decision, it does not allow you to go back as you are thinking to change your position. This is unusual. Typically you can go back and forth in exams or surveys prior to making your final submission. Can this be fixed please?	Thank you for the comment. I will relay the information to the company that does our surveys. My understanding is that you can go back from when I played around with the platform. Again, I will relay the information to the survey provider and make sure that it is easy to accomplish.
129	Currently I hold license in a couple of sectors and am working on a third sector. If I want to work in all of these areas 1. Will I have to retake all the courses to be licensed? and 2 if my brokerage decides to no longer practise in 1 area I then have to move to another brokerage for a specific sector and pay yet more brokerage fees	There will be no new education requirement. If you have a licensee in a current sector, you will not be required to complete additional education. To your second point, in the current framework, if your brokerage decided not to practice in a certain area, which happens with property management quite often, then you would not be able to use that sector licence at all. You are not able to register with a different brokerage. Under the new structure, this option would at least be available to you.
130	Comment, not sure I agree on what courses a broker has to take, I personally feel that a real estate broker should have the knowledge on every aspect as questions come up!	Thank you for the comment. This is something that theoretically could remain. As said before, nothing here is final. If licensees feel that the broker must have all 4 sectors in real estate, then that could be a requirement The brokerage can then again practice in only one area though.
131	I would like to see the answers to Chad's questions.	
132	i think a lot of questions today could be solved https://www.reca.ca/licensees-learners/licensing-renewals/real-estate-sectors/	Thank you for the comment.
133	Clearly defines what each licence can do	Thank you for the comment, again.
134	Sorry. I didn't get an answer.	
135	Appreciate all this feedback from you all. Thanks so much!	Thank you for the comment.
136	You skipped the question about non brokers beign able to sit as a broker delegate at an office. Shouldn't someone acting as a broker have to pass the education requirements to be a broker?	This is a great question. There could clearly be changes made to this if licensees feel there is a need. A broker delegate is not technically a broker. It is any licensee that the broker feels is equipped to complete the task. If there is a widespread consumer protection issues, then this could be adjusted. I think it is important to also recognize thought that it might place an additional administrative burden on brokerages. This would have to be weight against the consumer protection element.
137	Would Sergey result be published or shared with industry members as to how industry voted ?	Thanks for the comment. It will be up to the Rules Review Steering Committee to approve sharing the results of the consultation they requested. We can certainly bring it up for discussion. Also, the feedback is considered on the basis of it being advice rather than a vote. It is ultimately up to the Industry Councils to approve changes to the Rules, and the majority of their members are licensees elected by their licensee peers.
138	This seems like too much division of practice areas. It could easily keep going into more and more "specialties" which would get more and more complex. I agree that needing to know information that you may not specialize in within your general practice arena means that you have a greater understanding of the industry. I would be careful on too many license areas.	Thank you for the comment.
139	You skipped over the question from Patrick Krause about broker delegates. Could you please provide me an email response as I have to leave the call.	It has been addressed above. Thank you for your comment.
140	Thanks for this meeting, i very much look forward tothe elections at the end of this month, hope we can get candidates that reflect these concerns. I am currently a RealEstate broker licensded in all areas and as a Condominium Manger Associate.	Thank you for attending.
141	1)What is AREAs opinion on this ? 2) I DO NOT believe this will give consumers confidence in any way 3) up your education in ALL sectors 4) country residential should be with Agri- majority of agents have no idea regarding wells, septic etc 5) Incentives ran by broker-what kind of gong show do we want to run here-like really?? 6) licenced with as many brokerages as you wish- really?? imagine how hard this will be for the broker 7) feel there should be vote on this.	Hi Helen, AREA provided a submission on this during Phase 1 of the Rules Review. I don't want to disclose any information that they've submitted without their authorization. That said, I would advise you to reach out to them directly and ask the question.
142	Just to clarify the proposal is more gear to identifying the various real estate 'trading' segments under one brokerage name, including property mgmt... vs a person having a license as a realtor (one brokerage) and a mortgage license (another brokerage) this scenario is not part of the proposal correct?	A great question. The change would impact all industries. Currently there are 3 industries: real estate, mortgages, and condo management. The real estate industry has 4 sectors: residential, commercial, rural (agri-business), and property management. The change will allow a brokerage to hold any one of the 7 sector licenses: residential, commercial, agri-business, condo management, mortgages, residential property management, and commercial property management.

143 This seems even more convoluted for our industry to be allowed to be with different brokerages for different licenses and how does this not confuse the public in any way. Advertising is a huge factor for how the public will view our industry. I feel there's not enough concrete information for us to work with. We need to be able to make an informed decision. Since, we're running out of time, please publish our questions and the answers.

144 Has Service Alberta recieved a Draft of these changes and if not when will the apporprate minister recieve the Draft copy of changes.

145 Why is incentives then in this if it is licnecing

This is why the Steering Committee is asking for the opinion of industry. The proposed changes will also go through a consumer consultation. A representative of Service Alberta and Red Tape Reduction attends all Rules Review Steering Committee meetings on the Ministry's behalf. And again, these are just proposed changes. The Committee will review all feedback, and make final recommendations to each Industry Council. Industry Councils must approve any changes, and then they are transmitted to the Board, and then, until November 2024, the Board must give any changes to the Minister of Service Alberta and Red Tape Reduction for final approval. Incentives were an important issue that the Industry Council wanted to get information on in this round of consultations.