

# Mandate & RCN Member Benefits

RAHB'S Commercial Division was established to serve the specialized needs of commercial practitioners. Qualifying members from all Ontario real estate boards/associations are welcome. Full members of RAHB's RCN are also members of CREA's Canadian Commercial Network.

## Mandate

The mandate of the Regional Commercial Network is to:

- Represent the interests of its membership
- Maintain high standards for admission to the RCN
- Establish and foster professional expertise through educational activities and programs
- Promote to the public the expertise associated with membership in the RCN
- Formulate recommendations on matters of public policy involving commercial issues and communicate such recommendations to appropriate authorities
- Foster co-operation in the exchange of information among members of the RCN
- Foster networking among commercial real estate professionals
- Develop strategic alliances with appropriate professional and governmental organizations

## RCN Member Benefits

- **Networking:** Opportunity to meet and interact with fellow commercial practitioners at events and education sessions
- **Peer-to-Peer Communication:** RCN members can use the RCN e-broadcast function, to list their 'haves' and 'wants' (MLS® Listings)
- **Marketing:**
  - Full RCN members may use the RCN logo
  - Members are listed on the Regional Commercial Network roster at <http://www.rahb.ca/find-a-realtor%20ae/find-a-commercial-realtor/>
- **Professional Development:** Attend information and education sessions selected specifically for the commercial practitioner
- **Promotion:** "How Commercial REALTORS® Help" campaign is advertised in local publications
- **Advocacy:** Matters of interest to the commercial practitioner are represented and championed
- **Pre-approval:** Full membership in the RCN provides you with automatic membership in CREA's Canadian Commercial Network



# Membership Application

Please print clearly

Name of Applicant: \_\_\_\_\_

Member in good standing of (Board/Association) \_\_\_\_\_

Membership Status (Broker, Salesperson, etc.) \_\_\_\_\_

Commercial Designations held: \_\_\_\_\_

*(Preapproved Designations: AACI, ALC, CCIM, CLO, CLS, CPM, CRE, CSM, SIOR, RI) If applicable, applicant will not be required to provide "Summary of Qualifying Activities" (below):*

Names of Brokerages and/or Employers within the last two years (also give dates)

1. \_\_\_\_\_ Date: \_\_\_\_\_

2. \_\_\_\_\_ Date: \_\_\_\_\_

3. \_\_\_\_\_ Date: \_\_\_\_\_

Years of experience in Commercial Real Estate \_\_\_\_\_

Please indicate up to three (3) categories of specialization: *(Appraisal, Business Brokerage, Consulting, Development Land, Farm/Rural, Hotels/Motels, Industrial, Investment, Multi-Unit Residential, Office, Property Management, Recreational, Retail)*

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

I am applying for:

**CANDIDATE MEMBER**

To qualify as a candidate member you must:

- a) comply with the education/business requirements listed on the reverse during the two year period
- b) make application for and qualify under, full membership status, during the two year period
- b) agree not to advertise your candidate membership in the RCN
- d) be a member of an Ontario Real Estate Board/Association

**EXTENTION of CANDIDATE MEMBERSHIP**

**FULL MEMBER**

To qualify as a member you must:

- a) comply with the member requirements as listed on the reverse (EDUCATION & BUSINESS REQUIREMENTS)
- b) be a member of an Ontario Real Estate Board/Association

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## MEMBER REQUIREMENTS

### EDUCATION + BUSINESS REQUIREMENTS (QUALIFYING ACTIVITY)

#### EDUCATION COMPONENT

The applicant must provide evidence that he/ she has completed at least a basic commercial real estate course, which has been approved by the Committee. In order to be approved the course should cover the following components:

- Leasing
- Commercial Construction
- Planning and Zoning
- Investment Analysis
- Business Brokerage
- Commercial Financial Calculator
- Taxation/ Financing

#### Examples of acceptable courses include:

- A Commercial course that is approved by a Canadian real estate licensing regulator
- CCIM courses
- UBC Sauder School of Business commercial real estate courses

#### QUALIFYING ACTIVITY

To qualify as a full member, an individual shall have completed at least one (1) of the following professional commercial real estate activities within the preceding twenty-four (24) months immediately prior to the date of application for full membership:

- a) Five (5) purchase, sale and/or lease transactions involving commercial real estate and having an aggregate gross dollar value of no less than \$1,000,000; OR
- b) Six (6) appraisals of commercial real estate using a recognized industry appraisal method; OR
- c) Management of a commercial real estate portfolio having an aggregate fair market value of no less than \$5,000,000.

### SUMMARY OF QUALIFYING ACTIVITIES

MLS®#	Address	Date of Transaction	Dollar Volume	Vendor	Type of Transaction
(If no MLS®# provide Trade Record)		mm/dd/yy			
(If no MLS®# provide Trade Record)		mm/dd/yy			
(If no MLS®# provide Trade Record)		mm/dd/yy			
(If no MLS®# provide Trade Record)		mm/dd/yy			
(If no MLS®# provide Trade Record)		mm/dd/yy			

LEGEND - Type of Transaction      SA = Sale      LE = Lease      PM = Property Management      AP = Appraisal

I agree should this application be accepted, I will abide by the Membership parameters as set out in the RAHB Operational Manual.

NOTE: All information from this application will be kept strictly confidential

Signature of Applicant: \_\_\_\_\_ Signature of Broker/Manager: \_\_\_\_\_  
 Company: \_\_\_\_\_ Address: \_\_\_\_\_  
 Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_ Date: \_\_\_\_\_

**Please fax back to 905.529.4349 or e-mail to [kathyr@rahb.ca](mailto:kathyr@rahb.ca)**