

The Real Estate Journal

A quarterly publication of the Real Estate Board/Commission of Strata Corporations



Real Estate Board Policy Changes Now Effective



The Real Estate Board, the Government regulator of the private real estate sector, has enacted a number of policy changes intended to better serve the interest of the public and the industry. These changes affect how dormancy is treated, the issue of attachment and supervision, and finally how Dealers with overseas qualifications can become qualified to practise locally.

The changes were ratified at the June 22 meeting of its Board of Directors. These policy changes were subject to substantive deliberations of the Board, guided by legal advice and review of the legislative framework provided by the Real Estate (Dealers and Developers) Act, consultation with key stakeholders, and its own observation and assessment of the

industry.

Commenting on the policy changes, Board CEO, Phillip Chambers said, "The Real Estate Board takes very seriously any change that affects how our practitioners operate, how we regulate them, and also how those changes are likely to affect the public at large." Mr. Chambers went to explain that some of these changes have been in gestation for some time now, and that the discussions were guided by the Board's learned in-house counsel. "Of course, we are constantly surveying the landscape to see how we can better do what we do to improve the service provided by Salesmen and Dealers, which will ultimately redound to the benefit of the public."

With regards to dormancy,

the previous policy requiring a dealer who acts as Qualifying Director of a dealer company, to place his or her individual license on dormancy is revoked. The individual dealer is now at liberty to decide whether or not he or she will apply for a license to practice in his or her individual capacity for a particular year, or whether he or she wishes to apply for dormancy. Dormancy is a provision which allows persons who do not intend to practice within a given year, to indicate this to the Board and pay the requisite fee, in lieu of the standard licence fee to practice.

On the issue of attachment, a supervising dealer can have a maximum of four persons attached, to him or her, up from two previously. However, the Supervising Dealer must:

- Complete the Real Estate Supervisory Dealers Continuing Professional Development Course.
- hold a current Dealer's licence.
- have been a practicing dealer for at least three years
- be fully compliant with filings under Proceeds of Crime Act and Terrorism Prevention Act.
- not have any complaint, except for one which is deemed frivolous or vexatious, lodged with the Real Estate Board against him/her/it.
- have a registered office and displays required by paragraph 3 (a) and (b) of the Real Estate

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REAL ESTATE Could be this funny!

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Policy Changes

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(Dealers and Developers) (Code of Ethics) Regulations.

- not have been found to be in breach of the Real Estate (Dealers and Developers) Act by the Court or the Real Estate (Dealers and Developers) (Code of Ethics) Regulations, by the Real Estate Board.

Further to point number one, a Real Estate Dealers Course will be offered over two days, with the first day designated for all dealers and the second for all supervising dealers. The Real Estate (Dealers and Developers) Act dictates that a person who has completed the pre-licensing Dealers Course, must complete a period of attachment, or training as means of observing first-hand, the operations of a dealer, to be eligible to apply for registration by the Board as a

Dealer.

Finally, applicants from overseas who hold similar qualification in other jurisdictions, must complete the Dealers' Training Course at the Real Estate Training Institute (RETI), together with a period of attachment of at least one-year in the office of a real estate dealer approved by the Board.

The CEO in his assessment stated that the Directors and management are confident that these changes will improve the overall professionalism and competence of practitioners and be of significant benefit to the public. The Board has written to various professional stakeholder groups and Associations, as well as disseminated a mass email to all Dealers and Salesmen, to inform them of these changes. It will also be publicized in the print, social and electronic media.

Practitioners may contact the Board directly, for further information or to seek clarity on any of these changes.



CEO's Message | Phillip Chambers

As we end of another remarkable year and begin a new one, I reflect on the incredible journey we have undertaken together as an organization, along with our clients and stakeholders. This is especially timely given the fact that we are in the midst of our 35th year.

Firstly, as an organization, we have achieved significant milestones and I am confident that this is just the beginning of our collective journey toward even greater accomplishments.

I use this platform to mention a few of these: In July, the Real Estate Training Institute restarted its pre-licensing salesman course, after a comprehensive review and overhaul, lead by its Principal and Senior Director, Dr Tina Beale. The course is now led by an all-new cadre of course facilitators, after a meticulous recruitment process, culminating in a record cohort of students.

Additionally, there is now a Competency Framework in place. The Real Estate Board developed the Competency Framework, to provide clear and transparent criteria that must be satisfied for an individual to qualify to become a real estate dealer. This was coupled with a mandatory two-day Executive Leadership and Management Training for Dealers, at the Jamaica Conference Centre in September 2023.

During the year, we implemented self-paced CPD courses where our professionals can complete their courses anywhere and anytime, offering unprecedented convenience. This is supported by a brand new,

customized learning management platform, My RETIOnline. It would be remiss of me if I didn't also acknowledge the role of Mr. Ainsworth Norton, our CPD Manager in realising this achievement.

This year we were recognized by our parent Ministry, with three certificates for service excellence in the areas of On-Time Submission of Strategic Business and Operational Plans, Commendable Quality of Strategic Business and Operational Plans, and finally, Commendable Quality of Performance Reports. In this regard, I acknowledge and thank, Mrs. Samantha Willoughby-Bennett, our Corporate Planning Analyst.

The Commission of Strata Corporations held a series of small intimate bookkeeping and annual returns workshops to educate it clients. It also devised new education products in the form of animated videos and YouTube series videos, which offered in depth details about various areas of strata living and strata management.

Without going into great detail, The Legal Department also scored two major victories in the courts.

The Board also ratified a number of key pieces of policies relating to during the course of the year, after much deliberation and legal advice. These relate to dormancy, number of companies a qualifying director can qualify, number of persons attached to a single dealer, eligibility period for supervising dealers, and the requirements for overseas dealer registration.

I also use to opportunity to thank our various stakeholders:

- Real Estate Dealers and Salesmen
- Real Estate Developers
- Stakeholder organizations both in the public and private sector including the Realtors Association of Jamaica, the Jamaica Developers Association, the National Land Agency, the National Environment and Planning Agency and the various Municipal Corporations across the island, including the Kingston and St. Andrew Municipal Corporation.

I must also thank the staff, who, performed admirably in the face of unprecedented circumstances, and the addition of key members of staff including a new CEO during the course of the year, Senior Director/Principal of the Real Estate Training Institute (RETI) and a new Licensing and Applications Department, they rose to the occasion with unwavering commitment and adaptability. Among the list of goals and objectives we anticipate and will be working towards with great purpose and vision in the coming year are: the passage of the Shared Communities Bill and assuming regulatory responsibility thereof, a new/modern comprehensive website, and the operationalization of the Data Protection Act.

Wishing you, personally and professionally, a Happy New Year filled with prosperity, good health, and continued success.

The Real Estate Training Institute

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Commission of

Strata Corporations

2024





All CPD Courses Now Self-Paced

The Real Estate Training Institute (RETI), the training arm of Real Estate Board resumed its Continuing Professional Development (CPD) Programme with all courses going fully on-line and self-paced.

CPD courses, usually a few hours in length, are courses professionals are required to take on an on-going basis, to not only retain their licence, but to remain current with the latest developments in their industry. Having long been a part of other sectors and professions such as law and medicine, CPDs became a requirement for real estate professionals in 2020.

Currently, there are at least five mandatory CPD courses required of real estate dealers and salesmen. The mandatory courses are: Common Issues in the Real Estate Industry, The Real Estate (Dealers and Developers) Act, The Terrorism Prevention Act, Go-AML (for Dealers and Salesmen) and Anti-Money Laundering II. However, there is a two-year window after initial registration, within which practitioners must complete these courses to remain registered. Additional optional courses have been offered intermittently including those in real estate sales, strata/community management and social media marketing.

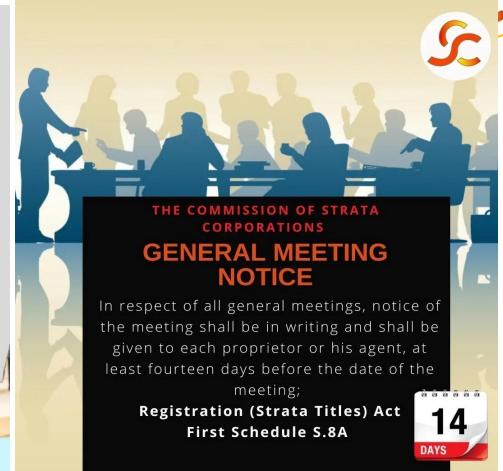
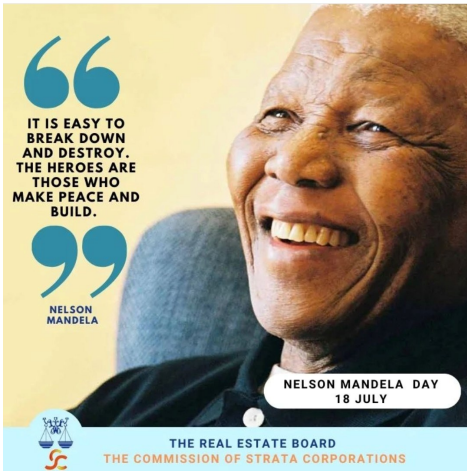
“We are quite excited to be at this point as it is something we have been exploring for a few months now. The fact that we intend to offer our clients this learning modality in a manner that does

not tie them to a particular date or time to sit these courses, is a game-changer for us. We have also explored the issues of monitoring, that is ensuring that persons have in fact viewed the content, and not just leave it running in the background, but are able to recall content.” This is according to the Senior Director/Principal of the Real Estate Training Institute, Dr. Tina Beale. “We have settled on a way of ensuring that persons have actually watched these videos and in some cases, even included an assessment tool to not only gauge participation, but also retention.”

Dr. Beale also explained that this is a part of the growth and development of content delivery as provided by the Institute, leading to improved user experience for its clients. “In improving our service delivery, particularly in the post-Pandemic environment, we are leveraging technology and what it can do. The CPDs will also be administered through the MyRETI Online Learning Management Platform.” As its name suggests, MyRETI Online is a bespoke platform that is accessible to RETI lecturers and course participants. It incorporates their timetables, links to lectures, consultation meetings, lecture recordings, study materials, assignments, announcements and meeting reminders. “The feedback to the platform thus far has generally been positive, and we think that our practitioners will also benefit from its use when completing the CPDs,” she asserted.



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Real Estate NEWS



A real estate agent who sued the Real Estate Board of Jamaica, REB, over conditions to which she was subjected in order to qualify for a salesman licence has lost her bid to challenge an adverse Supreme Court ruling that sided with the regulator.

Two years ago, Mekelia Green applied for the licence and completed the requisite course aligned to it, but then proceeded to advertise her services before the REB issued her permit. REB was alerted to her activities from social media posts by Green, particularly on Instagram.

At a hearing convened by the board in May 2022, which Green attended with her lawyer, the real estate practitioner described her actions as a momentary lapse in judgement. For jumping the gun, the REB, which is the regulator for the real estate sector, inclusive of realtors, developers and brokers, mandated that Green should undertake two continuing professional development courses – Social Media Marketing for Real Estate Professionals: Fundamentals of Social Media Marketing; and the Real Estate (Dealers and Developers) Act – as further requirements of being granted the licence.

The agency however passed no judgement on whether Green had actually been engaged in the practice of real estate without a licence in the period. In court filings, REB also argued that the conditions were not imposed as a disciplinary measure. Instead, the regulator argued in its submission that they were “beneficial to Green for the proper and better performance of her duties as a newly registered real estate salesman”.

Green was eventually issued with a certificate of registration as a salesman after completing the social media course, then granted her licence three months later, in October 2022, after completing the dealers and developers course.

However, she also sued the REB in the Supreme Court regarding the imposition of the conditions but lost the case in a decision handed down in April of this year. The judge agreed with the REB’s position in an affidavit submitted by Senior Inspector of the REB’s inspectorate

department, Cresford Brown, that in relation to real estate salesmen, the law allows the board to set “other written examinations” in addition to the required Real Estate Salesman course.

Last week, October 25, the appeal court sided with the judge’s decision in denying Green permission to appeal Justice Tara Carr’s ruling.

“It is the first decision which looks at imposition of conditions of registration and the reasonability of it,” said REB’s attorney, Oshane Vacciana. “From that perspective it is precedent-setting,” he told the Financial Gleaner.

In refusing Green’s request for permission to appeal, the appellate panel, comprising Justice Nicole Foster-Pusey, Justice David Fraser and Justice Vivene Harris, ruled that a challenge to Carr’s ruling was unlikely to succeed, given that REB had the right to set reasonable conditions for the granting of registration and had made no claim that Green practised real estate business without a licence.

The panel also held that the real estate practitioner had an alternative remedy under the Real Estate (Dealers and Developers) Act, REDDA, which was not utilised. The referenced Section 22 of REDDA allows licence applicants to mount challenges against the decisions of the REB directly with the Court of Appeal.

“Given that the applicant has satisfied the conditions imposed by the board and is registered and licensed as a real estate salesperson, an appeal would be a purely academic exercise,” the panel ruled.

“As a result, the court came to the clear conclusion that the high threshold required for applications of this nature was not met in this case, and that the application for permission to appeal should accordingly be refused.”

Green was represented in the suit by attorney Gavin Goffe of the law firm Myers, Fletcher & Gordon.

The Gleaner
Avia Collinder
Published November 3, 2023



Where will homebuyers go in 2024?

INTERNATIONAL News

TM



Realtor.com anticipates the top markets in 2024 will fall into two camps: affordable midwestern and northeastern alternatives to expensive major cities, and western metropolitan areas that saw major declines in sales in 2023.

Surprisingly, half the cities ranked in the top 10 are in famously expensive California, including the Los Angeles and San Diego areas. That's because sales slumped in much of the Golden State in 2023. As the Federal Reserve backs off its rash of rate increases and mortgage rates start to decline, Realtor.com expects new inventory will allow some SoCal markets to rebound next year.

The midwestern and northern cities ranked by Realtor.com are expected to attract homebuyers for a few reasons, the biggest being that most boast median housing prices under the national median of \$431,000. They have been somewhat sheltered from the impact of high mortgage rates because many homeowners in these areas have already paid off their loans, according to the report.

They offer a high quality of life for a lower cost, as well as proximity to major metropolises (like in the case of Worcester, Massachusetts, which is near Boston). Residents enjoy plenty of cultural amenities, recreational opportunities and quality schools, making them attractive for homebuyers looking for big-city features at small-

town prices.

What's more, many of these metros have robust job markets — unemployment in every midwestern and northeastern metro ranked except Toledo, Ohio, is expected to be at or below the forecasted national rate of 4.2% at the end of 2024.

TOP 10 CITIES FOR EXPECTED SALES AND PRICE GROWTH IN 2024

The following metropolitan areas are expected to see the biggest gains in sales and price growth next year, according to Realtor.com.

1. Toledo, Ohio
2. Oxnard/Thousand Oaks/ Ventura, California
3. Rochester, New York
4. San Diego/Chula Vista/Carlsbad, California
5. Riverside/San Bernardino/Ontario, California
6. Bakersfield, California
7. Springfield, Massachusetts
8. Worcester, Massachusetts/Connecticut
9. Grand Rapid/Kentwood, Michigan
10. Los Angeles/Long Beach/Anaheim, California

Money.com

Mary Ellen Cagnassola

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Strata Commission Driving Compliance via Workshops



Senior Inspector in the Commission of Strata Corporations, Mercedes Scott, assists an attendee during a recent Annual Returns Workshop

In its on-going effort to increase compliance of annual returns filings, and assist proprietors in maintaining proper accounting records, the Commission of Strata Corporations embarked on a series of Annual Returns and Bookkeeping Workshops. These mostly targeted persons who had made filings in the past, but their submissions were found to be deficient in some way.

The first in the series of small, hands-on sessions, was held at the Courtleigh Hotel and Suites on Friday June 30. Subsequent sessions were held in Trelawny on September 29, in Kingston on and Friday November 24 and 30 to cater to persons in that section of the island. All were attended by a group of eleven to fifteen invited strata proprietors and/or property managers.

In bringing greetings and thanking everyone for their attendance at the first session, the Commission's Chief Executive Officer, Mr. Phillip Chambers, noted that the key to each person being able to enjoy the peace and prosperity of his or her unit or property, was each person understanding and enforcing the rules in their

strata corporation without fear or favour. "It is absolutely important that particularly the chairmen of these committees, that you empower yourselves with the knowledge, too often we have seen where persons have been placed in positions of authority that they truly don't understand what is involved." He also pointed out that the purchase of a property is the single largest purchase that most Jamaicans will make and the ability to enjoy that investment has wider implications for the interaction of Jamaicans. He expressed similar sentiments as subsequent sessions.

"We wanted to be very deliberate and targeted in our approach and intervention," explained Director of the Registration Strata Titles Act, Ms. Tricia Harris. "So instead of a large, open forum, we decided on a smaller group of invited persons. Since these persons would have either submitted Annual Returns recently or in the past, they are quite *au fait* with the process and such it can be pitched at a higher level, compared to persons who have never filed returns or had very little to no knowledge of what it includes," Ms. Harris elaborated.

The feedback from the initial 3-hour session

was overwhelmingly positive. Shanice Gordon, a property manager, said that the workshop was beneficial to her in “so many ways”. Explaining further, Ms Gordon said “firstly, I learnt how to properly file my returns, that maintenance fees are not to be charged retroactively, returns are to be filed 120 days after the financial year, documents must be signed by strata chairman or executive member...also there must be a proper location on the notice as to where and when a meeting will be held,” Ms. Gordon cited as key information she learned during the session.

Another attendee, Violet Wade, was also effusive in her praise for the Commission and the value of the Workshop. “The Workshop was professionally managed and provided clarification on a number of issues that were well-received.” Among the issues she pointed out for special mention were: The Financial Year-end of the strata vis-a-vis the required submission date of the annual returns; the requirement that the Minutes for the AGM and any EGM held during the year must be submitted for the year of the Returns; and the implication of having members who are not up-to-date with their maintenance payment vote as it means that those decisions made with their votes cannot stand should they be challenged.

“The exercises (case study) were well thought-out to give a working appreciation of what we learned,” She concluded in her assessment” she stated.

Attendees at the ensuing three workshops expressed gratitude to the Commission of their invitation and said they would have benefitted tremendously from their participation.

Strata Corporations are required under the Registration (Strata Titles) Act, to submit Annual Returns to the Corporation within 120 days after the end of a financial year. This includes Minutes of Annual General

Meetings and Extraordinary General Meetings held during the filing period, names and addresses of the current Executive Committee members elected during the filing period, Certificate of Insurance (or copy of unanimous resolution not to insure the property), and audited financial statements, or statement done in accordance with generally accepted accounting principles. The requirement for financial statement, would have in part, driven the need for basic bookkeeping/accounting workshops to support the account processes of strata corporations.

The Commission is seeking to have this be an on-going Workshops, with at least one per quarter. All attendees were provided with a workbook and certificate of participation.

In bringing greetings and thanking everyone for their attendance at the first session, the Commission’s Chief Executive Officer, Mr. Phillip Chambers, noted that the key to each person being able to enjoy the peace and prosperity of his or her unit or property, was each person understanding and enforcing the rules in their strata corporation without fear or favour. “It is absolutely important that ... that you empower yourselves with the knowledge, too often we have seen where persons have been placed in positions of authority that they truly don’t understand what is involved

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Jared Johnson
Legal Officer



How would you describe your high school years?

I was fortunate to have a strong support system in the form of family and friends. The high school I attended was inherently competitive, but never in a way that felt overwhelming. Academics were foremost, but I struck a neat balance and did plenty of extracurriculars. I had a rich experience to which I can credit most of my development to date.

What is your average work day like?

A lot of things can fly your way from any direction, but it rarely gets repetitive. There are days where I'll rarely leave my desk, combing through files and correspondence, or doing extensive research. Other days, I head to court early for a morning appearance when needed. Most of the time, I try to keep myself accessible to any of my co-workers who have legal queries. Our department has an "open-door" policy, and we try to assist anyone who needs advice, as soon as possible.

What skill would you like to master?

Public speaking. In my line of work, it's a must, and I'm constantly surrounded by people who seem to have it down to a science. One day I hope to get

there.

What lifestyle change have you been meaning to make for a while now?

Definitely to get more active. It's fairly easy to become sedentary doing primarily "desk work" in an office setting; a trap I hope not to fall into. I would love to partake in more outdoor activities, like swimming, which were a much bigger part of my life during my time in high school and undergrad.

What personality trait do you value most and which do you dislike the most?

Honesty first comes to mind. I value when people I meet can be straightforward with me, and tell me how they really feel and think without doublespeak. I dislike gossipers, and persons who say behind one's back what they wouldn't tell them face-to-face.

What song or artist do you like but rarely admit to liking?

Kraff.

[cont'd from previous page]

What one thing do you really want but can't afford?

Probably a trip to somewhere remote and far away, for a year or more. Again, one day.

What are you most looking forward to in the next 10 years?

I'm looking forward to becoming stable in an increasingly unstable world. Financially and emotionally stable, with a fulfilling career, so that I can have more time to tend to things that I enjoy without worry.

What motivates you to work hard?

Seeing the results. Whether it's in my work, or related to personal endeavours, there is a sense of satisfaction you achieve knowing you put your all in and did your best. Appreciative feedback from clients, a category which includes my co-workers, is also a major push factor.

What did you want to be when you were younger?

For the first 5 years, an astronaut. For every year after that, an attorney.

What is your favourite game or sport to watch and play?

To watch, either football or boxing. To play, I thoroughly enjoyed water polo in high school.

What would you sing at Karaoke night?

Dennis Brown - Little Green Apples.

How would your friends describe you?

As someone who is always willing to lend an ear and offer advice. I've also heard from them that I'm a good mediator, and someone that always tries to strike a compromise for everyone involved.

What are your hobbies?

I spend a lot of my time listening to music. Straight up until the pandemic, I had played a number of instruments, and would usually perform alongside others at school-related events, although I rarely have time for that nowadays. Outside of that, I'm a shoe and car enthusiast. On the more rare occasion, I dabble in video games.

What is your favourite childhood memory?

Any having to do with spending time with my family during Christmas holidays. We had a tradition of going a bit overboard with pepper lights, so each year it was always something to look forward to. To be honest, coming together to set everything up almost beat the sights once it was finished.

What's your favourite fast food chain or restaurant, and what would you normally order?

Recently, I've gotten into Chinese, so anywhere that sells that. As for what to order, anything in sweet & sour or black bean sauce.



Board CEO, Phillip Chambers poses with long-service awardees and some retirees during a Banquet and Awards Ceremony at the Jamaica Pegasus on Monday December 18, 2023.



The term “whistleblower” refers to any person, or individual or group who “blow the whistle” in the event of a breach of regulations or unethical practices within an organization. Generally, misconduct is a violation of law, rule, regulation and/or a direct threat to public interest, such as fraud, health/safety violations, and corruption. The Protected Disclosure Act 2011 provides legal protection to any employees (current or former) against being dismissed or penalized by their employers on certain disclosures of improper conduct.

Whistleblower process

The process for whistle blowing typically involves filing of complaint with the appropriate government agency or organization depending on the nature of the complaint. Once the complaint is made, the whistle bower may be required to provide evidence and/or testimony to support his or her claim. After which the agency or organization will then investigate the complaint and take the necessary action to ascertain the validity of the complaint.

Who can be a Whistleblower?

Any employee or other individual including any applicant for employment or former employee or their authorized representative, is permitted to file a whistleblower complaint if he or she suspects wrongdoing or unethical behaviour.

Employee Protection

The policy protects employees from any victimization, harassment, intimidation or suffering any other form of negative consequences relating to his or her employment provided that the report is made:

- (i) In good faith; and
- (ii) In the reasonable belief that the report is true.
- (iii) To the appropriate person.

If/however, an employee believes that he/she is being victimized, harassed, intimidated, or exposed to any other form of negative consequences on account of seeking to make, making, or intending to make a report, this should be immediately reported to the authorized person or the organization to whom the report was made.

If an employee suffers any negative consequences relating to his or her employment at or about the same time as he/she made a report, these consequences shall be presumed to be a result of the report made, unless the employer/supervisor shows that the action was justified.

“Where a disclosure is made orally, the person receiving the disclosure shall within twenty-four hours after receiving the disclosure, cause the disclosure to be reduced into writing containing the same particulars as are specified in subsection (I).”

Additionally, whistleblowers are encouraged to seek and secure legal representation before proceeding

with whistleblowing procedures. These protections include:

1. **Confidentiality and Anonymity** depending on the nature of the accusations leveled against the corporation.
2. **Solutions for Corporate Retaliations** such as compensation and other benefits owed to the employees
3. **Understanding Disclosure Laws** which note that it is illegal to disclose explicitly classified information outside of legal networks.
4. **Financial Compensation.** Though whistleblowing may see like a violation of trust, it is important that ethical practices are carried out throughout to uproot any knowledge of unethical practices within the organization.

Specific improper conduct which may necessitate whistleblowing includes: violations of the company policy; criminal offence; failure to carry out a legal obligation; conduct that shows unfair discrimination on the basis of gender, race, place of origin, social class, colour or political opinion; failure to carry out legal obligations; and acts of reprisal against or victimization of an employee.

Benefits of Whistleblowing to an organization includes:

- Helps combat fraud
- Avoids reputational damage
- Prevents issues escalating
- Reduces losses
- Raises awareness.
- Creates an open culture.

YouTube Videos aimed at Increasing Knowledge of Strata Issues

In response to the general lack of knowledge by the public on a range of strata-related issues, the Commission of Strata Corporations (CSC) has taken to electronic/social media with two new extended video

“The Commission has been promulgating the kind of information in these videos on an on-going basis with its mandate to monitor, regulate and supervise Strata Corporations,” explained Marketing Officer, Damian Wilson.”



Screenshot from YouTube video, “All Things Strata”

The first is a four-minute plus animated video which explores what exactly is a strata, and goes into detail regarding the role and composition of the Executive Committee, and most importantly, the submission of annual returns.

The other is a standard, seven minute-plus YouTube video series titled “All Things Strata.” This video goes into greater detail about the definition of a strata corporation, and the implications for shared living arrangements including, what are common areas, and the boundaries of the strata unit.

“These issues represent the most prominent and often misunderstood ones that owners and prospective owners of strata properties need to know,” asserted Damian Wilson. “We believe we have explained the issues in a straight-forward and interesting manner. Our goal is to see greater compliance with statutory

requirements, not limited to the submission of annual returns, but also compliance with the expectations of strata living. Most importantly, we want persons to appreciate the importance of communal spirit and how that will manifest itself in fewer disputes and non-payment of maintenance fees,” he added.

The Registration (Strata Titles) Act requires strata corporations to file with the Commission, within one hundred and twenty (120) days after the end of the current (financial) year - audited financial statements or a copy of the accounts prepared in accordance with generally accepted accounting principles. This must be signed by the Chairman of the Corporation and at least one other member of the executive committee.

Both videos are available on the organization’s YouTube channel.

Who Knew Real Estate

was this Funny

Is Your Mommy Home?

A young Realtor was out door knocking one afternoon and came upon a little girl sitting on a stoop.

"Hi there, my name is Stacey. Is your mommy home?"
The little girl nods and says yes, so the Realtor rings the doorbell.

After five minutes with no answer, she turns back to the little girl and asks her: "Hey, I thought you said your mommy was home?"

"My mommy is home, but I live across the street."

The Problem With Being on Time

The only problem with being on time for your showings is that no one else is there to appreciate it.



The Lightest Building

What kind of building weighs the least? A lighthouse.

The Lowest Inventory

Did you hear about the last remaining unit in the apartment building? It was last but not leased.

The One About the Roof

Did you hear the joke about the roof? I doubt you'd get it—it's over your head



Realtor Magazine

A Realtor I know asked me if I read "Realtor Magazine." I said I did read it—periodically.

Zombies!

Which room in your house are zombies most afraid of?
The living room.

I Could Take 'Em!

"Eh, that Realtor doesn't look so strong. I bet I can take him in a fight!"

"Are you crazy? That guy says he flips houses in his spare time!"



The Cheap Apartment Buyer

My buyer didn't have a lot of money to spend on an apartment, so I asked the listing agent what would be the *condominium* offer the owner would accept.

The Secret to Real Estate Success

After reading books by Tom Ferry and Brian Buffini and going to seven coaching seminars this year, I think I've finally discovered the secret to making serious money in the real estate industry. I'm going to become a real estate coach!

