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Carolyn Blair

PRESENTERS:

Ken Avalos
Mario Barrafato
Chris Blanchard
Sheila Botting
Michael Brooks
Tom Burns
Anish Chopra
Don Clow
Milton Cooper
Michael Cooper
Rags Davloor
Tom Dicker
Neil Downey
Michael Emory
Ryan Fitzgerald
Scott Frederiksen
Jane Gavan
Roberto Geremia
Kevan Gorrie
David Henry
Tom Heslip
Colin Johnston
Heather Kirk
Patricia Koval
Rob Landin
Armin Martens
Andy McCulloch
Doug McGregor
Andrew Melton
Dennis Mitchell
Andrew Moffis
Paul Morassutti
John Morrison
Jeffrey Olin
Chris Potter
Peter Riffin
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Lorne Shillinger
Michael Smith
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RealREIT



Tuesday, September 24, 2013
Metro Toronto Convention Centre
North Building

A Time for Caution or Opportunity?



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The 20th Anniversary of Canadian REITs and Their Evolution into a Significant Real Estate Asset Class

Can Canadian REITs and REOCs Continue Their Strong Growth Over the Next Twelve Months?

The evolution of REITs, the current state and performance of this asset class, the increasing number of IPOs, and what the future holds will be among the many themes and topics that will be the focus of discussion at the 10th annual RealREIT conference on Tuesday, September 24 at the Metro Toronto Convention Centre.

The program will be Co-Chaired by Stephen Johnson, President & CEO, CREIT and Carolyn Blair, Managing Director, RBC Capital Markets Real Estate Group – two of the original pioneers of the REIT sector.

The program will provide valuable insights from the perspectives of senior REIT executives, portfolio managers, and real estate analysts.

The conference is organized by the Real Property Association of Canada and Informa Canada Inc. (the producers of the Real Estate Forums) in collaboration with RBC Capital Markets Real Estate Group, the principal sponsor of the event.

We hope you will take advantage of this high value and extremely informative event.

A Special Event to Honour the 20th Anniversary of Canadian REITs

On Monday, September 23, the Real Property Association of Canada is hosting a special reception and networking event to celebrate the 20th anniversary of REITs. This will be a unique opportunity and occasion to provide recognition to a major part of the Canadian real estate market.

Tickets are \$150 per person. The festivities will be held in the historic Canadian Room at The Fairmont Royal York. The reception, along with food and beverage stations open at 6:00 p.m.

Stephen Johnson and Edward Sonshine Open the TSX on Monday, September 23

To set the stage for the celebratory dinner, Stephen Johnson and Edward Sonshine – the chief executives of the first two Canadian REITs – will open the TSX at 9:30 a.m. on Monday, September 23.



Who Will Attend

The program will be of particular value for:

- CEOs, CFOs, and other senior executives from REITs, REOCs and real estate organizations interested in creating a REIT
- Trustees of Canadian REITs and Directors of REOCs
- Portfolio managers
- Institutional investors, private equity investors, and pension funds
- Financial institutions and lenders
- Commercial real estate brokers
- Investment bankers, research analysts, and financial advisors
- Lawyers, accountants, and other specialists in real estate finance

Education Credits

Attendance at RealREIT may qualify for Continuing Professional Development Education credits from:

Education credits from:

- Appraisal Institute of Canada
- Canadian Association of Accredited Mortgage Professionals (CAAMP)
- Certified General Accountants of Ontario
- Institute of Chartered Accountants of Ontario
- Law Society of Upper Canada
- Real Estate Council of Ontario (RECO)



Wednesday, September 25, 2013

Co-Chaired by:

Kris Boyce, Chief Executive Officer, Greenwin Inc.

Greg Speirs, Senior Vice President, Investment Management, Realstar Management

Visit www.realestateforums.com and select "Canadian Apartment Investment Conference"



A Special Event

Honouring the 20th Anniversary of Canadian REITs

Monday, September 23

6:00 p.m.

**Reception and Food &
Beverage Stations open.**

**The Fairmont Royal York,
Canadian Room**

The creation and listing of the first publicly traded REITs in Canada occurred in 1993. RealFund, CREIT and RioCan set the stage for the creation and growth of Canadian REITs that have now flourished into an asset class that has outperformed all others.

Tickets are \$150 per person. To purchase your tickets, please use the registration form on the back of this brochure or go online at www.realestateforums.com, then click "RealREIT" and "Register". For group ticket purchases, please call 416-512-3807.

This will be a unique opportunity and occasion to provide recognition to a major part of the Canadian real estate market.

General Event Inquiries:

Please call 416-642-2700.

REALpac
Real Property Association of Canada / Association des biens immobiliers du Canada

Tuesday, September 24

7:15 a.m.

REGISTRATION & CONTINENTAL BREAKFAST



8:00 a.m.

WELCOME & OPENING REMARKS

Stephen Johnson, President & CEO, CREIT

8:05 a.m.

OVERVIEW OF THE CANADIAN REIT MARKET: WHAT DOES IT LOOK LIKE TODAY?



The Canadian REIT market has generally continued to outperform virtually all other asset classes with the S&P/TSX Capped REIT Index all-in return for 2012 being over 17%. The opening presentation will provide a brief overview of some of the key factors that have contributed to these conditions and results over the last 12 months, both positively and negatively, and some initial performance results for the Index for the first half of 2013. Given that 2013 is the 20th anniversary of the Canadian REIT market, this market's evolution will be described as a foundation for the next panel.

Carolyn Blair, Managing Director, RBC Capital Markets Real Estate Group

8:25 a.m.

A RETROSPECTIVE ON THE EVOLUTION OF CANADIAN REITS OVER THE PAST TWENTY YEARS: HOW FAR HAVE THEY COME?



A wide ranging discussion among leading industry veterans on how Canadian REITs have evolved over the past 20 years. They will also comment on:

- What were the key steps or events that enabled the REIT markets to develop in Canada?
- Why did it take so long for the REIT market to become "mainstream"?

- What do you wish had happened differently in "REIT world" over the last 20 years?
- How Canadian REIT strategies have evolved over time: pure play vs. diversified; external management vs. internalized; role of debt, accretion and development.
- How do you define good performance for REITs? How should their quality be measured?
- Is the quality of assets among REITs better than the average private or institutional real estate portfolio?
- What is now the typical Canadian REIT model? How do new REITs compare with older ones?
- What are REITs doing to protect investors?
- What ongoing improvements have REITs made in their operating platforms?
- What key regulatory changes have occurred over the past 20 years? Are more expected?

What are the three most important things that need to happen to ensure the continuing success of the Canadian REIT market? What do you foresee over the next 20 years?

Moderator:

Michael Brooks, Partner, Aird & Berlis LLP and former CEO, Real Property Association of Canada

Panel:

Neil Downey, Managing Director & Real Estate Analyst, RBC Capital Markets

Patricia Koval, Partner, Torys LLP

Jeffrey Olin, President & CEO, Vision Capital Corporation

Tom Schwartz, President & CEO, CAPREIT

Edward Sonshine, Chief Executive Officer, RioCan REIT

9:25 a.m.

MORNING REFRESHMENTS



9:50 a.m.

WHAT SHOULD THE LAST 20 YEARS IN "REIT WORLD" TELL US ABOUT THE NEXT 20 YEARS? A CONVERSATION BETWEEN TWO WHO HAVE "SEEN IT ALL"

Milton Cooper, founder of Kimco Realty Corporation (the first U.S. REIT in the modern era), provides some insights and exchanges views with *Doug McGregor*, Chairman, RBC Capital Markets, on what the Canadian REIT market might expect over the next two decades based on what we can learn from the U.S. REIT market over the past 23 years.

10:15 a.m.

IPOs and THE CHALLENGES FACING NEW REITS: PROLIFERATION OR PROGRESS?



The last eighteen months has seen an unprecedented level of activity of proposed and actual IPOs of new Canadian REITs entering the market. There have been many local, modestly sized, externally managed REITs created. Joining them have been a growing number of cross-border REITs created by owners of U.S. or European real estate assets who are finding that their home capital market is not as welcoming as Canada's. Another recent trend features large retailers, who own their stores, surfacing the hidden value of their property assets via REITs. This session will examine these trends from a variety of perspectives.

- Do we need more REIT IPOs? If so, what characteristics should they have, e.g. internal vs. external management, diversification vs. pure play, foreign assets, scale, asset quality?
- If REIT proliferation continues, will it lead to larger REITs, orphan REITs or a bubble?
- Do the new IPOs offer the same quality, transparency, governance, and underwriting standards as older ones?
- Is there investor "fatigue" because there are too many smaller REITs?
- Are the new IPOs in the market with the objective of growing or are they just exiting their private portfolio? What is their strategy?
- Why list in the Canadian market vs. the U.S. exchanges?
- What are the pre-requisites for the successful launch of a REIT owning Canadian assets? How does this compare with a Canadian REIT that owns U.S. based properties?
- Does structure matter, eg. REIT, REOC, FAIT, ETF? What are the advantages and disadvantages of these structures for a REIT or REOC? For investors? For issuers? What are the implications for liquidity? Governance? Growth potential? Risk? Cost to run? Cost to issue? Cost to trade?

Moderator:

Stephen Sender, Managing Director, Industry Head, Real Estate, Global Investment Banking, Scotiabank

Panel:

Scott Frederiksen, Chief Executive Officer, WPT Industrial REIT

Dennis Mitchell, Executive Vice President & CIO, Sentry Investments

John Morrison, President & CEO, Choice REIT

Lorne Shillinger, Partner, KPMG LLP

Michael Smith, Managing Director, Real Estate, Macquarie Research Equities, Macquarie Capital Markets

11:20 a.m. Concurrent Sessions (Attend 1 of 2)

SESSION A1

WHAT DOES AN INVESTOR WANT OUT OF A REIT? HOW DO YOU COMPARE PRIVATE EQUITY, PENSION FUNDS AND SECURITIZED REAL ESTATE?



This session will examine how REITs and REOCs are managing their balance sheets in this very competitive environment, and an understanding of the rising cost of capital and its impact on market conditions. The panel will also compare the pros and cons of private equity funds vs. REITs along with some of the key differences between pension fund real estate ownership and REITs.

- What are the principal results that an investor wants out of a REIT?
- How does an investor determine who is a good operator?
- Comparing REITs and pension funds: could accountability be one reason why REITs have a better cost of capital? What important is transparency?
- What are the pros and cons of a private equity fund vs. a REIT to an investor?
- What are the major differences between the investment strategies of pension funds and REITs?
- What is the right capital structure and appropriate level of debt for a Canadian REIT compared with a private equity fund? What are some examples of creative financing that REITs and REOCs have used to raise capital in this market?
- Is the buy-side in today's market focusing more on yield + growth rather than only yield?
- What is the franchise value of a REIT? Are mainstream REITs getting higher value? Do they have the capability to grow their NAV using sophisticated capital allocation in a rising interest rate environment?

Moderator:

Sheila Botting, Senior Practice Partner, Client Cabinet & National Leader, Deloitte Real Estate

Panel:

Mario Barrafato, Senior Vice President & CFO, Dundee REIT

Kevan Gorrie, President, Pure Industrial REIT

Heather Kirk, Managing Director, Equity Research, BMO Capital Markets

Corrado Russo, Managing Director, Real Estate Securities, Timbercreek Asset Management

Stephen Taylor, President & COO, Morguard

SESSION A2

REITs AS DEVELOPERS: ARE THEY CAPABLE OF MOVING UP THE RISK CURVE SUCCESSFULLY?



A growing number of REITs are considering or undertaking new developments as an appropriate strategic means for growth. On the one hand, the significant degree of cap rate compression and the lack of quality assets being available for sale make it difficult for a REIT to grow acquisitions only. On the other side, market trends and opportunities associated with government planning policies are very supportive of urbanization, intensification, and facilitating higher density forms of development. The economics of development are becoming compelling when compared with cap rates. This panel will examine these questions in some greater detail and how REITs can pursue development strategies successfully.

- How does development relate to the need for a REIT to balance yield vs. creating deferred benefits?
- How are investors, portfolio managers and analysts viewing REIT development strategies?
- Are there practical issues that make it difficult for REITs to do so or not? If so, how can they be overcome?
- Where are the cost parameters heading associated with respect to inner city land prices and construction costs? What impact are they having on development pro formas?
- What is the ideal way for REITs to approach these opportunities?
- How does aging infrastructure affect your urban intensification plans?
- With the growing number of new developments being undertaken by a wide range of investors, is a danger of over-supply of new product in some markets?

Moderator:

Paul Morassutti, Executive Vice President & Senior Managing Director, Valuation and Advisory, CBRE Limited

Panel:

Tom Burns, Executive Vice President & COO, Allied Properties REIT

Anish Chopra, Managing Director & Portfolio Manager, TD Asset Management

Don Clow, President & CEO, Crombie REIT

Andrew Melton, Chairman of the Board, Melcor REIT

Mario Saric, Director, Real Estate and REIT Analyst, Scotiabank

Sponsorship Opportunities

Contact Frank Scalisi
frank.scalisi@informacanada.com or 416-512-3815

12:10 p.m.

INFORMAL LUNCHEON

STIKEMAN ELLIOTT

LUNCHEON REFRESHMENTS



1:05 p.m.

ECONOMIC OUTLOOK FOR 2014: WHERE ARE WE HEADING?

AIRD & BERLIS LLP

Barristers and Solicitors

An insightful presentation on the fundamentals that are driving the Canadian economy. What is the outlook for employment and population growth, inflation, interest rates, and commodity prices? What sectors in particular are driving job creation? What should we be watching for? What geo-economic trends and macro risks also require monitoring? What current issues are facing European markets, the United States and other tier one countries and emerging markets? What lies ahead for the remainder of this year and eventually for 2014? Is the U.S. economy back from its anemic state?

Using a wireless survey, the audience will be polled for their predictions prior to the presentation. You will have an opportunity to compare your thinking with the expert's views.

Speaker:

Craig Wright, Senior Vice President & Chief Economist, Royal Bank of Canada

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1:50 p.m. Concurrent Sessions (Attend 1 of 2)

SESSION B1

CAPITAL FLOWS: WHAT ARE THE MAJOR SOURCES OF THE CAPITAL HEADING INTO REITs? WILL THEY CONTINUE TO BE ACCESSIBLE?



How strong is the case for investing in publicly listed real estate at this time? How extensive is the shortage of yield in today's investment market? In light of the challenges faced by other asset classes, is real estate still offering investors steady and favourable yields or are rising bond yields softening the market? This session will examine these and other questions in-depth. Some Canadian vs. U.S. market perspectives will be addressed.

- How much capital needs to be deployed given all the funds trying to enter the real estate markets? From where is all the capital that has been heading into REITs coming?
- For some global investors, Canada is seen as a low risk/ low return market. Better opportunities lie in Japan, Australia, Singapore and some other countries. What will this mean going forward?
- How does securitized real estate stack up against other investment options with respect to raising equity or debt at this time?
- Secured vs. non-secured markets: is there a different mix emerging? Are we seeing more non-secured? Is the pricing disconnect sustainable?
- What major priorities are used to evaluate public real estate companies in this market environment, e.g. balance sheet strength, liquidity, distribution coverage?
- Do the capital and investor markets favour larger real estate entities or do they simply want the existing ones to get bigger? Are micro-caps dead?
- What is the role of ETFs as buyers of REITs? What happens if they sell off their positions?
- Should diversification be provided by individual REITs/ REOCs or by investor's portfolio management?
- What would cause you to shift away from REITs and REOCs? If away, into what?

Moderator:

David Weinberger, Partner, Stikeman Elliott LLP

Panel:

Rags Davloor, Senior Vice President & CFO, RioCan REIT

Ryan Fitzgerald, Vice President, Portfolio Management & Portfolio Manager, CI Investments Inc.

Andrew Moffs, President and Portfolio Manager, SRE Securities Canada Inc.

Vlad Volodarski, Chief Financial Officer, Chartwell Retirement Residences

SESSION B2

WHERE ARE VALUATIONS AND CAP RATES HEADING? HAVE THEY ENTERED A HIGH RISK ZONE? IS IT TIME TO BUY, SELL OR DEVELOP?

The pricing of office, industrial, retail and multi-unit residential assets across Canada have generally reached record high levels. Cap rate compression has continued to unabated across all property classes. A panel discussion examine what are some of the most significant challenges, risks and opportunities that a REIT senior executive is facing in managing assets in these market conditions and making the ultimate decision of whether to buy, to sell or to pursue development as a viable investment alternative. Among the questions that will be examined:

- Where are cap rates heading? Have they peaked in light of rising bond yields? Do valuations and fundamentals still make sense? Given pricing and availability of product, is this a time to be a seller or a buyer?
- What are the biggest value determinants in various markets now? How is the "value-added" measured? Is AFFO per unit and NAV per unit growth more important than asset growth?
- How do evaluate internal growth opportunities (rental growth; cash flow growth; occupancy growth) vs. external growth (accretive buying, development)?
- What can a REIT do to deliver organic growth and manage costs effectively?
- How does all this relate to a REIT's need to balance yield vs. creating deferred benefits?
- What are the pros and cons for REITs to undertake development activity?
- How can you play the secondary markets? Could they offer better opportunities on a risk adjusted basis?
- Is there a housing bubble in Canada? Will this really matter to REITs?

Moderator:

Colin Johnston, President, Research, Valuation & Advisory, Altus Group

Panel:

Roberto Geremia, President, Boardwalk REIT

Tom Heslip, Chief Executive Officer, Granite REIT

Armin Martens, President & CEO, Artis REIT

Peter Riggan, Chief Executive Officer, Northwest Healthcare Properties REIT

2:50 p.m.

GOING GLOBAL OR STAYING AT HOME? WHAT BEST IN CLASS PRACTICES NEED TO BE CONSIDERED?



ALLIED

Canadian REITs are buying foreign assets; foreign issuers are becoming Canadian REITs; Canadian investors can buy "best in class" REITs or ETFs from various countries. The panel will examine what are the "Best Practices" from around the world. The session will open with a brief overview comparing the size and performance of various global REIT markets to Canada's.

- Are Canadian REITs well equipped to acquire and operate foreign asset? What are the implications of such a strategy from the perspective of taxes, distance management, and local market knowledge?
- Why should Canadian investors buy Canadian REITs with foreign assets instead of buying "best in class" local REITs in foreign markets?
- Are Canadian REITs practical vehicles for investing in foreign properties?
- What have been the cross-border global experiences of our REITs?
- How are investors responding to U.S. or European real estate owners who launch new Canadian REIT IPOs to take advantage of access to our capital?
- Why has foreign ownership of Canadian REITs dropped?
- What are the "best practices" among REITs around the world for: legal structure; quality of assets; tenant quality; innovative and non-traditional asset classes; corporate sustainability; disclosure; governance; disclosure / transparency; executive compensation; cost management; AFFO calculation; IFRS best practices; CAPEX reserves; tenant relations; research analyst coverage; institutional ownership and participation; investment banking standards; debt structure: available sources, cost; capital allocation; ETF ownership; and liquidity.

Moderator:

Chris Potter, Partner, National Leader Real Estate Tax Practice, PwC

Panel:

Ken Avalos, Vice President & REIT Analyst, Raymond James Ltd.

Chris Blanchard, Portfolio Manager, Emerging Markets, Presima Inc.

Tom Dicker, Portfolio Manager, GCICL/Dynamic Funds Ltd.

Jane Gavan, President & CEO, Dundee International REIT

Rob Landin, President & CEO, Milestone REIT

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3:40 p.m.

REITs AND REOCs: WHAT IS THE OUTLOOK FOR THE NEXT 20 YEARS?



An insightful examination of the challenges, trends, and issues facing Canadian REITs and REOCs, and what CEOs and senior investors are doing to prepare for the unknown horizon. What will the next 20 years look like? The following are some of the questions that will be examined:

- Why have Canadian REITs been so successful? For their management? For investors? What emerging risks should they be most concerned about?
- What is going to happen over the next 20 years? What will the cycle look like? What will be the prevailing cap rates of that time? Will REITs be playing defense? Who will be the buyers? Where will interest rates be?
- What will be the impetus for and the major factors supporting growth for the remainder of 2013 and 2014?
- How are REITs responding to the strong urbanization forces across Canada? Are they going to be part this city building trend? How much development activity is appropriate for REITs? How should it be funded?
- Will Canadian retailers be successful in taking advantage of attractive access to capital and creating REITs?
- What do REITs need to do individually, and as an asset class, to avoid having an accident?
- What are the three most significant things that you need to do "right" in order to deliver unitholder value?
- What is an optimal capital structure/payout ratio to minimize your cost of capital and maximize growth?
- What are the most pressing governance issues facing public real estate entities right now?
- What do you consider to be the greatest opportunities and risks to your business at this time?

Moderator:

Stephen Johnson, President & CEO, CREIT

Panel:

Michael Cooper, Vice Chairman & CEO, Dundee REIT

Michael Emory, President & CEO, Allied Properties REIT

David Henry, Vice Chairman, President, CEO & CIO, Kimco Realty Corporation

Andy McCulloch, Managing Director, Private Market Research & Quantitative Analytics, Green Street Advisors

Dori Segal, President & CEO, First Capital Realty

4:40 p.m.

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Travel

Porter Airlines is offering RealREIT attendees 15% discount on all fares. Book online at www.flyporter.com or call 1-888-619-8622 and quote promo code: REIT13.

Registration Modifications, Substitutions & Refunds

- REGISTRATION MODIFICATIONS** (including delegate substitutions) made after Tuesday, September 17, 2013 will be subject to an administrative fee of \$50.
- REFUNDS** will be provided for cancellations in writing prior to Tuesday, September 17, 2013. An administrative fee of \$75 will apply.

Please print legibly. For additional registrations from the same organization, please photocopy this form.
Confirmation of your registration will be sent by email. Deadline to register is September 17, 2013.
Do not scan and email credit card information.

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(PLEASE **CIRCLE** YOUR CHOICES)

RealREIT
CONCURRENT SESSIONS

Review the concurrent sessions in the program and circle your choice below. As space may be limited, seating will be on a "first come, first served" basis.

11:20 a.m. A1 or A2

1:50 p.m. B1 or B2

MONDAY, SEPTEMBER 23:

20th Anniversary of REITs Evening

Per Person \$150.00
For group ticket purchases, please call 416-512-3807.

Register by Sept. 16

TUESDAY, SEPTEMBER 24:

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WEDNESDAY, SEPTEMBER 25:

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Up to Aug. 26 After Aug. 26

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