



# SASK APPRAISER

Official Newsletter of the **Saskatchewan Association of the Appraisal Institute of Canada**  
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## President's Message – By Graham Wolk, CRA

I'd like to start off by congratulating Lee Fuller, the Professional Development Committee and our Executive Director for putting on the best provincial conference I've attended. All speakers at the 2003 Spring Professional Development Conference were well prepared, knowledgeable on their topics and eager to share their knowledge. My personal favorites were Irwin Blank from SAMA, and Craig Kuse from ICR-Ashford.

We had our first Provincial Council meeting April 29, 2003, where we set out our yearly agenda, and asked all Committees to meet, set their goals for the 2003-2004 Council year, and report back to Council in late May. Please bear in mind that our number one priority is to continue following the Strategic Plan of the last few years and making sure we stay on track.

This Strategic Plan will be posted on our new web site in the Members Log in area under Publications. We anticipate the new site will have just launched by the time you receive this newsletter, or it will just be a matter of days before you can view it yourself at [www.skaic.org](http://www.skaic.org).

A very important part of the Strategic Plan is external communications, and so we will continue to implement the Marketing Initiative that was begun

in 2002. The background work is done. Now you will see it in action!

Another important topic is Government Liaison, an area that we have lacked focus in over the past few years, and we hope to rectify this in the coming year. We will continue to lobby with Information Services Corporation regarding search fees, SAMA regarding their fees, and any other organizations requiring the Association's attention to address your concerns.

The issue of declining membership is also another area where we hope to focus our attention. We have many senior appraisers in this province who will be retiring in the next five years, but significantly fewer younger, new members who will carry forward the future of the appraisal profession. We need to re-double our efforts in this area or the "right-sizing" some of our members feel they are experiencing now will turn into burn-out sooner than they realize. Therefore, we will attempt to complement the steps National will be taking to recruit new members.

As well we will continue to focus on Continuing Professional Development and hopefully offer several semi-

nars for our members.

Finally, I am proud to introduce you to the 2003-2004 SK AIC Provincial Council:

**President: G. Wolk**  
**Past President: G. Woyinarski**  
**NGC Rep: G. Hupp**  
**Treasurer: D. Gabruch**  
**Admissions: M. Garcelon**  
**Public Relations: E. Selby**  
**Prof. Development: T. Fox**  
**Liaison: G. Wolk**  
**And our Members-At-Large:**

- P. Hoffman
- S. Quiring
- D. Schweitzer
- M. Fox

It will be a pleasure to work with such a strong mix of seasoned members and several new participants on Council. It is refreshing to see so many new faces in leadership positions. This only bodes well for the future of the Association.

It is also important for you, the member, to assist Council. Any suggestions you may have can be directed to our Executive Director, Bev MacLeod, at the Association office, or to myself at 791-7648, or any member of the Provincial Council.



Spring is in the air!

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### Special points of interest:

- New Provincial Council
- National Governing Council Update
- 2003 National Conference postponed
- Unveiling of re-developed provincial web site
- Continuing Professional Development Policy repeated
- Highlights of Spring 2003 Professional Development Conference
- Future Seminars
- Educational Policy Update



## National Governing Council – By Gerald B. Hupp, AACI

On February 22<sup>nd</sup> & 23<sup>rd</sup>, 2003 National Governing Council held it's winter meetings in Ottawa. Many Provincial Presidents and Executive Directors, as well as National Office staff were in attendance. Following is a summary of what transpired at these meetings.

A great majority of the one and a half days was spent on a review of National Bylaws and Regulations in an effort to eliminate variances between the two documents, match the Institute's current terminology, and to reflect policy changes that have occurred since the last review. Sheila Young's Bylaw Review Committee should be congratulated for completing this review. It is the Institute's intent to undertake a Bylaw review every five years.

These Bylaws will be brought before the membership at the 2003 National Annual General Meeting, and if approved, will be formally adopted by AIC at that time.

Criteria for the selection of Fellows to the Institute were presented and approved.

A Nomination Committee was established to identify and nominate members to Institute committees and work groups. Keith Goodwin, Brad Wagar, Michel Colgan, Peter MacLellan, Robert Coulter and John Clark were appointed to the Nominating Committee.

Keith Goodwin was appointed to the Appraisal Foundation for 2003 on a temporary basis.

Consequences for non-compliance with the new Continuing Professional Development program were

spelled out. Members who fail to take, or are unsuccessful in passing, the Appraisal Standards Seminar every five years will be suspended from membership in the Institute. For all other credits short of the required number at the end of the CPD cycle, members will be fined \$200 per credit short.

The rationale behind choosing these monetary consequences was based on the seriousness of the alternative. The old consequence was that members would become members "Not in Good Standing", which meant they would be ineligible for Liability Insurance, which would directly impact their ability to earn an income. Therefore, the monetary consequence for being short credits was deemed more favourable, and a more realistic impetus to encourage members to achieve their continuing education goals without unduly affecting their ability to earn a livelihood.

NGC also adopted the UBC proposal that the BUSI 444 Comprehensive Case Study Examination be considered equivalent to the Single Family Demonstration Report for CRA designation purposes.

A small fee increase for retired members was approved. As well a small administration fee, to cover actual costs, was introduced for those members who want to receive Institute information in printed format only.

The Standards Board was instructed to undertake a research project aimed at identifying and defining the scope of work for CRAs and to review and recommend State-of-Art methodologies for the performance of resi-

dential valuations, including statistical analysis with the key objective of mitigating claims against members. The Standards Board has also been given direction to enhance both the classroom and distance versions of the Standards seminar, with both to include an exam.

Applications for the Counsellor, Professional Practice position were received, and interviews were held on February 24<sup>th</sup>, 2003. The new Counsellor, Professional Practice, is David Hildebrand, whose duties are now formally underway.

A recruitment policy resulting from the Post Graduate Certificate in Real Property Valuation has been developed, and a promotional package is being prepared to distribute to the Business School Faculties that offer Real Estate Programs.

As you are all likely now aware, the next meeting of National Governing Council was to be held from June 12<sup>th</sup> –16<sup>th</sup>, 2003 in conjunction with the 2003 National Conference in Toronto, **but it has now been postponed**. The formal meetings will still be held in 2003 at a date still to be determined. However, the Conference itself has been delayed until June 2004.

Personally, I have been tasked with assisting the Institute to research non-fee or "institutional" opportunities for our members. If you have any ideas you wish the National committee to include in their report, please contact me directly.

As always, I am available to our members to help in any way I can. I expect to be around for the majority of the summer if you need to reach me.

***"A recruitment policy resulting from the Post Graduate Certificate in Real Property Valuation has been developed, and a promotional package is being prepared...."***

# Admissions & Continuing Professional Development— By Mike Garcelon, AACI

I would like to take this opportunity to thank my predecessor, Charlene Dalen AACI for a job very well done. Charlene steered the Admissions Committee through a tumultuous couple of years which saw the complete restructuring of the education program, the replacement of the articling program, and the end of a re-certification cycle. Charlene's hard work and long hours ensured that not only were these changes implemented, but that our members were well served by the Admissions Committee.

The following five members have earned new designations and received their certificates at the 2003 Spring AGM in Saskatoon. Our congratulations are extended to each for this significant personal achievement:

- Laina Chwelos, CRA (Prince Albert)
- Grace Muzyka, AACI (Saskatoon)
- Chris Perret, AACI (formerly of Saskatoon, now in Edmonton)
- Roger Frey, AACI (Regina)
- Charlene Dalen, AACI (Saskatoon)

The past few years have seen substantial change in all of our admissions

programs. Our educational offerings are now handled entirely by the University of British Columbia. The Articling program has been eliminated and in its place we now have the Applied Experience Program. And, our Re-certification program has been replaced with the Continuing Education Program. These new programs have been designed to reflect today's realities.

The education program, formerly delivered by the Appraisal Institute of Canada, is now delivered and administered entirely by the University of British Columbia. If you require any information on education issues, please contact the Real Estate Division of UBC at 1-888-776-7733, or visit their website at: [www.realestate.ubc.ca](http://www.realestate.ubc.ca).

The Continuing Professional Development Program is now self-administered entirely online. Members may enter their CPD credits on the Appraisal Institute of Canada web site ([www.aicanada.ca](http://www.aicanada.ca)). There is no need to keep and submit log books any more! However, please keep your credit documentation as there will be a random audit at the end of this cycle in 2007!!

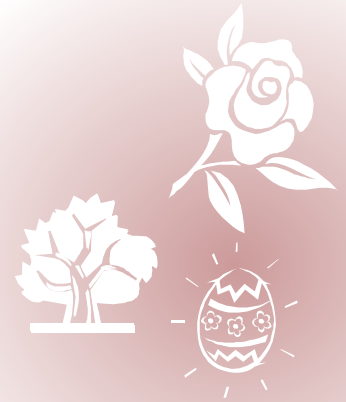
The Applied Experience Program (AEP) replaced the Articling Program, and is administered by

the provincial associations. The AEP ensures that all designated members have obtained experience in the principles of value and professional skills. The Candidate and Mentor must meet with the Board of Examiners before commencement of the term, and again at the end of the term to ensure the expectations of the Appraisal Institute of Canada are met. At this time we anticipate that our next Board of Examiners interviews will be scheduled around the Fall 2003 Professional Development Conference (please keep posted for further details).

I anticipate the expectations of this portfolio to evolve over time as the needs of our members change. One area that I hope to concentrate more attention on is candidate needs. If you have any ideas on this, please let me know.

In closing I would like to extend all our members best wishes for the coming summer months. And as always, if anyone has any questions or concerns, please do not hesitate to contact me.

*Mike Garcelon is also still an active member of both the provincial Public Relations Committee and the National Public Relations Committee. Thank you, Mike, for your active involvement with AIC!!*



*"The following five members have [recently] earned new designations..."*

- **Laina Chwelos, CRA (Prince Albert)**
- **Grace Muzyka, AACI (Saskatoon)**
- **Chris Perret, AACI (formerly of S'toon, now in Edmonton)**
- **Roger Frey, AACI (Regina)**
- **Charlene Dalen, AACI (Saskatoon)**



## Public Relations – By Elise Selby, CRA & Beverly MacLeod

The Saskatchewan Association of the AIC's marketing initiative is well underway.

The Association's Provincial Council, who represent the members, came together to create a shared vision of three clear goals for a marketing initiative:

- ❖ To achieve a higher public profile through **raising awareness** of appraisal services
- ❖ To **increase demand** for appraisal services in Saskatchewan
- ❖ To **recruit new appraisers** to the profession to resolve difficulties of a declining membership.

Why has the Association chosen now to pursue such an initiative? Why didn't it do so before? Let's address the second question first.

In the past, Councils have recognized that it was not prudent to spend members' money on one or two "stand-alone" marketing or advertising projects because they would not have created any lasting impact. It also did not make sense to take advantage of no-cost or low-cost opportunities if the Association had not developed consistent key messages it wished to deliver. You may ask why the Association had not addressed creating these key messages before this. The answer lies in the actual structure and evolution of the Association. Even though the organization has been incorporated since 1979, and the Institute certainly had a presence in this province well before then, the Association in its current form is still in its infancy.

Since the re-structuring in 1996, when the provincial

Association was no longer run strictly by volunteers



Another sign of Spring!!

(staff was hired), the organization had to start with the basics —devise a skeleton structure and goals, directed by Provincial Council, and implement an operational strategy. The Association underwent considerable growing pains as it attempted to define its role, focus on priorities, and find committed people willing to continue to direct the organization.

Over the last few years, one of the focuses has been getting the Professional Development role of the Association functioning efficiently. The behind-the-scenes structures were developed in conjunction with devoted volunteers, they have been tested over time, and recent consistent positive feedback at provincial conferences has shown that this system is now working well. These kinds of successes are not developed overnight. They take time.

The same kind of care and attention was required in the Public Relations arena. Devoted volunteers who had an interest in Public Relations needed to step forward and take the initiative to develop a long-term public relations strategy for the Association. The Associa-

tion was lucky to have someone step forward recently, who suggested Provincial Council hire a marketing expert, and moved the Association forward by supporting the development of the currently adopted marketing initiative.

The "road-map", or long-term marketing strategy, was adopted by the membership in June, 2002. Members are now waiting to see the results.

The good news is that a lot of the behind-the-scenes work is complete. Many of the tools for the strategy have been created and are now about to be launched. In the December, 2002 edition of the SAS-KAPPRAISER, the membership was given a "sneak peek" of some of the print ads that have been created, including ones for the Regina Real Estate Review, for provincial trade journals, for classified sections of newspapers, and even a coloured TV still for the Regina real estate channel.

We are in the process of authorizing the release of much of this printed advertising material pending the finalization of the re-designed web site. It is our expectation that the web site should have launched by the time you receive this newsletter, or if not, it will only be a matter of days for it to be on-line. We will be sending out a broadcast e-mail notifying the members the very minute the site goes live!

Other tools have also been developed. In October, 2002, our Speakers Bureau volunteers attended a two-day workshop to train them to speak to the media, and to focus on the key messages the Association wants to get

*"Devoted volunteers who had an interest in Public Relations needed to step forward and take the initiative to develop a long-term public relations strategy for the Association."*

## Public Relations (Continued)

out to both the general public and specific business audiences.

While we have already contacted 14 organizations and made them aware of our new Speakers Bureau, we will get the best use out of this program if our organization continues, and enhances, its efforts to network with "like" organizations, and also with organizations who use valuation services. We will gain further speaking opportunities through consistently taking our place at the table as stakeholders to organizations that we depend upon to assist us do our work.

We have also developed some trade journal articles (as opposed to print ads) that will be published over the spring and summer of this year. This will be another

attempt to raise the profile of real estate valuation professionals in this province.

Related to this, we are exploring writing feature articles about various valuation topics and submitting them to local newspapers. However, for this to be successful we need some of our members to step forward to assist us. We have very little local printed information from which to draw. **Therefore, we will need SK members willing to step forward to write articles on various topics.** We will be sending out a broadcast e-mail in the very near future outlining the topics we feel would create the largest audiences, with the intent to recruit those of you willing to help.

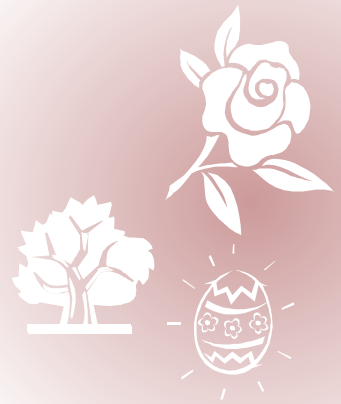
We would also encourage each of the members to cre-

ate your own information sessions describing the benefits of an appraisal. Invite your local community groups, and through time you will see demand for valuation services increase.

Finally, we will be joining the National campaign that promotes the new Post-Graduate Certificate in Real Property Valuation in an attempt to recruit new members to the profession.

Watch for our presence in the market to be felt province-wide over the next few months. Certainly, if there are other low-cost or no-cost ideas you feel we can leverage to raise the profile of this profession, please contact us and we will explore how we can make them happen.

Thank you for your continuing support.



## Professional Development – By Thomas Fox, CRA

Feedback from the 2003 Spring Professional Development Conference and AGM was very positive, and the turnout was excellent with just under 50 members in attendance.

While I was unable to go to Saskatoon myself, I understand from those who were there that the presentations very much followed the theme "Information is Value" and were very well done.

The conference sessions were organized by the very competent members of the standing Professional Development team:

- Peter Lawrek
- Bill Dodge
- Lee Fuller
- Dave Gubbe
- Roger Frey

I know our Saskatchewan members are very appreciative of their efforts on our behalf.

I was asked by our new President to Chair the Professional Development Committee in the coming year.

I look forward to serving with this key committee and continuing the tradition of offering very relevant and interesting seminars for our members in the future.

I would also like to welcome Doug Schweitzer, AACI, to the fold. He is a new Member-At-Large on the Provincial Council and will make a welcome addition to this committee. New perspectives always benefit group work such as this.

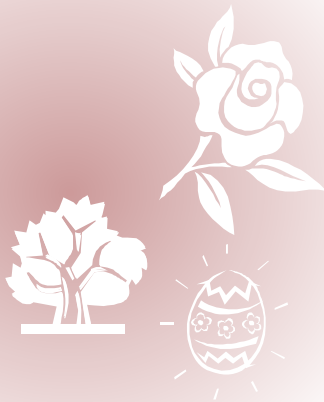
I understand from the Executive Director that the Association is already planning to host a Standards seminar in early fall. The behind-the-scenes organization for this session is already underway.

We will also be generating ideas for the Fall 2003 Spring Development Conference in our up-coming committee meeting. Watch for more details on this in the next edition of the newsletter.

Of course, we also welcome your ideas for upcoming sessions. You are the one who knows what trends you could benefit the most from learning more about. Please feel free to contact myself, the Professional Development team, or the Association office with your ideas.

**Have a terrific summer!**

***"...we will need SK members willing to step forward to write articles on various topics...to submit to local newspapers"***



# Treasurer's Report & 2003 Budget –

By D. Gabruch, AACI

I have just recently taken over the Treasurer's position for the SK Ass'n of the AIC. I will be spending my early days becoming more thoroughly acquainted with the accounts, reviewing monthly financial statements, and monitoring your dollars relative to the initiatives the Association will be undertaking.

I have included the 2003 Budget in order for members to examine what the Association is targeting for this year. The Executive Director informs me that we budgeted for 128 active, full-paying members, yet have only received payment from 120. This will impact our total annual revenue if we are unable to make up this shortfall through other means.

The majority of membership dues income has been collected. Income from the remainder of the year will come from Professional Development activities. I look forward to serving.

*“...we budgeted for 128 active, full-paying members, yet have only received payment from 120. This will impact our total annual revenue if we are unable to make up this shortfall through other means.”*

AIC - SASKATCHEWAN ASSOCIATION REVENUE and EXPENSES 2003 BUDGET		2003 Budget
<b>REVENUE (Operating):</b>		
<b>Membership Fees</b>		33,280.00
<b>Membership Services</b>		3,240.00
<b>Interest</b>		
<b>Yellow Pages</b>		3,000.00
<b>Professional Development/Courses</b>		25,000.00
<b>Other (GST, Grants, etc)</b>		
<b>TOTAL Operating Revenue</b>		<b>\$64,520.00</b>
<b>EXPENSES (Operating):</b>		
<b>Advertising</b>		3,000.00
<b>Professional Fees</b>		21,000.00
<b>Corporate Fees</b>		500.00
<b>Provincial Office Operations</b>		14,611.00
<b>Special Meetings - Provincial</b>		
<b>Regular Meetings - Provincial</b>		2,200.00
<b>National Meetings</b>		3,740.00
<b>Professional Development/Courses</b>		12,095.00
<b>Volunteer/Member Appreciation</b>		
<b>GST Expenses</b>		
<b>Member Services Inventory</b>		
<b>Committee Expenses</b>		2,420.00
<b>Bad Debts, Dep'n &amp; Other</b>		
<b>TOTAL Operating Expenses</b>		<b>59,566.00</b>
<b>2003 NET Operating Income</b>		<b>\$4,954.00</b>
<b>2003 Marketing Plan Initiative:</b>		
<b>Funding: Special Levy (\$100 per Member)</b>		<b>\$12,800.00</b>
<b>Marketing Expenses</b>		<b>\$16,590.00</b>
<b>2003 Net Marketing Initiative</b>		<b>(\$3,790.00)</b>
<b>Total Net Income (Current Earnings)</b>		<b>\$1,164.00</b>
Prepared by: Roy R. Hjelte, AACI Treasurer, 2002 AIC - Sask. Assoc.		

# AIC National Policy & Procedure Updates

## **Updating Member Contact Information:**

We encourage members to keep their contact and profile information up-to-date on-line ([www.aicanada.ca](http://www.aicanada.ca)). All correspondence from AIC – from either the National or provincial office – uses contact information stored on the National database which is updated from information you enter on-line. If you do not keep this information current, you risk missing important information from the Institute.

## **Continuing Professional Development (CPD) Non-Compliance Policy:**

Those members failing to take, or who are unsuccessful in passing, the Appraisal Standards Seminar every 5 years shall be suspended from membership. It also provides that members who have passed the

Appraisal Standards Seminar but have otherwise not obtained the 60 CPD credits over the 5-year cycle, be fined \$200 per credit/hour outstanding. Prior to this new policy members could be suspended for failure to obtain the necessary 60 credits.

## **Standards Seminar:**

NGC has directed the Standards Board to enhance both the classroom and distance learning versions of the Appraisal Standards seminar and **they are both to include a final exam.**

## **Post-Graduate Certificate in Real Property Valuation:**

This program will target graduates of business degree programs offered by Canadian universities, including B. Comms and B.

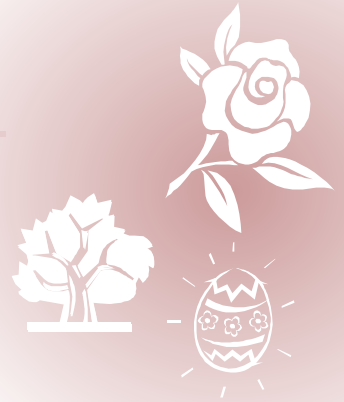
Admin grads. Individuals with these degrees will only be required to complete six courses: **BUSI 330, 331, 442 452, plus two of the following electives: BUSI 300, 401, 443, 444, or 470.**

## **Attention Assessment Members:**

The BUSI 444 Comprehensive Case Study is now deemed equivalent to the Single Family Demonstration Report for CRA designation purposes.

## **Program Completion Re-**

**quirements:** An amendment to Regulations impacts when education programs must be complete to achieve designations. Members now have a defined number of years **from the date of commencing the academic program** rather than when they became AIC members to complete the program.



## Continuing Professional Development Policy

In 2002, the Mandatory Re-certification Program was revised and renamed the Continuing Professional Development Program. Under the mandatory program, AACIs, CRAs and Candidates must meet the program's requirement every 5 years in order to remain members in good standing....

Members are encouraged to post credits as they obtain them. The CPD reporting cycle commenced October 1, 2002 and will end September 30, 2007. Requirements of the program are:

### **Candidates included,**

- 60 credits for AACI/CRA/Candidates within 5 year cycle
- 20 credits carryover from previous cycle
- 100% completion of assignments required for courses

Valuation and Auxiliary credits are replaced by Professional Development Credits. A Professional Development Credit is defined as: one (1) hour of organized learning on a subject that advances knowledge or skills of professionals working with the principles of value related to real property.

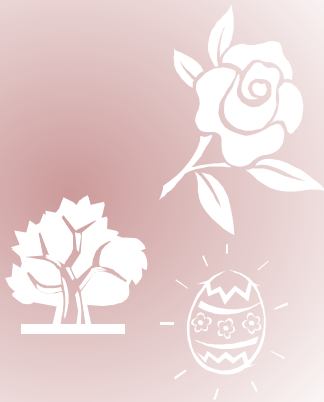
**Required annual posting of the members' CPD credits is the members' responsibility.** Members should post their CPD credits on the National web site ([www.aicanada.ca](http://www.aicanada.ca)) in the Members section. Once you are logged in, please go to the section called "Credits" and click on it to gain access to the posting screens. Follow the on-line instructions at this site.

For those without Internet access, a photocopy of the log containing creditable experience for a one-year period must be sent to the provincial association office for posting. An administrative charge will be incurred for credit posting done by the provincial association offices.

**RECERTIFICATION CARRY-OVER CREDITS:** In the March 20/03 edition of the Communique, National office notified members that all recertification carry-over credits were added to your member profile on the National web site. Please log on to confirm the numbers have been transferred correctly from their database. National has asked that you contact Susan Macdonald should your carry-over credits appear inconsistent with your records. [Info@aicanada.ca](mailto:Info@aicanada.ca)

*We ran the Continuing Professional Development Policy in the last edition of the SASKAPPRAISER, but judging by the number of inquiries we are still receiving, it bears repeating in this edition. Please contact the Association office if you are unsure about any aspect of this policy.*

**CANDIDATES**  
*must also complete the new Continuing Professional Development Program.*



## Executive Director's Report – By Beverly MacLeod

### The Year in Review:

The theme of the 2003 Spring Conference was "Information is Value". The content of the conference sessions actually reflected the work that was done on your behalf by your Association over the past year.

One focus was accessibility to data as it relates to appraisal due diligence. It became evident as the Provincial MLS, ISC, and SAMA sessions unfolded exactly how relevant the topics were for the future of appraisal in Saskatchewan.

During the AGM, we acknowledged the outstanding personal achievements by some of our members. First, we recognized those who have recently attained designated status with the Institute. Many of these members, through perseverance and determination, manoeuvred their way through several changes in the Institute's educational streamline to reach their professional goals. I would like to add my voice to those offering congratulations on a job well done.

Also, a ceremony was held to recognize the honour roll recipients. First, the Association recognized Rick Brunson, AACI, P.App for his outstanding contribution to the Institute.

His partner, Doug Martin, paid a respectful tribute to his colleague of many years. Then Charlene Dalen provided a touching slide presentation whereby she honoured Jeannette Beatty, AACI posthumously. Honouring Jeannette also reminded us of the unusually high number of members who passed away this year.

A presentation was made to report the Association's progress on implementing our marketing plan. This has been addressed elsewhere in this issue.

Finally, I would like to respond to the kind words of Georges Lozano, the new CEO of the Institute, who made the comment that National staff has no corporate memory, but they can count on me for assistance when they are faced with tasks for which they have no background. I offer my help because I know first hand what it is like to operate in the AIC system without any cross-training. I learned the system on my own, and had to independently investigate many things. I know my members suffered because of this; therefore, I work willingly with the National staff to ensure more members do not face the same fate. I also believe that members benefit from strong cooperation between the National and provincial body — a wonderful fringe benefit of the restructuring. The new National staff are professionals who are really trying to do a good job on your behalf. They are to be commended.

### **The Year Ahead**

Looking forward to this next Council year, I see a num-

ber of things on the horizon.

Saskatchewan real estate appraisers must work hard this year to position themselves as real estate consultants of choice. The Association will be creating the right environment by raising the profile of the profession through our marketing initiative. However, we need our members to reinforce the message by communicating directly to their local communities — whether it be through buyer information evenings to discuss the benefits of valuation work, or networking with business-to-business contacts. Together we must work hard to get out the following message: realtors, mortgage lenders, home inspectors and lawyers all offer unique services that assist people complete their real estate transaction. However, appraisers offer an equally valuable service, and should be given just as much consideration as other real estate professionals.

One of the tag lines for our new advertisements is "For what it's worth, call us first!". Our members must provide concrete reasons to the public why our small fee is insignificant compared to the cost of the real estate — and why paying this price now will save them money later.

We will also continue to watch how the "data accessibility" issue unfolds in this province. Many other provinces, including our closest neighbours to the east, have recently had to contend with this challenge to the profession. The Association intends to be ever vigilant to ensure you can continue to perform your jobs well.

Have a good summer!

### **MARK YOUR CALENDAR!**

2003 Fall Professional  
Development Conference:  
**Saturday, November 22nd, 2003**  
**Saskatoon, SK**

**Stay tuned for more details!**