



CEO CORNER

At REIX, one of our strategic priorities is to continually enhance our value to subscribers.

We're committed to building and maintaining trust and strong relationships, as well as improving awareness of our services and experts. We've launched a REIX [Facebook](#) page, publish regular [blog posts](#) and have been profiling board members and staff.

We welcome your feedback and encourage you to visit our website at reix.ca to get in touch.

- Lisa Sabo, CEO

MEET OUR NEW BOARD MEMBERS

REIX is excited to welcome four new members to our 2021 [Advisory Board](#). The new members are:

Jennifer Gilbert: based in Lloydminster, AB with Coldwell Banker, a dually-licensed associate broker and property manager in both Alberta and Saskatchewan. Practicing in all trades of real estate with a wealth of industry board experience.

Nathan Hong: a real estate agent with Calgary's Charles Real Estate, licensed in both residential and commercial, as well as in property management.

Vern McClelland: an associate broker for RE/MAX of Lloydminster, partner with the Midwest Group and fully licensed in Alberta and Saskatchewan. Extensive board experience, most recently with the Saskatchewan Real Estate Commission for six years, the last three as chair.

Jaison Thomas: a Calgary-based real estate agent with CIR REALTY, licensed in both residential and commercial real estate since 2007.

DAVE'S DISPATCH

The current policy year is again turning out to be a successful one with a lower number of lawsuits and only 42 open files so far (see graph below).

While the transaction volume has been considerable, how this high volume translates into new lawsuits is still unclear as there is always a lag time between high volume and new claims. Currently we have 152 lawsuits.

Given the heavy volume of transactions, it's not surprising that our events (situations in which REIX gets involved before a formal claim occurs) have risen considerably. However, our success rate in solving the problem before a formal claim or lawsuit occurs has also risen. Those efforts continue and we expect that by the end of this policy year we will have handled more than any other previous year. We continue to keep watch.

Whether you represent a buyer or a seller, we encourage subscribers to independently verify anything and everything that may be on a new or old listing. This is the first and best step in preventing a lawsuit.

- Dave de la Ronde, Senior VP



CELEBRATING 30 YEARS!

REIX was established in 1991 when the real estate industry voted for self-insurance. Since then, we've been working hard to provide reliable errors and omissions insurance. Now we're marking 30 years with a live, virtual event and you're invited!

The celebration features fraud-busting body language expert Traci Brown, who will teach lie, fraud and identity theft detection skills and tools you can put to good use to create more success in your life. Dave de la Ronde, REIX's Senior VP of Claims, will also present, discussing how credibility and truthfulness can impact your coverage.

The event will be held via Zoom Sept. 28, 2021 from 10:00 am - 12:30 pm. [Click here](#) to register!

