

Canada's Largest Real Estate Conference & Trade Show



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# Pathways to Success

May 15-16, 2024 | Toronto Congress Centre



**Martha Stewart**  
May 15 at 1:00 p.m.  
Hall B



**Jay Shetty**  
May 16 at 10:00 a.m.  
Hall B



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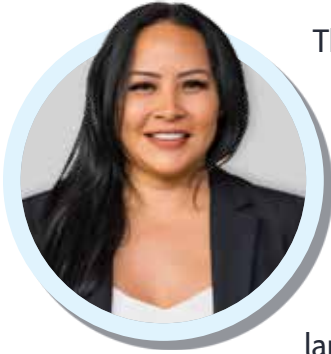
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# President's Welcome



Thank you for joining me and thousands of likeminded professionals for TRREB REALTOR® QUEST, Canada's largest real estate

conference and trade show. This two-day event is your pathway to success.

Like you, I'm excited to hear from our inspiring keynote speakers and the lessons they have learned on staying ahead of the curve and thriving in today's real estate landscape.

Don't miss Martha Stewart on Day One. She is renowned for her pioneering spirit and unmatched expertise in lifestyle and business. Listen to her unique perspective into the intersection of real estate and the art of living. Plus, learn her secrets to success – illuminating a path of innovation and inspiration.

Inspiring leadership insights from Monty Moran, former CEO of Chipotle and best-selling author, await at our spring Annual meeting, exclusively for TRREB Members, on Day One.

You can also see Jay Shetty on Day Two. Drawing from his deep well of wisdom as a best-selling author and podcast host, Jay Shetty is taking

the stage to share his profound learnings and strategies to navigate modern life and business. He will ignite a spark of purpose and possibility to empower you to unlock your true potential.

Get ready to explore the expansive trade show floor and discover the latest innovations shaping the real estate world. From cutting-edge technology to industry-leading vendors, find a wealth of resources to propel your business forward. Find time for yourself amidst the hustle and bustle – prioritize your well-being and rejuvenate your mind, body, and spirit at Health Quest.

Be sure to stop by TRREB Central at the heart of the trade show floor, visit the REALM™ booth to learn why this MLS® System is game-changing, check out the informative Learning Hub, and don't miss the Speaker Series to keep you engaged throughout the two days. Looking to plan out your conference experience? Head to your app store and search for the TRREB REALTOR® QUEST app now.

I hope this event offers you everything you're looking for and more.

**Jennifer Pearce**

2024 President

Toronto Regional Real Estate Board

# Sponsors & Partners

A special thank you to our Sponsors and Partners for their generous support of TRREB REALTOR® QUEST. See pages 23 and 24 for a list of Trade Show Exhibitor Booths.

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### Food Hub Sponsor



### Podcast Hub Sponsor



### Water Station Sponsor



## Health Quest Sponsors



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# Schedules

## Day 1 – Wednesday, May 15

● Food & Beverage Services

● Speaker Series

| Time                                                                                | Room              | Session                                                                                         |
|-------------------------------------------------------------------------------------|-------------------|-------------------------------------------------------------------------------------------------|
| 8:30 a.m.                                                                           |                   | <b>Entrances &amp; Member Registration Open</b>                                                 |
| ● 8:30 a.m.–10:30 a.m.                                                              | Cafés             | <b>Coffee/Tea Service Open</b>                                                                  |
| ● 8:30 a.m.–4:30 p.m.                                                               | Cafés             | <b>Water Stations Open</b>                                                                      |
| 8:30 a.m.–4:30 p.m.                                                                 | Halls A, D & E    | <b>Trade Show &amp; REALTOR® STORE Pop-Up Open</b>                                              |
| 9:15 a.m.                                                                           | Hall B            | <b>Spring Annual Meeting (TRREB Members Only)</b><br>with <b>Monty Moran</b> , Featured Speaker |
| 9:30 a.m.–4:30 p.m.                                                                 | Hall E            | <b>Health Quest Fitness &amp; Wellness Open</b>                                                 |
| ● 11:30 a.m.–2:00 p.m.                                                              | Food Hub (Hall F) | <b>Lunch Available &amp; Water Stations Open</b>                                                |
| 1:00 p.m.–2:00 p.m.                                                                 | Hall B            | <b>Martha Stewart</b> , Keynote Speaker                                                         |
| ● 1:00 p.m.–3:00 p.m.                                                               | Cafés             | <b>Coffee/Tea Service Open</b>                                                                  |
| 2:30p.m.–3:15 p.m.                                                                  | Podcast Hub       | <i>Live Ready to Real Estate</i> podcast featuring<br><b>Martha Stewart</b>                     |
|  | Pinsent           | <b>Daniel Lewis</b> , Negotiate Like a Ninja                                                    |
|                                                                                     | Sutherland        | <b>Mark Weisleder</b> , Most Frequently Asked Questions About TRESA                             |
|                                                                                     | Waxman            | <b>Emily Leung</b> , SkySlope Offers                                                            |
|                                                                                     | Berton            | <b>Theresa Corindia</b> , Are You Ready for REALM™? Essential Steps for a Smooth Transition     |
|                                                                                     | Etrog             | <b>Max Ma</b> , Enhanced Assessment Data, REALTOR® Insights & MPAC 101                          |
| 3:30 p.m.–4:15 p.m.                                                                 | Podcast Hub       | <i>Live Ready to Real Estate</i> podcast featuring<br><b>Monty Moran</b>                        |
| 4:30 p.m.–6:00 p.m.                                                                 | Cohen Ballroom    | <b>TRREB Reception and YPN Networking</b>                                                       |

# Schedules

## Spring Annual Meeting (TRREB Members Only)

Wednesday, May 15 | Hall B | 9:15 a.m.

Featured Speaker **Monty Moran** | Former CEO of Chipotle and Best-Selling Author

Known for his bold leadership style and ability to empower people, **Monty Moran** will share transformative lessons from his journey as a business leader, author, entrepreneur, and filmmaker. He will inspire you

to leave behind the ineffective and uninspiring world of management, to emerge as a powerful leader who can unlock your own brilliance, overcome challenges, and lead with courage in an ever-evolving landscape.



### More Features:

- Get an industry update from 2024 TRREB President **Jennifer Pearce** and TRREB CEO **John DiMichele**
- Find out who is receiving the **Recognition Award**
- Have a chance to win **Raptors tickets!**

## TRREB Reception

Wednesday, May 15 | Cohen Ballroom | 4:30 p.m.–6:00 p.m.



Enjoy drinks, hors d'oeuvres and an opportunity to mingle with fellow REALTORS® in an interactive networking event, sponsored by TRREB's Young Professionals Network. Pick up your networking bingo card at the entrance of the Cohen Ballroom to connect with likeminded professionals and grow your real estate network.

Take in the '50s through '80s music of Shakey and The Blue Notes.

# Schedules

## Day 2 – Thursday, May 16



Food & Beverage Services



Speaker Series

| Time                    | Room              | Session                                                                        |
|-------------------------|-------------------|--------------------------------------------------------------------------------|
| 8:30 a.m.               |                   | <b>Entrances &amp; Member Registration Open</b>                                |
| ● 8:30 a.m.–10:30 a.m.  | Cafés             | <b>Coffee/Tea Service Open</b>                                                 |
| ● 8:30 a.m.–4:00 p.m.   | Cafés             | <b>Water Stations Open</b>                                                     |
| 8:30 a.m.–4:00 p.m.     | Halls A, D & E    | <b>Trade Show &amp; REALTOR® STORE Pop-Up Open</b>                             |
| 9:30 a.m.–4:00 p.m.     | Hall E            | <b>Health Quest Fitness &amp; Wellness Open</b>                                |
| 10:00 a.m.–11:00 a.m.   | Hall B            | <b>Jay Shetty</b> , Keynote Speaker                                            |
| ● 11:00 a.m.–12:00 p.m. | Cohen Ballroom    | <b>David Greenspan</b> , Every Day Excellence: Your Blueprint for Success      |
|                         | Pinsent           | <b>Luxury Real Estate Panels</b>                                               |
|                         | Sutherland        | <b>Sean Provencher</b> , The FUTURE Agent: The AI Accelerated REALTOR®         |
|                         | Waxman            | <b>Mary-Anne Gillespie</b> , Embrace Challenge to Achieve Success              |
|                         | Berton            | <b>Jason Mercer &amp; Ray Wong</b> , What's Trending in the Commercial Market? |
|                         | Etrog             | <b>Max Ma</b> , Enhanced Assessment Data, REALTOR® Insights & MPAC 101         |
| ● 11:30 a.m.–2:00 p.m.  | Food Hub (Hall F) | <b>Lunch Available &amp; Water Stations Open</b>                               |
| 1:00 p.m.–1:45 p.m.     | Podcast Hub       | Live <i>Ready to Real Estate</i> podcast featuring <b>Mary-Anne Gillespie</b>  |
| ● 1:00 p.m.–2:00 p.m.   | Cohen Ballroom    | <b>Mark Weisleder</b> , Most Frequently Asked Questions About TRESA            |

See pages  
**16–20**  
for details.

Day 2 Schedule continued on page 7



# Schedules

## Day 2 – Thursday, May 16 (cont'd)

● Food & Bev. Services

● Speaker Series

| Time                                                                                                           | Room           | Session                                                                                     |
|----------------------------------------------------------------------------------------------------------------|----------------|---------------------------------------------------------------------------------------------|
| <p>● 1:00 p.m.–2:00 p.m.</p>  | Pinsent        | <b>David Greenspan</b> , Every Day Excellence: Your Blueprint for Success                   |
|                                                                                                                | Sutherland     | <b>Bitá Di Lisi</b> , Listing & Buying a Tenanted Property                                  |
|                                                                                                                | Waxman         | <b>Sean Provencher</b> , The FUTURE Agent: The AI Accelerated REALTOR®                      |
|                                                                                                                | Berton         | <b>Theresa Corindia</b> , Are You Ready for REALM™? Essential Steps for a Smooth Transition |
|                                                                                                                | Etrog          | <b>Cliff Spicer</b> , Creating a CMA in REALM™                                              |
| ● 1:00 p.m.–3:00 p.m.                                                                                          | Cafés          | <b>Coffee/Tea Service Open</b>                                                              |
| ● 2:30 p.m.–3:30 p.m.                                                                                          | Cohen Ballroom | <b>Daniel Lewis</b> , Negotiate like a Ninja                                                |
|                                                                                                                | Pinsent        | <b>Condo Panel</b>                                                                          |
|                                                                                                                | Sutherland     | <b>Mary-Anne Gillespie</b> , Embrace Challenge to Achieve Success                           |
|                                                                                                                | Waxman         | <b>Bitá Di Lisi</b> , Listing & Buying a Tenanted Property                                  |
|                                                                                                                | Berton         | <b>Emily Leung</b> , SkySlope Offers                                                        |
|                                                                                                                | Etrog          | <b>Ashley St John</b> , Creating a CMA in REALM™                                            |
| 2:30p.m.–3:15 p.m.                                                                                             | Podcast Hub    | Live <i>Ready to Real Estate</i> podcast featuring <b>Sean Provencher</b>                   |
| 4:00 p.m.                                                                                                      |                | <b>TRREB REALTOR® QUEST Concludes</b>                                                       |



To help plan your conference experience, take advantage of the **My Schedule** and **Favourites** features inside the **TRREB REALTOR® QUEST App**. Scan the QR code, or head to your App Store and search for “TRREB REALTOR® QUEST”.

# Highlights

## TRREB Central

Located right in the middle of the trade show floor, **TRREB Central** is the place to meet up. Scan the QR code and enter the **TRREB REALTOR® QUEST sweepstakes** to win one of seven prizes. Add your business card to the raffle drum for a chance to win a **REALTOR® STORE** prize pack.



### More Features:

- Network with fellow REALTORS®.
- Get your membership questions answered by TRREB's staff

## Learning Hub

Do you have questions about TRREB's tech tools, MLS® Rules and Policies, compliance, or best practices? **Drop by the Learning Hub** now located in Hall E (along with the International District and Health Quest) and chat with our TRREB Professional Development Specialists.

## Health Quest Fitness & Wellness

Relax in a zen atmosphere while taking advantage of **free health and wellness services**. Explore Health Quest in Hall E on the trade show floor. This is your one-stop shop to help you unwind from the hustle and bustle of TRREB REALTOR® QUEST, plus learn how to tap into the full potential of your mind and body. **Registration for services is required in the Health Quest booth.**



### More Features:

- Manicure services and diagnostic screening stations
- Massage therapy and handwriting analysis
- Oxygen Bar

# Highlights



## REALTOR® STORE Pop-Up

Check out the REALTOR® STORE Pop-Up. Located in Hall A on the trade show floor near the Podcast Hub, the REALTOR® STORE offers the supplies you need and at **great discounts**. Stop by to purchase signs, lockboxes, housewarming gifts for your clients and so much more.

## International District

Learn about **global opportunities** for your clients. Network with real estate associations, including the Coastal Carolinas Assoc. of REALTORS®, and those in the Sunshine State—the MIAMI Assoc. of Realtors, Florida Realtors®, Central Panhandle Assoc. of REALTORS, Orlando Regional REALTOR® Assoc., and Emerald City Assoc. of REALTORS®—plus home builders, brokerages and more.

## The New Era of Real Estate is Here

REALM™ will transform how you do business.

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- 2** Manage your listings, conduct market research and gain property intelligence all from desktop or your mobile device.  
**It's built for today's mobile agent.**
- 3** With limitless potential integrations, you can go from doing research to communicating with clients and colleagues to facilitating offers seamlessly.



Scan or visit [TheNewREALM.ca](https://TheNewREALM.ca)  
to get your REALM App Today!

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MASTER YOUR MARKET

### Are you ready for REALM?

Join us at our booth located near TRREB Central and attend our live training to have all your questions answered.

# Highlights

## Food Hub, Cafés, Water, and Charging Stations

Lunch takes place from 11:30 a.m. to 2:00 p.m. on both days in the **Food Hub in Hall F** (Member West Entrance).

You must present your badge in order to receive a lunch.

Quench your thirst with **chilled water** from the water stations located in the Lunch Hub and in all three Cafés.

The three Cafés offer **tea and coffee service** in the morning (8:30 a.m.–10:30 a.m.) and in the afternoon (1:00 p.m.–3:00 p.m.). Conveniently located, one is in Hall A with the REALTOR® STORE Pop-Up and Podcast Hub, one is near at the entrance to Hall A, and the third is with the International District and the Learning Hub in Hall E.

Device battery low? Visit the **charging stations** handily located in the Cafés. Relax and check out the conference schedule on pages 4 through 7 to plan the rest of your REALTOR® QUEST experience.

## Podcast Hub

Experience TRREB's *Ready to Real Estate* podcast live in the Podcast Hub, located in Hall A. **Grab a chair and headphones** to listen in as our lineup of speakers take the stage and delve into timely topics. See page 22 for the full schedule.

## Info Centre

Questions about REALTOR® QUEST? Visit the **Info Centre** in Hall D (near the entrance to Hall A).





# WE'RE PARTNERS IN ADDRESSING THE GTA'S HOUSING AFFORDABILITY CRISIS.



In 2023, TRREB and its Members chose to invest in making the GTA a stronger, more diverse, and more equitable place for us all thanks to your donation of \$100,000.

Since our partnership began in 2004, you've invested \$1,234,800 in changing lives for working families. And for every \$1 invested into a Habitat home, \$4 is returned to society through property taxes, increased income taxes, and other gains\*.

But that's not all! 14 TRREB Members grabbed a hammer and joined us at our build sites at 423 Old Weston Road in Toronto and 485 Normandy Street in Oshawa, contributing nearly 100 volunteer hours! Working with us, you helped in the construction of 70 affordable homes for working families.

If you are a part of TRREB you have much to be proud of. Your contribution and hard work are making a difference and actively helping Habitat for Humanity GTA to address our housing affordability crisis.

*On behalf of everyone here at Habitat for Humanity GTA....*

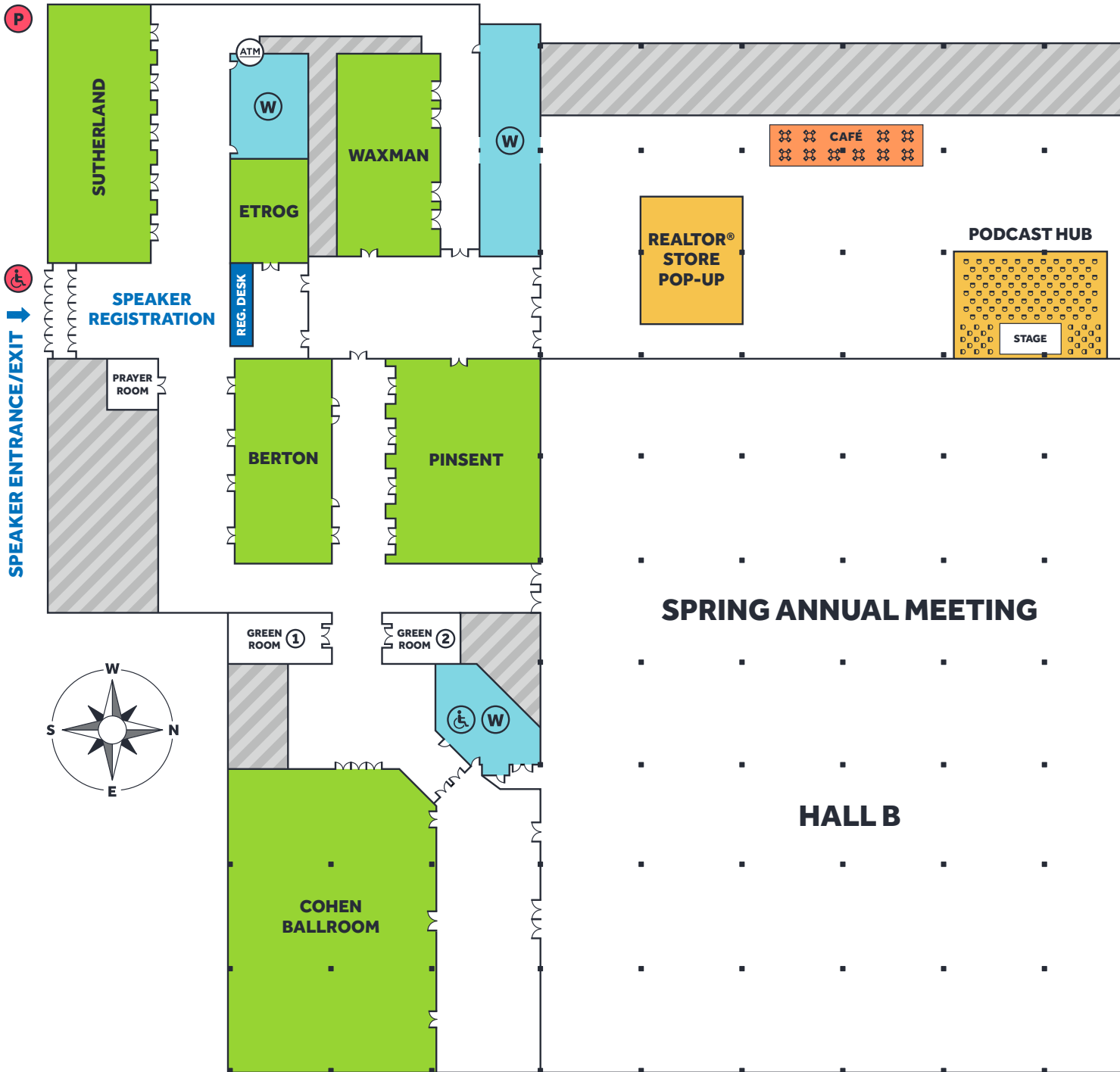
**"Thank You TRREB and Members!"**



\*[habitatgta.ca/wp-content/uploads/2022/01/BCG-Transforming-Lives.pdf](https://habitatgta.ca/wp-content/uploads/2022/01/BCG-Transforming-Lives.pdf)



# Floor Plan



# Floor Plan



# Speakers

## Keynote Speakers



### Martha Stewart

Best-Selling Author and Emmy Award-Winning TV Host

**Wednesday, May 15 | Hall B | 1:00 p.m.**



Tracy Moore, host of Canada's *Cityline* for more than a decade, leads this Q&A conversation.

Martha Stewart is the Founder of the first multi-channel lifestyle company, an entrepreneur, best-selling author of 99 to date lifestyle books and Emmy award-winning television show host. Reaching more than 100 million devoted fans on a monthly basis through her magazines, TV shows, books, and products for the home, sold on Martha.com and at multiple retail and online outlets, Martha is the “go-to” source for the homemaker.

She and her talented staff provide trusted, timely, and useful information on all aspects of everyday living: cooking, entertaining, gardening, home renovating, collecting, organizing, crafting, healthy living, holidays, weddings, and pet care, both in print and social media.



### Jay Shetty

Best-Selling Author and Award-Winning Podcast Host

**Thursday, May 16 | Hall B | 10:00 a.m.**

Jay Shetty, a global best-selling author, award-winning podcast host of “On Purpose,” and purpose-driven entrepreneur, has made an indelible impact on hearts and minds worldwide.

Inspired by Jay’s #1 New York Times best-selling book by the same name, this talk distills the timeless wisdom that Jay learned as a

# Speakers



monk into practical, daily steps that anyone can take to live a happier, more meaningful life.

This session reveals how to overcome negative thoughts and habits to access the calm and purpose that lie within all of us. Jay transforms the abstract lessons into simple advice and exercises we can all apply to reduce stress, sharpen focus, improve relationships, identify our hidden abilities, increase self-discipline, and give the gifts we find in ourselves to the world. Jay proves that everyone can – and should – think like a monk.



To help plan your conference experience, take advantage of the **Schedule** and **Speakers** features inside the **TRREB REALTOR® QUEST App**. Scan the QR code, or head to your App Store and search for “TRREB REALTOR® QUEST.”

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# Speakers

## Speaker Series



### **Theresa Corindia**

Training Program Leader at Teranet Inc.

### **Are You Ready for REALM™? Essential Steps...**

Wednesday, May 15 | Berton Room | 2:30 p.m.

Thursday, May 16 | Berton Room | 1:00 p.m.

By the end of this session, participants will be equipped with the knowledge and skills necessary to transition from Stratus to REALM™ seamlessly, providing enhanced support to their clients and leveraging the full potential of the platform's advanced features.



### **Bitia Di Lisi**

Senior Paralegal and Notary Public at Stonegate

### **Listing and Buying a Tenanted Property**

Thursday, May 16 | Sutherland Room | 1:00 p.m.

Thursday, May 16 | Waxman Room | 2:30 p.m.

Licensed paralegal and former REALTOR® Bitia Di Lisi will discuss how to list and buy a tenanted property and highlight some of the problems and liabilities that you could face.



### **Mary-Anne Gillespie**

CEO of Red Apple Coaching

### **Embrace Challenge to Achieve Extraordinary Success**

Thursday, May 16 | Waxman Room | 11:00 a.m.

Thursday, May 16 | Sutherland Room | 2:30 p.m.

Embrace challenge, think beyond numerical achievements, and cultivate a mindset that propels you to reach your full potential in the competitive and dynamic real estate landscape with actionable strategies to navigate difficulties and foster personal growth.

# Speakers



**David Greenspan**

CEO and Founder of #MindShare101

## **Every Day Excellence: Your Blueprint for Success**

Thursday, May 16 | Cohen Ballroom | 11:00 a.m.

Thursday, May 16 | Pinsent Room | 1:00 p.m.

Do you ever feel as if there just isn't enough time in your day to get it all done, you don't even know what you should be doing today to have the success you want, or the lack of your immediate success is weighing on your mind? In this powerful, motivating, actionable session, you will learn the exact actions you need to take each and every day to grow both your business and your life to your next level.

## Exclusive mobility and internet bundles



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# Speakers



## **Emily Leung**

TRREB Professional Development Specialist

### **SkySlope Offers**

Wednesday, May 15 | Waxman Room | 2:30 p.m.

Thursday, May 16 | Berton Room | 2:30 p.m.

Learn how the new SkySlope Offers tool allows you to submit an offer using the portal, review your offers within the portal so that you can compare multiple offer details on one page, share offer details with buyer agents based on seller direction, and generate a time-stamped audit trail.



## **Daniel Lewis**

Entrepreneur, Customer Experience Expert and Motivational Storyteller

### **Negotiate Like a Ninja**

Wednesday, May 15 | Pinsent Room | 2:30 p.m.

Thursday, May 16 | Cohen Ballroom | 2:30 p.m.

Learn the skillful approach to achieving the best deal possible. Listen and take away seven proven methods of how to approach a negotiation and most importantly, how to leave the table with a mutually beneficial win – in your favour.



## **Max Ma**

Sales Account Executive at MPAC

### **Enhanced Assessment Data...Insights and MPAC 101**

Wednesday, May 15 | Etrog Room | 2:30 p.m.

Thursday, May 16 | Etrog Room | 11:00 a.m.

This session offers an overview of MPAC's data collection process, property measurement techniques, and guidance on property tax calculations, as well as the Automated Valuation Model products, plus a demo of how to utilize the enhanced Premium Data features available on propertyline™.

# Speakers



**Jason Mercer**

TRREB Chief Market Analyst

## **What's Trending in the Commercial Market?**

Thursday, May 16 | Berton Room | 11:00 a.m.

Get a glimpse into the latest trends in the office, retail, and industrial sectors. Learn what you need to know about population growth and its impact on the commercial market.



**Sean Provencher**

Founder of Endgame Coaching

## **The Future Agent: The AI Accelerated REALTOR®**

Thursday, May 16 | Sutherland Room | 11:00 a.m.

Thursday, May 16 | Waxman Room | 1:00 p.m.

Is artificial intelligence the future of real estate, or the end of the REALTOR®? We'll dig into what AI is, how it's evolving, and what it means for REALTORS® today. Learn how AI can help you streamline processes; gain deeper market insights and deliver exceptional customer experiences. But is AI a threat to your career? We'll tackle the big question head-on: Will AI replace REALTORS®?



**Cliff Spicer**

TRREB Professional Development Specialist

## **Creating a CMA in REALM™**

Thursday, May 16 | Etrog Room | 1:00 p.m.

Empower your clients to navigate the ever-changing real estate market by harnessing the power of REALM's Comparative Market Analysis tool. Learn how to create a CMA from anywhere with this mobile-first technology.



# Speakers



**Ashley St John**

TRREB Professional Development Specialist

**Creating a CMA in REALM™**

Thursday, May 16 | Etrog Room | 2:30 p.m.

Empower your clients to navigate the ever-changing real estate market by harnessing the power of REALM's Comparative Market Analysis tool. Learn how to create a CMA from anywhere with this mobile-first technology.



**Mark Weisleder**

Senior Partner at Real Estate Lawyers.ca

**Most Frequently Asked Questions About TRESA**

Wednesday, May 15 | Sutherland Room | 2:30 p.m.

Thursday, May 16 | Cohen Ballroom | 1:00 p.m.

Get answers to the most frequently asked questions about TRESA, including how to advise a buyer or seller about the new bidding war rules, how to make sure that you are using and completing the proper forms, and how to deal with a Self-Represented person.



**Raymond Wong**

Vice President of Data Solutions at Altus Group

**What's Trending in the Commercial Market?**

Thursday, May 16 | Berton Room | 11:00 a.m.

Get a glimpse into the latest trends in the office, retail, and industrial sectors. Learn what you need to know about population growth and its impact on the commercial market.

# Speakers



## Panel Discussions

Moderated by 2023 TRREB President, Kevin Crigger.

Don't miss our exciting panel discussions with industry experts on pressing issues. Learn about condo market trends and drivers, including the latest on prices, sales, and new listings, in our insightful condo panel. Plus, join us for panels on the luxury market to learn how to navigate and support clients looking to buy or sell in this niche market.



Scan the QR code to check out the full panel schedule on [realtorquest.ca](https://realtorquest.ca). Or take advantage of the **Schedule** and **Speakers** features inside the **TRREB REALTOR® QUEST App**. Head to your App Store and search for "TRREB REALTOR® QUEST!"

## PITCH BATTLE

Hear companies pitch their products that revolutionize the real estate industry to a lineup of judges.

This is your opportunity to learn about technology and innovation across our marketplace and have your say in selecting the "People's Choice" winner.

Visit [realtorquest.ca](https://realtorquest.ca) for the full schedule.



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## STRATEGICALLY ALIGNED WITH YOUR BUSINESS SUCCESS

In the rapidly changing real estate industry, Gardiner Roberts LLP remains dedicated to meeting the evolving demands of growing organizations such as the Toronto Regional Real Estate Board.

As strategic business partners, we prioritize the importance of resolving sophisticated legal matters in an efficient manner while remaining dedicated to providing innovative legal services to meet the diverse needs of organizations and their innovative leaders.

For more information on how we can help, contact: **Arlene O'Neill**, Partner at 416.865.6640 or [aoneil@grllp.com](mailto:aoneil@grllp.com) or visit us online at [www.grllp.com](https://www.grllp.com).

### Gardiner Roberts LLP

Bay Adelaide Centre – East Tower  
22 Adelaide Street West, Suite 3600  
Toronto, Ontario M5H 4E3  
416.865.6600



GARDINER  
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# Speakers

## Podcast Series



### **Martha Stewart**

Best-Selling Author and Emmy Award-Winning TV Host

### **Timeless Tactics: Martha Stewart's Guide for REALTORS®**

Wednesday, May 15 | Podcast Hub (Hall A) | 2:30 p.m.

In this conversation, Martha will share invaluable tips and strategies to help REALTORS® navigate anything from client relationships to a work-life balance.



### **Monty Moran**

Former CEO of Chipotle and Best-Selling Author

### **Lessons in Leadership and Resilience**

Wednesday, May 15 | Podcast Hub (Hall A) | 3:30 p.m.

Listen in as Monty tells you the difference between management and leadership, plus what he has to say about leaders empowering their teams and the most important characteristics of a leader.



### **Mary-Anne Gillespie**

CEO of Red Apple Coaching

### **Million Dollar Open House: Transforming Your Real Estate Career**

Thursday, May 16 | Podcast Hub (Hall A) | 1:00 p.m.

Take a deep dive into the philosophy that every open house should include a meticulous pre-event planning, dynamic on-the-day activities, and thoughtful post-open house follow-ups.



### **Sean Provencher**

Founder and CEO of Endgame Coaching

### **AI Empowered REALTOR®**

Thursday, May 16 | Podcast Hub (Hall A) | 2:30 p.m.

Take a deep dive into the philosophy that every open house should include a meticulous pre-event planning, dynamic on-the-day activities, and thoughtful post-open house follow-ups.

# Exhibitors List

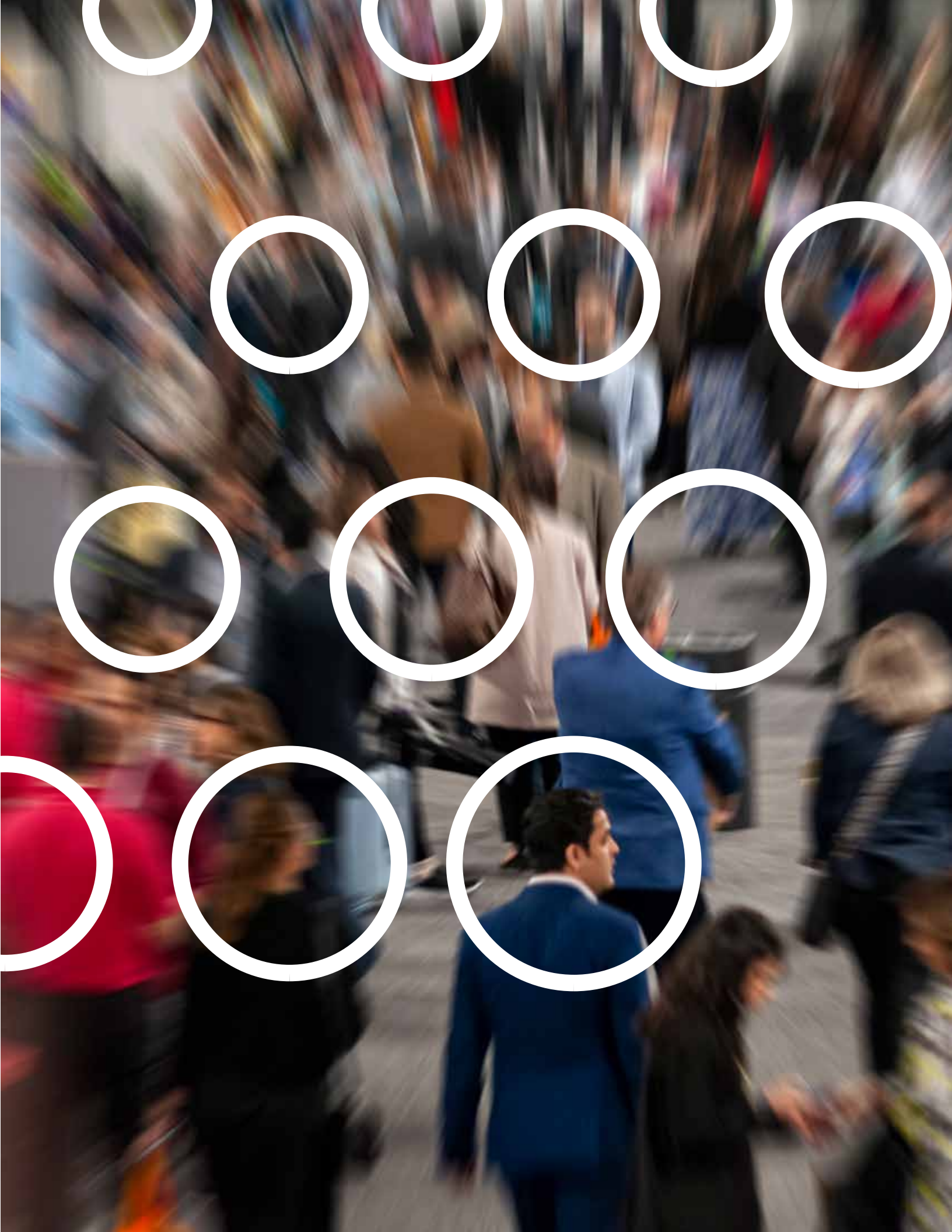
|                                            |              |                                           |                     |
|--------------------------------------------|--------------|-------------------------------------------|---------------------|
| Access Storage                             | 1346         | CYgni DEVELOPMENTS                        | 1509,1511           |
| Activa                                     | 1925         | CYR Funding Inc.                          | 916                 |
| AgentLocator                               | 614,616      | Deals DPT Inc                             | 426,428             |
| Agent's Equity                             | 409          | DLC - Dream Home Financing Solutions      | 303                 |
| AIG Insurance                              | Health Quest | DocuSign Canada                           | 228                 |
| Altus Group                                | 1704,1706    | Dominion Lending Centres Expert Financial | 1806                |
| AMJ Campbell                               | 1814,1915    | Dream Valley Realty                       | 510                 |
| Approved Financial Services                | 415          | Emerald Coast Association of REALTORS®    | 2221                |
| APTO CONNECT                               | 1712         | Encore Painting Ltd                       | 225                 |
| Area WIRELESS                              | 721,719,715  | EXIT Realty Corp. International           | 1400,1501,1402,1503 |
| Avenue HQ                                  | 910          | eXp Realty & Elements Real Estate Group,  |                     |
| BACC                                       | 1512         | Riviera Maya                              | 307,309             |
| Baskits                                    | 530          | eXp Realty Canada                         | 216                 |
| BLAIR LAW FIRM PROFESSIONAL CORPORATION    | 202          | Fintracker Inc.                           | 1722                |
| Blakes                                     | 1625         | Fisher Engineering                        | 1901                |
| Blue Lion Home Inspections Inc.            | 1800         | Florida Realtors®                         | 2030,2129,2130      |
| BREVITY CAPITAL                            | 1708         | Furniture Bank                            | 315                 |
| Brookfield Residential                     | 912          | Global Opportunities Real Estate          | 402                 |
| Canada Income Properties                   | 1439         | Green Shield                              | Health Quest        |
| Canada Life                                | Health Quest | Habitat for Humanity GTA                  | 329                 |
| Canada Post                                | 227          | Health Canada                             | 1414                |
| Canadalend.com                             | 239          | Hersh Realty Group Inc.                   | 430,432,434         |
| Canadian Blood Services                    | Health Quest | Home Construction Regulatory Authority    | 1519                |
| Canadian Capital Financial Services        | 521,620      | HomeLife Realty Services Inc.             | 1430,1531           |
| Central Panhandle Association of REALTORS  | 2223         | HomePorter Inc.                           | 1517                |
| CENTURY 21 Canada                          | 816,818      | Honeydo                                   | 1813                |
| CIBC                                       | 926          | HoodQ                                     | 1724                |
| Citadel Mortgages                          | 414          | HouseMaster Home Inspections              | 334                 |
| Coastal Carolinas Association of REALTORS® | 2229         | ICIWorld.com                              | 218                 |
| Coldwell Banker Canada                     | 229          | INCOM REAL ESTATE WEB                     |                     |
| Condo1 Property Management                 | 1408         | & E-MARKETING SOLUTIONS                   | 425,524             |
| Condominium Authority of Ontario           | 1825         | Incredible Incentives                     | 1805                |
| Corcoran Horizon Realty                    | 237,235      | Infinite Banking Canada                   | 914                 |
| CoreLogic                                  | 932,930      | iPro Realty Ltd. Brokerage                | 1820,1822,1921,1920 |
| Corporate+Club                             | 526          | IQI Global Real Estate                    | 1525                |
| CREA Global                                | 2123         | JAAG Properties   Rent to Home            | 1824                |
| Cutco Closing Gifts                        | 1443         | JSM Law                                   | 1617                |
|                                            |              | Jumptools                                 | 1507                |

# Exhibitors List

|                                         |                         |                                       |                         |
|-----------------------------------------|-------------------------|---------------------------------------|-------------------------|
| Kormans LLP                             | 433                     | REALM   GeoWarehouse                  | 723,822,725,824,727,826 |
| Last Detail Home Staging                | 224                     | REALTOR.ca                            | 1605,1607,1609,1611     |
| LeafFilter North of Canada Inc          | 318                     | realTQR Interactive Showings          | 1410                    |
| Lennar Homes                            | 2122                    | Realty Ai                             | 316                     |
| Let's Farm with Monica Thapar           | 514,516                 | Realty ONE Group Canada               | 411,413                 |
| Magic Windows Innovation                | 214                     | Realty World                          | 1807                    |
| Maple                                   | Health Quest            | Rental Beast                          | 1720                    |
| Mave                                    | 1917                    | Right at Home Realty, Brokerage       | 319,418                 |
| MFS SUPPLY CANADA                       | 528                     | ROYAL BANK OF CANADA                  | 219                     |
| MIAMI Association of Realtors           | 2024                    | Royal Star Realty Inc                 | 424                     |
| Money 2 Close Inc                       | 438                     | Sabio Law LLP                         | 410,412                 |
| Mortgage Outlet Inc                     | 532                     | SAVE MAX REAL ESTATE                  | 406,408                 |
| MPAC                                    | 1716,1718               | Scotiabank                            | 1523                    |
| National Bank                           | 1613                    | ShowingTime+                          | 324                     |
| NexOne Corporation                      | 416                     | SkySlope                              | 1625                    |
| NextHome                                | 1818                    | Staged 2 SELL SOLUTIONS Inc           | 1418                    |
| North 2 South Realty Brokerage Inc      | 1524                    | Supra                                 | 1437                    |
| O2D.AI Inc                              | 427                     | Sutton Group Realty Services Ltd.     | 1515                    |
| Ontario Real Estate Association         | 523,622,525,624,527,626 | Sweet Print Inc.                      | 1816                    |
| Ontario REALTORS Care® Foundation       | 1710                    | Tarion                                | 512                     |
| Orlando Regional REALTOR® Association   | 2230,2329               | Teldon                                | 404                     |
| OTBx Air                                | 203,205,207,302,304,306 | TELUS Business                        | 924                     |
| Ourboro Inc.                            | 1804                    | The Mortgage Division Inc             | 1506                    |
| Pakstakandgo                            | 335                     | The Realty Division                   | 333                     |
| Printo                                  | 327                     | Toronto Home Shows/Cottage Life Shows | 1412                    |
| Protect Your Boundaries                 | 419,518                 | TOWNHILL CONSTRUCTION LTD             | 305                     |
| RAD Marketing                           | 1406                    | Transition Squad Inc.                 | 217                     |
| RBC Bank (U.S.)                         | 2124                    | Treed Real Estate                     | 1812                    |
| RE/MAX Canada                           | 515,517                 | Triton Verify                         | 338                     |
| RE/MAX Community Realty Inc., Brokerage | 339                     | TWRSLs                                | 231                     |
| RE/MAX Professionals Inc.               | 1802                    | U-Haul Co (Canada) Ltd                | 2224                    |
| REACH Canada                            | 209,211,310             | Vaultra Storage & Door to Door        | 1416                    |
| Real Estate Council of Ontario          | 1516,1518               | VERICO C.O.D Financial Services Inc.  | 1521                    |
| Real Estate Magazine                    | 326                     | Verico Fortune Effect Financial Group | 317                     |
| Real Estate Tax Tips                    | 1424                    | Wolfpack Mentorship & Training        | 436                     |
| Real Property Management                | 918                     |                                       |                         |
| RealEstateLawyers.ca LLP                | 238,236,234,232         |                                       |                         |

*This list reflects up-to-date information at the time of printing.*







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