



2019 Mandatory Course Options

AREA Members need to choose ONE of the three options below to meet your AREA 2019 mandatory course requirement.

CASL

Canadian Anti-Spam legislation came into effect July 1, 2014, and directly impacts how businesses, including REALTORS®, can communicate with their clients.

Competition Law

The Competition Act is federal legislation designed to maintain and encourage marketplace competition, and is administered and enforced by the Competition Bureau, a federal enforcement agency.

Authorized Third-Party Course

Your 2019 AREA Mandatory Course requirement can be fulfilled by an outside educational offering (not provided by AREA) should it meet the below criteria:

Provided by a recognized institution – examples include NAR, CREA, REIC, polytechnic, university, or college.

Course must include a testing or measurement component.

Completion of course must be verifiable.



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Must be new to you and not a previously learned course.

Course substitution must be requested of AREA before December 1, 2019.

Must be taken and completed by the end of the 2019 calendar year.

You cannot request or submit a previously taken course.

Duration must be equal or greater than 3 hours in classroom or 90 minutes online.

Should enhance your skills that the public expects from you as a REALTOR®.

Must be a course available to any member, not Brokerage specific.

Pre-Approved Courses:

- AREA SAIT Certificate of Achievement in Real Estate Broker or Associate program courses: Conflict Management, Accounting & Finance for Non-Accountants, Basic Business Law, Customer Relations, etc. Review the link for further detail.
- NAR Courses – NAR Green Day 1 and 2 Certification, Seller Representative Specialist (SRS) Designation Course, Senior Real Estate Specialist (SRES), etc.
- REIC – Marketing and Leasing Multifamily Properties, Ethics in Business Practices, Successful Condominium Management, etc.
- REIC2360 (CREB hosted) The Leasing Process: August 12 – 16, 2019
- The Nature of Real Estate – CNE (Certified Negotiation Expert) or MCNE (Master Certified Negotiation Expert) Designation. AND SOME CREB COURSES!