



Review of the Role of Managing Brokers - Regional Roundtables

Discussion Guide – Fall 2018

Your participation will help shape the future of the real estate industry in B.C., particularly the role and responsibilities of managing brokers. The purpose of this discussion guide is to give you information to help you prepare to fully participate. We're looking forward to hearing from you at a roundtable and/or in writing.

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About the Roundtables

The Office of the Superintendent of Real Estate (OSRE), in collaboration with the Real Estate Council of British Columbia (RECBC) and the Ministry of Finance, want to hear from managing brokers from all regions of the province and all licence categories (e.g. rental, strata and trading) about the changing nature of real estate services and the future of their role and responsibilities.

These regional roundtable sessions will provide an opportunity to further explore the results of the September 2018 information-gathering survey. Survey respondents identified a wide range of challenges and potential solutions in the following areas:

Topic 1: Supervision

Topic 2: Liability and regulatory compliance

Topic 3: Pre- and post-licensing qualifications and education requirements

Topic 4: Teams (unique to trading services)

Topic 5: Other issues focused on rental, strata and commercial real estate services

At the roundtables, we will be taking a more in-depth look at the suggestions by survey respondents to understand what may be the impacts and unintended consequences of the suggestions and identify which may be feasible in the short- to long-term. As a result, it is important for participants to be familiar with the issues, challenges and impacts identified through the survey, as well as the potential solutions suggested by survey respondents. That information can be found in the [Survey Summary Report](#).

This is not a rules consultation as contemplated by the *Real Estate Services Act*. The solutions suggested by licensees in the survey include amendments to legislation, regulation, rules, Council bylaws and policies and practice advice.

Attending the regional roundtables will be staff from OSRE, RECBC and from the Ministry of Finance. Please note that the Minister, the Superintendent, Council members and RECBC's Executive Officer will not be attending the roundtables.

Discussion Questions

Managing brokers should come prepared to share their ideas on the discussion questions related to each of the themes identified in the survey. Where possible, we will have concurrent, separate group discussions for topics 4 and 5 divided by areas of real estate practice.

We encourage managing brokers to come prepared to answer and discuss the following questions:

- Is there anything significant missing from the survey results regarding the challenges, impact and suggested solutions?
- How would suggested solutions improve consumer protection and what supports or changes are necessary to achieve the suggested solutions identified in the survey summary report?
- What are the impacts and unintended consequences of suggested solutions identified in the survey summary report?

There are no pre-determined outcomes from this work. The roundtables are an opportunity to further explore some of the issues and suggested solutions raised by licensees.

Roundtable Agenda

TIMEFRAME	TOPIC
15 minutes	Welcome, Introductory Remarks by OSRE policy staff
30 minutes	Small Group Discussion on Theme 1
30 minutes	Small Group Discussion on Theme 2
15 minutes	Break
30 minutes	Small Group Discussion on Theme 3
30 minutes	Small Group Discussion on Theme 4 or 5
10 minutes	Closing remarks

Additional Engagement Opportunities

We want to hear from licensees several times throughout the project. The regional roundtables are building on what we heard through the licensee survey and will subsequently inform the development of a discussion paper, which will provide further opportunity for licensees to provide input and feedback.



Managing Broker Survey - Complete

OSRE conducted a survey from September 6 – 28, 2018 to identify issues, challenges, impacts, risks and potential solutions related to the role of managing brokers in a changing real estate landscape. We received 2,380 responses, including responses from 340 managing brokers, 238 associate brokers and 1,722 representatives. A summary report of the survey results is available at [A summary report of the survey results is available here.](#)

Written Submissions to Roundtable Discussion Questions – In Progress

Regardless of whether or not managing brokers are able to attend a roundtable in person, all managing brokers are invited to submit their feedback to ensure that a variety of perspectives are considered. Please submit your feedback in writing on the Discussion Questions before **December 21, 2018**. Submissions can be emailed to OSREpolicy@gov.bc.ca.

Discussion Paper – Spring/Summer 2019

Feedback received through the survey, the regional roundtables, and written feedback to the Discussion Questions will be used to inform the development of a discussion paper that will be released in spring/summer 2019 for further comment.

Beyond Summer 2019

Depending on the engagement results, there will be additional engagement with licensees prior to specific changes being implemented.

For more information about this project, please visit the [project website](#).