

Coldwell Banker Canada. "We have several offices throughout the area and we know the recent fires have hit our brokers, sales professionals and customers equally hard. This was a visible way for us to come out and show the rest of the world that it's 'business as usual' in Kelowna."

The conference entertained approximately 220 delegates from across Canada in a four-day program. "With our national office based in Toronto, we know first-hand how the aftermath of a crisis can have an adverse effect on a community's economy long after the crisis has passed," says Hockey. "In Toronto, we're just starting to see visitors come back to the city following the SARS scare this past summer."

In addition to an intensive busi-



Don Lawby presents Joel Ives of Century 21 Colonial Realty Inc. in Charlottetown, PEI, with the Century 21 Franchisee of the Year 2002 award.



Lucy Yim of Century 21 Percy Fulton Ltd. in Toronto was named Sales Associate of the Year 2002 at the recent Century 21 conference in Regina. She received her award from president and COO Don Lawby.

ness program, conference delegates also attended a welcome reception at the Summerhill Pyramid winery,

hosted by local affiliate Coldwell Banker Horizon Realty, and a golf tournament at the Harvest Golf Club.

Almost 600 attend Century 21 meeting

Almost 600 people gathered in Regina recently for the Century 21 Canadian Conference. In welcoming the gathering, Don Lawby, president and COO of Century 21 Real Estate Canada Ltd., said the company "has had a great seven years. We have increased our market share. We have added over 100 locations and in the last five years, we have increased our sales force size by over 27 per cent, while during the same period the industry has reduced its size by just under three per cent."

Sales Associate of the Year 2002 was awarded to Lucy Yim of Century 21 Percy Fulton Ltd. in Toronto. Franchisee of the Year 2002 was awarded to John Ives and Joel Ives of Century 21 Colonial Realty Inc. in Charlottetown, PEI.

BCREA urges tax relief for Heartlands

Eliminating the Property Transfer Tax (PTT) in the areas hardest hit by forest fires and the softwood lumber dispute would stimulate economic recovery, the British Columbia Real Estate Association (BCREA) says in a pre-budget submission to the provincial government. It recommends the PTT be eliminated for one year in the interior and the north.

"Incentives are necessary in these areas to help them rebuild and encourage new investment, and a one-year test period will provide the government with information to confirm the economic benefits BCREA

