

# About FOCA's "Real Estate Champion" Program

The Federation of Ontario Cottagers' Associations (FOCA) and real estate agents are working together to promote local lake associations to new property owners in cottage country! We want to help connect new property owners with their local lake association, and to critical info about septic systems, healthy shorelines, biodiversity and much more.



We know that owning waterfront property comes with lots of benefits, as well as responsibilities. **Getting connected with the local lake association is a great way to start the cottage years on solid footing.**

## Why Lake Associations Matter

FOCA encourages everyone to join their local lake association! These groups provide social and community connections to their member families, help with building neighbourhood networks, and provide important local connections related to safety, the local economy and service providers, as well as information about being good stewards of the land and water, and good neighbours while enjoying everything cottage country has to offer.



## How Real Estate Agents can help

At the time of purchase, many families will not appreciate all that the local area has to offer, what local events or organizations exist, or what they can do as owners to enhance and contribute to a healthy and thriving lake community. **That's where their realtor comes in:** by connecting your customers to their local associations, people can get plugged-in to local culture, events and decades of lake experience.

### Best practices for Real Estate Agents:

1. Encourage buyers or sellers to have their septic system properly inspected – a lids-off inspection – by a licensed inspector
2. Never encourage buyers or sellers to remove vegetation, other than dead and dangerous trees, within 15 metres of the shoreline
3. Encourage buyers or sellers who wish to create a water view through trees to limb-up or trim a "window" through the trees rather than cutting trees down
4. Provide every new owner with a package of local information, environmental tips, etc. from FOCA (find resources here: <https://foca.on.ca/resources/>) or the local lake association, where available.
5. **Provide all new property owners with a gift membership in the [local lake association](#).**

**FOCA's Real Estate Champions** pledge to **purchase a 1-year membership in a local lake association as a gift when their clients purchase waterfront property in Ontario cottage country.** Where no local Association exists, the Champion makes a 1-year gift of FOCA [Individual Supporter](#) status, instead.

FOCA can help connect Real Estate Champions to [local lake associations](#). Become part of the solution for waterfront Ontario!



**We're looking for a few great Champions. Are you one of them?**



Federation of Ontario Cottagers' Associations

For details, visit: <https://foca.on.ca/real-estate-champion/>

or contact us: [info@foca.on.ca](mailto:info@foca.on.ca) 705-749-3622

*For over 50 years, FOCA has been the voice of the waterfront!*