



8:30 a.m. – 9:30 a.m. – Morning Keynote - Patty Silverstein

Patty will give us a national overview and then cover local employment trends, consumer activity, residential real estate, and commercial real estate.



9:45 a.m. – 10:30 a.m.

“Zestimate’s – Pain Point or Opportunity!” – Instructor: Melanie Bimson - Cross & Rodenberger Room

In this session, we will explore how the Zestimate is reached, and how you can be the expert for your client when they have 24/7 access to information through Zillow.

“Getting Back to the Basics in Your Career in Real Estate in Today’s New World” – Instructor: Terry Anderson – Sandhouse Room

As our Real Estate world changes at such a rapid pace it becomes more obvious every day that: If you Do what you’ve always done, you’ll Get what you’ve always gotten...or Less

“Thrive 2020. Four New Skills for Success with the Digital Consumer” – Instructor: Bruce Gardner – Beard Room

Consumer behavior has fundamentally changed, and our skills must adapt. Learn why Interpretational, Consultative, Risk Assessment and Market Analysis skills are the key to success in the future.

“How to Bring Clarity to a Confusing Market” – Instructor: Eric Thompson - Brown Room

In this session Eric will give you the tools, stats and dialogues to share with your clients so that they feel super confident and clear about the future of our market.

“ROOKIE Panel” - Moderator: Brad Inhulsen– Panel: Jared Sickels, FCBR; Henley Paradis, GARA; Stephanie Gray, LAR; Mandi Krueger, LBAR; South Hall - Top

Rookies will share their insights on how they are succeeding in real estate

Break Visit vendors and Internet Café - 10:30 a.m. – 11:00 a.m.

11:00 a.m. – 11:45 a.m.

“Cultivate Your Client Base with New(er) Tools From IRES – Instructor: Julie Dahl - Cross & Rodenberger Room

Expand and grow your clientele using Homesnap. This native app allows you to send listings to your clients from multiple MLSs and send/receive instant messages with clients. Reach out to your previous clients automatically via ePropertyWatch. With eProperty watch, your clients will receive a rich, detailed home report including price changes and tips to improve the value of their home complete with your branding!

“Word Smith for Fun and Profit” – Instructor: Terry Anderson - Sandhouse Room

Be Careful of the Words you Choose. Keep them soft and sweet, you never know from day to day which ones you will have to eat!

“Thinking Inside the Box. Why Niche Marketing is the Future of Real Estate– Instructor: Bruce Gardner - Beard Room

Consumers are seeking out “experts” every day, and this trend can be leveraged for success in real estate. It’s perfect for new Agents looking to jump start their career, or for an established Agent to grow and expand. Learn how to assess a niche market and build an effective marketing campaign for big results.

“Wrangling the Power Personality!” - Instructor: Eric Thompson - Brown Room

How to get control of the Power Personality client so that you can be more helpful to them (and so you can put some sanity back into your life).



12:00 - 1:15 p.m. - Keynote Speaker: Ryan Avery: - Box Lunch included

Go from A to THE®: Stop Being A Leader. Start Being THE Leader!

Today’s world is competitive, innovative, and seriously fast-paced. When we are serious about growing our business, it is no longer acceptable to offer A product, A solution or even be A Leader. Today’s consumers, employees and followers want THE product, THE solution and THE leader to follow. When we want to eliminate our competition, set record sales, motivate others to action and produce solutions that matter, it’s time to go from A to THE.

1:30 p.m. – 2:15 p.m.

“Homesnap Pro 101 – Top Tools to Master in Minutes” - Instructor: Evelyn Pulido - Cross & Rodenberger Room

Tackle the issues that are core to your business!! Tips, Tricks and best practices for mastering the top tools within Homesnap Pro. Carving out a few minutes to learn these tools will change your daily habits, making you more efficient and productive in your business while on the go.

“7 Ways to Explode Spring and Summer Sales” – Instructor: Aaron Lebovic - Sandhouse Room

In real estate - what you do now affects your income in 3 months. In this class you'll learn the key mega-agent foundational strategies for success AND 7 additional super-smart activities you can do to make sure your production (and bank account) get a boost for the spring and summer seasons!

“Want More Business? Marry High Tech with High Tech” - Instructor: Chris Hardy - Beard Room

Humans Are Wired for Relationships: This session explores how to leverage technology to be in front of more referrals from the absolute best referral source - your sphere of consciousness!! Take a look at the psycho-social connection of “Dunbar’s Number” and whether your prospecting is focused on the right people.

“Ninja Selling Build a Smart Business” - Instructor: Pam Cass - Brown Room

Ninja selling is made up of 3 success keys. Your mindset, your skillset and your action. This class will walk you through the 3 keys giving you tools to help you start to build a smart business. One that is sustainable and can help you increase your income per hour.

2:15-3:00 p.m. - Break Visit vendors and Internet Cafe

2:20 – 2:40 – Kyle Snyder - “The Future of e-Signings - With the increased security and e-Notary approval the future of e-Signings and e-Closings is fast approaching. Technology advancements have improved the ability of lenders and title companies to participate in this long-awaited process enhancement.

2:40-3:00 - Micah Noyes - “Video Marketing – Next Level Open Houses” – This session will show you how to create a first class open house live video. Micah will introduce and demonstrate this revolutionary platform. Your videos will never look better!

3:15 – 4:00 p.m.

“Risk Management Potpourri” – Instructor: Scott Peterson, CAR Attorney and Damian Cox, Attorney - Cross & Rodenberger Room

Fun and engaging facilitated discussion of current state and national risk management topics with Scott Peterson and Damian Cox.

“Creating Listing Abundance” - Instructor: Rich Sands – Sandhouse Room

The perfect listing scenario shows you as the uber-skilled Disc Jockey, working the levers to produce a magical sound. Overuse one lever at the expense of another, forget to use one at all; the result isn't quite the same. In this FAST PACED 45 minutes, we will learn to control the five levers of listing abundance: Mindset, Attraction, Knowledge, EQ, and Presentation delivery (included are the 4 listing presentations you MUST have in your repertoire). Rookie or crusty veteran? Young or not so Young? You will leave this session ready to Create Listing Abundance.

“7 Ways to Supersize your Sphere” – Instructor: Chalice Springfield - Beard Room

Taking care of your sphere of influence is one of the most important, high-payoff activities to generate business! This session will show you 7 specific ways that you can "supersize" your relationship and business activities with your sphere.

“Bitcoin, Blockchain and the Future of Real Estate” - Instructor: Anthony Meisner - Brown Room

This class will educate you on how cryptocurrency works and how it affects the real estate industry, along with basic understanding of the blockchain concept that will change our industry.

“Top Producer Panel” – Moderator: Bob Sutton – Panel: Robert M Crow, FCBR; June Lemmings, GARA; Mary Colwell, LAR; Debbie Hansen, LBAR; - South Hall

4:00 p.m. – 5:30 p.m. – After Hours Networking Event – Appetizers – Cash Bar - Prizes