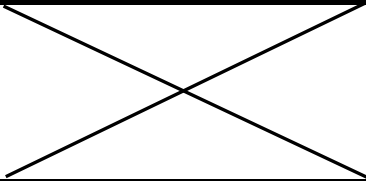
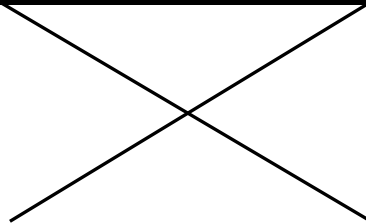


**2020 REALTOR Summit Schedule**  
**February 19, 2020**

To Register go to: [www.realtorsummit.org](http://www.realtorsummit.org)

	Cross & Rodenberger Room	Sandhouse Room	Beard Room & Brown Room	South Hall
8:30 - 9:30	<b>"Nobu Hata, REALTOR® Consultant RE Tech, Marketing and Consumer Trends that Matter"</b>			
9:45 - 10:30	<b>Terry Anderson</b> "Five Sure Things I've Learned Over the Last 30 Years in Real Estate"	<b>Danny Crisafulli &amp; Steve Shafer</b> " Essential Tools for Real Estate Agents"	<b>Charity Vermeer</b> "Let's Talk Commission"	<b>Rookie Panel</b> <b>Moderator: Steph Gray</b> Jathan Trevena - FCBR Keri Andre - GARA Brett Sall - LBAR Sarah Turner - Longmont
10:30 - 11:00	<b>Break - Visit our Vendors and the Internet Cafe'</b>			
11:00 - 11:45	<b>Steph Gray</b> "Best Business Practices for Rookies"	<b>Julie Dahl</b> "The Ultimate Guide to What's New"	<b>Charity Vermeer</b> "Let's Play Lawyer with Earnest Money"	
12:00 - 1:15	<b>Keynote speaker: Katie Lance, CEO and Owner of Katie Lance Consulting #GetSocialSmart: How to Hone Your Social Media Strategy</b>			
1:30 - 2:15	<b>Nanci Garnand</b> "How to Manage Your Business by Setting up a Manual CRM" (Customer Relationship Management)	<b>Aaron Lebovic</b> "7 Ways to Launch Your Business the Right Way and 3 Big Mistakes Most People Make"	<b>Eric Thompson</b> "Grand Openings"	
2:15 - 3:00	<b>Break Visit our Vendors &amp; classes in the Internet Cafe'</b>			
2:20 - 2:40	<b>Kyle Snyder</b> - "Technology, You Might Be Doing it Wrong" - <i>What technology apps and programs we are all using and how they may be hurting your business instead of helping like it was intended. Let's take control of the madness to focus efforts on the ones that matter most.</i>			
2:40 - 3:00	<b>Chris Coley</b> - "Top Tech Tips, Tricks and Hacks for the REALTOR in 2020" - <i>Ways to improve efficiency, make more money and stay safe in today's real estate market</i>			
3:15 - 4:00	<b>Larry Stone</b> "Top Ten Tax Mistakes That Cost REALTORS Thousands"	<b>Louise Creager</b> "You're Not in the City Anymore"	<b>Eric Thompson</b> "The Market isn't Crazy"	<b>Top Producer Panel</b> <b>Moderator: Chris Hardy</b> Ben Woodrum - FCBR Mark Despain - GARA Cecilia De Villiers - LAR Leah Ludwick - LBAR
4:00 - 5:30	<b>After Hours Networking Event - Appetizers - Cash Bar - Prizes</b>			