



AUGUST 31 - SEPTEMBER 1, 2022

The Scottsdale Plaza Resort | 7200 N Scottsdale, Arizona 85253

Two great programs under one umbrella pairing policy and professionalism. Join other industry leaders for this important and informational event. Our REALTOR® Caucus will give you the latest developments from our Government Affairs Committee and what we will be planning for the 2023 Legislative Session. Don't miss REALTOR® Summit to earn CE, network, and learn strategies to take your business to the next level.

https://arizonaar.swoogo.com/Caucus_Summit

CAUCUS:

Wednesday, August 31 9:00 AM – 2:00 PM

(Includes continental breakfast, legislative updates, Regional Caucuses, Awards Lunch)

SUMMIT:

Wednesday, August 31 – September 1

Wednesday, 2:30 p.m. – 5:30 p.m. > Concurrent CE Classes

- **Contracts: What You Wrote vs. What You Meant**
Speakers: Rick Mack and Christin Dockery (pending contract credit)
- **The Neighborly Way**
Speaker: Theresa Barnabei (Commissioners Rules and COE Credit)
- **Bias Override: Overcoming Barriers to Fair Housing**
Speakers: Robert Morris and Laura Kovacs (Fair Housing Credit)

Wednesday, 5:30 – 7:30 p.m. > Summit Welcome Reception

Thursday, 8:00 a.m. – 5:00 p.m.

8:30 a.m. – 9:30 a.m. > Summit Opening Keynote with Simon T. Bailey

9:45 a.m. – 11:30 a.m. > Summit General Session

- **The Great Rise and Its Impact**
Speaker: Elliot Eisenberg, The Bowtie Economist
- **Housing Update**
with Representatives Chavez and Kaiser, Moderated by Matt Contorelli, Government Affairs Director
- **Arizona's Real Estate Industry: Present and Future**
Speakers: Scott Drucker, CEO, Gary Nelson, 2022 President, Eric Gibbs, 2023 President, and ADRE Commissioner Louis Dettorre

11:30 a.m. – 12:00 p.m.
Vendor Break

12:00 p.m. – 1:00 p.m.
Summit Lunch

1:00 p.m. – 1:50 p.m. > Concurrent Breakout Sessions

- **Broker Track: Top Complaints in Today's Market**
Speakers: Melinda Eslinger and Nikki Salgat
- **Managing Risk Track: When the Buyer Hasn't Seen the Property**
Speakers: Rick Mack and Laurie McDonnell
- **Technology Track: Social Media Secrets for A Successful Small Business**
Speaker: Karen Liz Albert
- **Transactions in Today's Market Track: Surviving a Shifting Market**
Speaker: Shay Hata

2:00 p.m. – 2:50 p.m. > Concurrent Breakout Sessions

- **Broker Track: Talent Attraction in Action**
Speaker: Pam Ermen
- **Managing Risk Track: Is Your Commission at Risk? Know Your Value**
Speaker: Paula Monthofer
- **Technology Track: The Anatomy of the Cryptocurrency Transaction**
Speaker: Sarah Richardson
- **Transactions in Today's Market Track: Appraisals - What You Need to Know About Data Based Appraisals**
Speaker: Robert Oglesby
- **MLS Update**
Speaker: Kim Everett

**2:50 p.m. - 3:05 p.m.
Summit Afternoon Break**

3:05 p.m. – 3:55 p.m. > Concurrent Breakout Sessions

- **Broker Track: Build A Better Agent in 30 Minutes or Less**
Speaker: Pam Ermen
- **Managing Risk Track: Waivers - What Are You Risking?**
Speakers: Brian White and Nikki Salgat
- **Technology Track: Preventing Cyber Attacks**
Speaker: Burnett Sheppard
- **Transactions in Today's Market Track: Sign Before Showing?**
Speakers: Mandy Neat and Susan Nicolson

4:00 p.m. - 5:00 p.m. > Summit Closing Keynote Speaker: Patrice Washington



**Summit Opening Keynote
Speaker Simon T. Bailey**
The Brilliance of You



**General Session Speaker
Elliot Eisenberg**



**Summit Closing Speaker
Patrice Washington**
Redefining Wealth

