

SCALING TO SUCCESS

ARIZONA ASSOCIATION OF REALTORS®
2015 SPRING CONVENTION

TUESDAY	Session	Speaker	Room
7:30 – 6:00	Conference Check-In		Foyer
7:30 – 9:30	Coffee Service		Foyer
8:00 – 9:00	WCR Governing Board Meeting		Sedona/Verde
8:30 – 11:30	C/E: NAR Code of Ethics for Property Managers <i>3-Commissioners Rules</i> Sponsored by NARPM	Mike Mulvena	Clarkdale
9:00 – Noon	C/E: Agency, Relationships & Responsibilities <i>3-agency</i>	Mary Frances Coleman	Cottonwood
9:00 – Noon	C/E: BMC #1 <i>3-Commissioners Standards</i>	Evan Fuchs	Copper Basin
9:00 – 10:30	WCR Governing Board meeting		Sedona/Verde
10:00 – 11:00	CRS General Membership Meeting		Prescott/Chino
10:30 – 11:30	WCR Meeting		Sedona/Verde
11:00 – 12:00	CRS Board Meeting		Prescott/Chino
12:00 – 1:00	WCR Lunch <i>(pre-purchased tickets required)</i>	Amy Swaney	Granite Mountain
1:00 – 4:00	C/E: Property Management Forms and Legal Issues <i>3-contract law</i> Sponsored by NARPM	Rick Mack	Clarkdale
1:00 – 4:00	C/E: BMC #2 <i>c/e: 3-Commissioners Standards certificate issued through Desert Sage Schools</i>	Jon Kichen	Copper Basin
1:00 – 4:00	C/E: Update on Recent Changes...An Up-to-Date Look at New Federal, State and Local Laws Impacting Real Estate <i>3-Legal Issues</i> <i>certificate issued through Arizona School of Real Estate</i> Sponsored by Arizona CRS Chapter	Bill Gray	Cottonwood

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1:00 – 4:30	<p>WCR Session</p> <ul style="list-style-type: none"> • Hands on Evernote: Best Tips • RPR: Are You Using It? • My WCR Story (the vote) 		Sedona-Verde
3:00 – 6:00	AAR Executive Committee		Prescott/Chino
3:15 – 3:45	Refreshment Break		
5:15 – 6:15	<p>Welcome AARtini Reception PLUS...</p> <p>CornHole Tournament <i>Grab your three favorite and most competitive REALTORS® to form a team. Tournament proceeds benefit RAPAC. Team fee: \$80</i></p>		Eagles Nest
6:15 – 8:00	<p>WCR Cocktails with Champions <i>(pre-purchased tickets required)</i></p>		Granite Mountain Room

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WEDNESDAY	Session	Speaker	Room
8:00 – 6:00	Registration Check-in		Foyer
8:15 – 10:30	Coffee service		Foyer
8:00 – 6:00	RAPAC Auction		Copper Basin Room
9:00 – Noon	General Session <ul style="list-style-type: none"> • Economic Forecast • Legislative Issues • Legal Issues • Financing Trends/RESPA 	Jonathan Smoke Nicole LaSlavic Rick Mack Amy Swaney	Ballroom
9:00 – Noon	C/E: BMC #3 <i>c/e: 3-Commissioners Rules</i>	Evan Fuchs	Granite Mountain
Noon – 1:15	Lunch	Jim Sexton, moderator KC Cyga Bob Hertzog Laura Mance Ed Pattermann	Ballroom
1:00 – 5:15	REALTOR® Party Training		Jerome
1:30 – 4:30	C/E: Advanced Trust Accounting <i>c/e: 3-Commissioners Standards certificates issued through PropertyManagement Institute, LLC</i>	Mike Mumford	Granite Mountain
1:30 – 2:5	5 Ways to Lose your License	Rick Mack	Prescott/Chino
1:30 – 2:15	Evernote: Do More in Less Time	Bill Risser	Clarkdale
1:30 – 2:15	Mining Tax Records to Find Clients	Dane Briggs	Cottonwood
1:30 – 2:15	Good vs. Evil: Online Lead Generators	Phil Sexton	Sedona
1:30 – 2:15	USER GROUP: E-sign DocuSign		Arizona

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2:30 – 3:15	Data Security: What You Need to Know	Melanie Wyne	Prescott/Chino
2:30 – 3:15	Know Before You Owe – HUD’s Closing Disclosure and Loan Estimate Forms	Larry Hibler	Clarkdale
2:30 – 3:15	Slaying the Database Dragon: Drip Marketing	JoAnn Callaway	Cottonwood
2:30 – 3:15	Simplify Your Life with Chrome Browser Extension	Bill Risser	Sedona
2:30 – 3:15	USER GROUP: Flex MLS		Arizona
3:15 – 4:00	Refreshment Break		foyer
3:30 – 4:15	Top 5 Survival Tips for ADRE Audits	Bob Bass	Prescott/Chino
3:30 – 4:15	Listing Syndication: Follow the Trail of Your Data	Matthew Consalvo	Clarkdale
3:30 – 4:15	Go Forth and Connect: Email Marketing Strategies	Phil Sexton Amanda Sue Ebersson	Cottonwood
3:30 – 4:15	Mirror Mirror on the Wall: Best Practices in Photos	Beth Adams	Sedona
3:30 – 4:15	USER GROUP: Evernote		Arizona
4:30 – 5:15	Devil in the Details: MSA’s	Nikki Salgat	Prescott/Chino
4:30 – 5:15	Best Kept Secrets: Financing Products	Amy Swaney	Clarkdale
4:30 – 5:15	Agent in Motion: 2 Tools to Become a Mobile Warrior	Joeann Fossland Amanda Sue Ebersson	Cottonwood
4:30 – 5:15	User Tips on Flex MLS	Kerry Melcher	Sedona
4:30 – 5:15	USER GROUP: Evernote		Arizona
5:15 – 6:45	Region 3 Reception		Eagles Nest
8:00 – 10:30	Karaoke and Dance-Off		Eagles Nest



THURSDAY	Session	Speaker	Room
8:00 – 6:00	Registration Check In		Foyer
8:00 – 9:30	Coffee Service		Foyer
8:00 – 9:00	AE-President Breakfast <i>(by invitation)</i>		Prescott/Chino
8:00 – 9:00	Broker Forum Breakfast* <i>(pre-purchased tickets required)</i>	Commissioner Judy Lowe Rick Mack Lisa Robinson	Granite Mountain
8:00 – 5:00	RAPAC Auction		Copper Basin
9:00 – Noon	General Session <ul style="list-style-type: none"> • Homebuyer/Seller Trends • Today's Delivery of Yesterday's Tactics • A Day in the Life of a Superstar • Agent and Office of the Future 	Nobu Hata Joeann Fossland, Nick Bastian, Kevin Kauffman, Gene Urban Joeann Fossland, James Adams, Pat Leach, Jeff Sibbach Nobu Hata	Ballroom
Noon – 1:15	Lunch	Martha Appel	Ballroom
1:30 – 5:00	FPC Training		Jerome
1:30 – 4:30	C/E: The New Closing Process <i>3-Legal Issues</i>	Leslie Banes Sherry Olsen Jim Sexton	Sedona/Cottonwood
1:30 – 2:15	Supervising Teams: Top Issues	Commissioner Lowe	Prescott/Chino
1:30 – 2:15	Addendum, Counter Offer, BINSR, As-Is: When and Why	Holly Mabery	Clarkdale

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1:30 – 2:15	\$Strong Networking Skills = Dollars In Your Pocket	Sindy Ready	Verde
1:30 – 2:15	Gossip Corner: Apps to Use	Evan Fuchs Joeann Fosslund Nobu Hata Kevin Kauffman	Arizona
2:30 – 3:15	BINSR, Warranties & The As Is Contract	Michelle Lind	Prescott/Chino
2:30 – 3:15	Using Zillow-Trulia-REALTOR.com to your Advantage	Nobu Hata Jay Thompson	Clarkdale
2:30 – 3:15	From Consumer to Client: Converting Internet Leads	Jeff Sibbach	Verde
2:30 – 3:15	Gmail vs. Outlook	Phil Sexton Christy Walker	Arizona
2:30 – 3:15	USER GROUPS: iPad Galaxy Tab		Eagles Nest
3:15 – 4:00	Refreshment Break		Foyer
3:30 – 4:15	Advertising: Understanding the Rules	Scott Drucker Jerome King	Prescott/Chino
3:30 – 4:15	Evernote: Do More in Less Time	Bill Risser	Clarkdale
3:30 – 4:15	Open House Strategies That Create Clients	Christopher Paris	Verde
3:30 – 4:15	IDX: To Use or Not To Use	Beth Adams Nobu Hata	Arizona
3:30 – 4:15	USER GROUP: ZipForms		Eagles Nest



4:30 – 5:15	Day in the Life of a Small Broker	Holly Eslinger	Prescott/Chino
4:30 - 5:15	Taking RPR on the Road: Mobile App	Holly Mabery Chris DeWald	Clarkdale
4:30 – 5:15	How to Dominate the Market: Farming Strategies	Joeann Fossland Pat Leach Justin Schlegel Jeff Sibbach	Verde
4:30 – 5:15	Eeny Meeny Miny Mo: Tablet or Laptop	Amanda Sue Ebersen	Arizona
5:15 – 6:15	Reception: Meet the AAR Treasurer Candidates	D. Patrick Lewis Steve Redmond	Granite Mountain Room
9:00 – 11:00	Movie Night		Verde

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FRIDAY	Session	Speaker	Room
8:00 – 10:00	Registration Check In		Foyer
8:00 – 10:30	Coffee Service		Foyer
7:15 – 8:30	LTA Session		Prescott/Chino
8:30 – 9:00	Region 1 Caucus <i>(Yuma, Bullhead City/Mohave Valley, Lake Havasu, Kingman/Golden Valley)</i>	Mary Roberts	Verde A
8:30 – 9:00	Region 2 Caucus <i>(Phoenix, West Maricopa County Regional)</i>	Bill Ashker	Granite Mountain
8:30 – 9:30	Region 3 Caucus <i>(White Mountain, Sedona/Verde Valley, Northern Arizona, Central Arizona, Prescott Area)</i>	Beth Adams	Copper Basin
8:30 – 9:30	Region 4 Caucus <i>(SouthEast Valley Regional, Western Pinal, Scottsdale Area)</i>	Jim Amdahl	Verde B
8:30 – 9:30	Region 5 Caucus <i>(Tucson, Southeast Arizona, Santa Cruz County, Green Valley/Sahuarita, Douglas, Graham/Greenlee)</i>	Yvette Palmer	Arizona
9:45 – 12:00	Board of Directors <i><u>Directors:</u> Please sign in at the tables inside the entrance.</i> <i><u>Guests:</u> Do not need to sign in. Guest seating is available in the back of the room in the theatre-style seating. Limited set of materials may be available for guests.</i>		Clarkdale/Sedona/ Cottonwood