

# ARIZONA ASSOCIATION *of* REALTORS®

# BREAKTHROUGH




<b>TUESDAY</b>	<b>Session</b>	<b>Speaker</b>	<b>Room</b>
7:30 – 6:00	Conference Check-In		Foyer
7:30 – 9:30	Coffee Service		Foyer
9:00 – 10:30	WCR Governing & Board Meeting	Michelle Chang	Sedona/Verde
9:00 – 12:00 	<b>C/E:</b> Name That Form (Property Management) <i>3-Contract Law</i>	Denise Holliday	Cottonwood
9:00 – 12:00	<b>C/E:</b> Fair Play <i>3-Fair Housing</i>	Stacey Onnen	Granite Mountain
9:00 – 12:00	<b>C/E:</b> BMC #1 Statutes & Rules <i>3-Commissioners Standards</i>	Mary Frances Coleman	Copper Basin
9:00 – 12:00	<b>C/E:</b> The Survey Says: Taking Care of Today's Buyers and Sellers <i>3-Agency</i>	Theresa Barnabei	Clarkdale
10:30 – 11:30	CRS Board Meeting		Jerome
10:40 – 11:00	WCR Session: Team Building	Sindy Ready	Sedona/Verde
11:00 – 11:30	WCR Session: Securing Your Financial Future	Sandra Hudson	Sedona/Verde
11:30 – 12:00	WCR Meeting: Exciting RPR Updates	Andrea Goodhart	Sedona/Verde
12:00 – 11:30	WCR Lunch <i>(pre-purchased ticket required)</i>		Sedona/Verde
1:30 – 4:30 	<b>C/E:</b> Advanced Trust Accounting (Property Management) <i>3-Commissioners Rules</i>	Mike Mumford	Cottonwood

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1:30 – 4:30	<b>C/E:</b> BMC #2 Broker Policies <i>3-Commissioners Standards</i>	Mary Frances Coleman	Copper Basin
1:30- 4:30	Negotiating the Residential Resale Contract <i>3-contract law</i>	Frank Dickens	Clarkdale
1:30 – 4:30 	<b>C/E:</b> Ethical Jeopardy <i>3-Commissioners Rules</i>	Holly Mabery	Arizona
2:00 – 5:00	AAR Executive Committee		Prescott/Chino
1:15 – 4:30	WCR Breakout Session <ul style="list-style-type: none"> <li>• “The Millennial Myth</li> <li>• “The Foreign Investor Forum:</li> <li>• “Powerful Apps to Make Your Business Grow Globally”</li> </ul>	Dean Dardzinski  Leslie Banes, Bob Wasieko, Jason Spears and David Kester Becky Erickson	Sedona-Verde
4:45 – 5:30	WCR: Line Dance Class	Mike McIntyre	Sedona-Verde
5:15 – 7:00	Welcome AARtini Reception PLUS...3rd Annual CornHole Tournament		Eagles Nest
7:00 – 9:00	Cocktails with Champions (sponsored by WCR) <i>(pre-purchased ticket required)</i>		Granite Mountain

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<b>WEDNESDAY</b>	<b>Session</b>	<b>Speaker</b>	<b>Room</b>
8:00 – 6:00	Conference Check-in		Foyer
7:45 – 9:00	Leadership Breakfast (by invitation)		Prescott/Chino
8:00 – 8:45	Coffee Hour		Ballroom
8:00 – 10:00	RAPAC Auction Item Drop Off		Copper Basin
9:00 – 9:45	Opening Session: Breakthrough	Mandy Neat	Ballroom
10:00 – 11:30	Keynote Session <ul style="list-style-type: none"> <li>• Outrageous Authenticity</li> </ul>	Leigh Brown	Ballroom
11:30 – 5:00	RAPAC Auction Open		Copper Basin
Noon – 1:15	Lunch <i>Topic: Let's Make an AAR Deal</i>	Kenny Parcell	Ballroom
1:30 – 4:30	Express Learning: 1:30 – 1:50: Always Be In Business 1:55 – 2:15: Presenting to Persuade 2:20 – 2:40: A Touch of Magic: Delivering Sensational Service 2:45 – 3:05: Identify YOU and Align With Them 3:15 – 3:35: How to Leverage Streaming Video With Any Device 3:40 – 4:00: Communicating Across Cultures 4:05 – 4:25: Me vs. We: Succeeding in Real Estate: Are you Enough?	Marki Lemons Gary Nelson Leah Kraemer  Joeann Fossland  Marki Lemons  Christina Smalls/Paula Monthofer Jennifer Polansky/Phil Sexton	Ballroom

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1:30 – 4:30	<b>C/E:</b> To Tell or Not To Tell <i>c/e: 3-Disclosure</i>	Holly Mabery	Granite Mountain
1:15 – 2:00	Learning Lab: Toys & Gadget	Dane Briggs	Verde
2:00 –2:50	Learning Lab: Video Marketing/Apps	Amanda Sue Briggs	Verde
2:30 – 5:00	Broker Breakout: Why Risk It (open to Brokers)	Commissioner Lowe, Rick Mack, Jim Sexton	Granite Mountain
3:00 – 3:30	Learning Lab: RPR – Advanced Tools	Dane Briggs	Verde
5:00 – 6:45	Reception (Sponsored by Region 3)		Eagles Nest
8:15 – 10:30	AAR “ <b>After Dark</b> ” (Everyone Welcome!!!)		Sedona/Cottonwood

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THURSDAY	Session	Speaker	Room
8:00 – 3:00	Conference Check In		Foyer
8:00 – 2:40	RAPAC Auction Open		Copper Basin
8:00 – 8:45	Coffee Service		Ballroom
9:00 – Noon	<b>C/E:</b> Seriously...Who Does That? <i>3-Legal Issues</i>	Rick Mack & Lisa Robinson	Granite Mountain
9:00 – 9:45	Communicating Across Cultures	Christina Smalls & Paula Monthofer	Prescott/Chino
9:00 – 9:45	AAR Tech Tools & You	Nick Catanesi	Verde
9:00 – 9:45	Making Agency Work For You	Evan Fuchs	Clarkdale
9:00 – 9:45	Marketing Strategies: LinkedIn	Marki Lemons	Sedona/Cottonwood
10:00 – 10:45	Appraisals: Working Together - Sales Price vs. Value	Jay Josephs	Clarkdale
10:00 – 10:45	Presenting to Persuade	Gary Nelson	Verde
10:00 – 10:45	Me vs. We: Succeeding in Real Estate: Are You Enough	Jennifer Polansky & Phil Sexton	Prescott/Chino
10:00 – 10:45	Marketing Strategies: Instagram	Marki Lemons	Sedona/Cottonwood
11:00 – 11:45	Risk Management Exchange: Consequences	Moderator: Scott Drucker,  Panelists: Holly Eslinger, John Mijac, JT Tsighis, Evan Fuchs	Verde
11:00 – 11:45	Marketing Strategies: How To Leverage Streaming Video from Any Device	Marki Lemons	Sedona/Cottonwood
11:00 – 11:45	Identify YOU and Align With Them	Joeann Fossland	Prescott/Chino

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11:00 – 11:45	A Touch of Magic: Delivering Sensational Service	Leah Kraemer	Clarkdale
Noon – 1:15	Lunch: Coffee Talk	Mandy Neat, Paula Monthofer, Lisa Paffrath, Dee Schippel	Ballroom
1:30 – 3:00	How to Use the New Body Language to Make All the Difference in Clients Services	Chris Urlich	Ballroom
3:05	RAPAC Auction Closes		Copper Basin
3:15 – 4:30	Closing Session: Fired Up	Debra Trappen	Ballroom

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<b>FRIDAY</b>	<b>Session</b>	<b>Speaker</b>	<b>Room</b>
8:00 – 10:30	Coffee Service		Foyer
8:30 – 9:45	Region 1 Caucus <i>(Yuma, Bullhead City/Mohave Valley, Lake Havasu, Kingman/Golden Valley)</i>	Matias Rosales	Verde
8:30 – 9:45	Region 2 Caucus <i>(Phoenix, West Maricopa County Regional)</i>	Christopher Paris	Prescott/Chino
8:30 – 9:45	Region 3 Caucus <i>(White Mountain, Sedona/Verde Valley, Northern Arizona, Central Arizona, Prescott Area)</i>	Clark Jones	Copper Basin
8:30 – 9:45	Region 4 Caucus <i>(SouthEast Valley Regional, Western Pinal, Scottsdale Area)</i>	Dee Schippel	Granite Mountain
8:30 – 9:45	Region 5 Caucus <i>(Tucson, Southeast Arizona, Santa Cruz County, Green Valley/Sahuarita, Douglas)</i>	Cathy Erchull	Arizona
10:15– 12:30	Board of Directors Meeting  <u>Directors:</u> Please sit in the classroom-style seating <u>Guests:</u> Please sit in the theatre-style seating in the back.	Paula Monthofer	Clarkdale/Sedona/ Cottonwood