

Monday, September 29

7:30 a.m.-5 p.m.

KAR Registration Desk Open
Conference Foyer

8 a.m.-5 p.m.

Exhibitors & Break Center
Redbud Ballroom A/B

8:30-9:45 a.m.

Professional Standards Committee
TBD

8:30-9:45 a.m.

Association Executives Committee
TBD

8:30-11:30 a.m.

Foundations: How they Work and How to Keep them Dry
TBD

by Barry Stranz – 3 Hrs KS Elective CE

You will understand the parts and sequence of the foundation including the structural relevance and the purposes and benefits of interior vs. exterior drain tile. Learn the history of Radon, the causes and severity of cracks and options to eliminate them and so much more!!

9 a.m.-4 p.m.

Right Track Leadership Academy (by invitation only)
TBD

10-11:30 a.m.

Governmental Affairs Forum & Committee
TBD

11:45-1 p.m.

Leading Edge Lunch Meeting (by invitation)
TBD

1:15-2:45 p.m.

RPAC Trustees
TBD

1:30-4:30 p.m.

Structural Concepts: Walls and Roofs
TBD

by Barry Stranz – 3 Hrs KS Elective CE

This course teaches attendees what dead load means and how floors are affected, as well as identifying wall materials and their purposes. You will see how to make visual determinations of aging roofs and give likely replacement timelines and much, much more!

3-4 p.m.

KAR Executive Committee Receives Reports
TBD

6:30-9:30 p.m.

Installation & Awards Banquet (Ticketed Event)
Eagle Ballroom (Hotel)

KAR's 2015 President Todd Woodburn, Wichita, will be installed and major state awards will be presented during this year's banquet.

Tuesday, September 30

6-7:30 a.m.

5K REALTOR® Fun Run
River Walk/Bike Path next to Hyatt Regency Wichita

7:30 a.m.-5 p.m.

KAR Registration Desk Open
Conference Foyer

7:30-8:15 a.m.

Zone Caucus Meetings

Zone 1 Caucus – 7:30-8:15 a.m. – TBD

Zone 2 Caucus – 7:45-8:15 a.m. – TBD

Zone 3 Caucus – 7:45-8:15 a.m. – TBD

Zone 4 Caucus – 7:45-8:15 a.m. – TBD

Zone 5 Caucus – 7:45-8:15 a.m. – TBD

Zone 6 Caucus – 7:45-8:15 a.m. – TBD

Zone 7 Caucus – 7:45-8:15 a.m. – TBD

Zone 8 Caucus – 7:45-8:15 a.m. – TBD

8 a.m.-5 p.m.

Exhibitors & Break Center
Redbud Ballroom A/B

8:30-11:30 a.m.

Understanding the Energy Envelope: Windows, Doors, and Insulation
TBD

by Barry Stranz – 3 Hrs KS Elective CE

You will learn to differentiate between heat loss and heat resistance, to compare and contrast different types of insulation products, to identify and evaluate OSB, plywood, and particle board, and so much more!

8:30-11:30 a.m.

Required Broker Core: Business Planning for Superior Service
TBD

by Zan Monroe – 3 Hrs KS Required CE for Brokers and 3 Hrs KS Elective CE for Salespersons

This course will include 'Building a Successful Business', 'Sharing Your Vision', 'Managing Change', 'Understanding Market Trends' and much more!

8:30-10 a.m.

KAR Board of Directors Meeting
TBD

10:15-11:30 a.m.

2015 Kansas Housing Markets Forecast
TBD

by Dr. Stan Longhofer, WSU

Dr. Longhofer launches the Kansas Housing Markets forecast with 2015 projections.

11:45 a.m.-1:15 p.m.

REALTOR® Success Luncheon (Ticketed Event)

Eagle Ballroom (Hotel)

The Keynote speaker will be Elizabeth Mendenhall, NAR Region IX Vice President and NAR 2016 First Vice President Candidate. Also included, will be RPAC recognition; and the 2014 Right Track Leadership Academy Graduation.

Tuesday, September 30

1:30-4:30 p.m.

Finishes: Understanding Houses Inside and Out

TBD

by **Barry Stranz** – 3 Hrs KS Elective CE

This course will teach licensees how to visually identify major siding types, differentiate between European and traditional cabinets, understand the benefits and liabilities of counter top types, the uses and benefits of different paint types, flooring and much, much more!!

1:30-4:30 p.m.

Absorption Rate Pricing

TBD

by **Zan Monroe** – 3 Hrs KS Elective CE

This course will show you how to stop pricing homes and position homes to sell! Also covered will be 'how to analyze market trends', pricing questions you should ask', 'how to calculate absorption rate and odds of selling', and so much more!

2-3 p.m.

ListHub

TBD

by **Lauren Hill**

Learn the latest trends in online marketing, and the simple tactics that today's leading brokers and top producing agents are leveraging to increase value from online opportunities.

3:15-4:15 p.m.

Realtors Property Resource (RPR)

TBD

by **Laurie Ganz**

Learn how RPR's comprehensive data, powerful analytics, and dynamic reports can work for you.

3:15-4:15 p.m.

Broker Excellence Meeting

TBD

TBD and John Ringgold, REBR

5:30-7:30 p.m.

Past President's Banquet (by invitation only)

7-11 p.m.

Fun Night – Winning the Race (The Boat House)

Presented by the Kansas Association of REALTORS®

Sponsored by Security 1st Title

Wednesday, October 1

7:30-8:30 a.m.

CRS Chapter Meeting

TBD

8 a.m.-1:45 p.m.

KAR Registration Desk Open

Conference Foyer

8 a.m.-noon

Exhibitors & Break Center

Redbud Ballroom A/B

8:30-11:30 a.m.

REALTOR® Recharge: Energizing Client Services

TBD

by **Zan Monroe** – 3 Hrs KS Elective CE

This course covers business planning, marketing systems, listing systems, the pre-listing interview, pre-listing package, buyer systems, and more!

8:30-11:30 a.m.

Required Broker Core

TBD

by **Vern Jarboe** – 3 Hrs KS Required CE for Brokers and 3 Hrs KS Elective CE for Salespersons

8:45-9:45 a.m.

Emerging Technologies for 2015

TBD

by **John Ringgold**

TBD

10:30-11:30 a.m.

Realtors Property Resource (RPR)

TBD

by **Laurie Ganz**

Learn how RPR's comprehensive data, powerful analytics, and dynamic reports can work for you.

12-1:30 p.m.

Membership Luncheon (Ticketed Event)

Eagle Ballroom (Hotel)

Featuring **Jerry Rossi of Rossi Speaks (Ticketed Event – Complimentary Lunch and Capitol Federal® \$1,000 drawing. [You must be present to win!](#))**

Post Conference Education

1:45-4:45 p.m.

Required Salesperson & Broker Core (Ticketed Event)

TBD

by **Vern Jarboe** – 3 Hours KS Mandatory CE for all licensees



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