



# KAR ANNUAL CONFERENCE AGENDA

October 11-13, 2017 – Capitol Plaza Hotel, Topeka  
(Preliminary)



## Wednesday, October 11

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**7:30 a.m.-5:00 p.m.**

**KAR Registration Desk Open**  
Conference Center Foyer

**8:00 a.m.-5:00 p.m.**

**Exhibitors & Break Center**  
Conference Center Hallway & Homestead Room A

**8:15-9:00 a.m.**

**Professional Standards Committee**  
River Room B

**8:30-9:30 a.m.**

**Association Executives Committee**  
Wheat Room A

**8:30-11:30 a.m.**

**Education Session - 7 Lessons for Success**  
Instructor: Zan Monroe – No CE  
Sunflower Ballroom

**9:00 a.m.-4:00 p.m.**

**Right Track Leadership Academy (by invitation only)**  
Wheat Room B

**9:30-11:30 a.m.**

**Governmental Affairs Forum & Committee**  
Emerald Ballroom I & II

**11:45 a.m.-1:00 p.m.**

**Leading Edge Lunch (by invitation only)**  
*Group will pick up lunch (buffet) in Shawnee C and take it to Shawnee A for Leading Edge Meeting*

**1:15-2:30 p.m.**

**Budget & Finance Committee**  
Wheat Room A

**1:30-4:30 p.m.**

**Education Session - Pricing and Positioning Houses to Sell Quickly**  
Instructor: Zan Monroe – 3 Hours CE  
Sunflower Ballroom

**2:45-4:15 p.m.**

**RPAC Trustees**  
Pioneer Room

**4:30-5:15 p.m.**

**KAR Executive Committee Receives Reports**  
Bison Room A

**6:30-9:30 p.m.**

**Installation & Awards Banquet (Ticketed Event)**  
Emerald Ballroom

## Thursday, October 12

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**7:30 a.m.-5:00 p.m.**

**KAR Registration Desk Open**  
Conference Center Foyer

**7:15-8:15 a.m.**

**Zone Caucus Meetings – Morning Refreshments Provided**

**Zone 1 Caucus** – 7:15-8:15 a.m. Pioneer Room  
**Zone 2 Caucus** – 7:30-8:15 a.m. Bison Room A  
**Zone 3 Caucus** – 7:30-8:15 a.m. Bison Room B  
**Zone 4 Caucus** – 7:30-8:15 a.m. Wheat Room A  
**Zone 5 Caucus** – 7:30-8:15 a.m. Wheat Room B

**8:00 a.m.-5:00 p.m.**

**Exhibitors & Break Center**  
Conference Center Hallway & Homestead Room A

**8:30-11:30 a.m.**

**Education Session - The Power of Metricity**  
Instructor: Zan Monroe – 3 Hours CE  
Emerald I & II

**8:30-11:30 a.m.**

**Education Session - These Walls Can Talk: Home Inspections and the Buyer Client**  
Instructor: Karel Murray – 3 Hours CE  
Sunflower Ballroom

**8:30-10:00 a.m.**

**KAR Board of Directors Meeting**  
Shawnee Ballroom

**10:15-11:45 a.m.**

**On the Horizon – 2018 Real Estate Trends**  
Shawnee Ballroom

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

**REALTOR® Success Luncheon**  
Emerald III, IV & V  
*Speaker: Vince Malta, 2018 NAR First Vice President. Also included will be RPAC recognition; and the 2017 Right Track Leadership Academy Graduation.*

**1:30-4:30 p.m.**

**Education Session - Working with Today's Buyers**  
Instructor: Zan Monroe – 3 Hours CE  
Emerald I & II

**1:30-4:30 p.m.**

**Education Session - Negotiate with Confidence: Get Results when Interests Collide**  
Instructor: Karel Murray – 3 Hours CE  
Sunflower Ballroom

**2:00-3:00 p.m.**

**Realtors Property Resource (RPR)**  
Pioneer Room  
by Kiki Wanshura, Regional Director, Plains Region

**3:15-4:15 p.m.**

**REALTOR.com**  
Pioneer Room  
by Kathleen Wayson

**5:30-8:30 p.m.**

**KAR Past President's Dinner** (*invitation only*)

(Offsite)

**6:00-10:00 p.m.**

**Fun Night**

**The Foundry**

*Join your friends for a fun evening filled with food, music, games and fun sponsored by Security 1<sup>st</sup> Title.*

## **Friday, October 13**

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**7:30-10:30 a.m.**

**CRS Meeting**

Pioneer Room

**8:00 a.m. – 1:45 p.m.**

**KAR Registration Desk Open**

Conference Center Foyer

**8:00 a.m.-12:00 p.m.**

**Exhibitors & Break Center**

Conference Center Hallway & Homestead Room A

**8:30-11:30 a.m.**

**Education Session - Extreme Disclosure 2017**

**Instructor: Terry Watson – 3 Hours CE**

Emerald I & II

**8:30-11:30 a.m.**

**Required Broker Core: Common Violations**

Shawnee Ballroom

**Instructor: Vern Jarboe – 3 Hrs KS Required CE for Brokers and 3 Hrs**

**KS Elective CE for Salespersons**

**10:00-11:30 a.m.**

**KAR Credentials Committee Meeting** (closed meeting)

Bison Room

**12:15-1:45 p.m.**

**Membership Luncheon** (*Ticketed Event*)

Sunflower Ballroom

**Speaker: Terry Watson**

***Complimentary Lunch and \$1,000 cash prize drawing. You must be present to win!***

## **Post Conference Education**

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**2:00-5:00 p.m.**

**Required Salesperson & Broker Core** (*Ticketed Event*)

Shawnee Ballroom

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