



# 2018 Conference & Expo

Education Event

Ticketed Event

Invitation Only

TIME	MONDAY, OCTOBER 8	LOCATION
7:30 AM - 5:00 PM	Registration Desk Open	Conference Center Foyer
8:00 AM - 5:00 PM	Exhibitors RPAC	
8:00 AM - 5:00 PM	Internet Café <i>Need to recharge your phone or do some business? Check out the Internet Café. You provide the charger, we provide the internet, power, and space to move your business forward.</i>	
8:00 AM - 5:00 PM	REALTOR® Theatre	KC Theatre
8:00 AM - 5:00 PM	Vendor & Pop Up Sessions	Overland Park
8:00 AM - 9:00 AM	Professional Standards Committee	Tucson
8:00 AM - 9:00 AM	Association Executives Committee	Phoenix
8:30 AM - 11:30 AM	How to Work with Investment Property Buyers Tom Lundstedt (3 Hours CE)	Seattle I & II
8:30 AM - 10:30 AM	Governmental Affairs Forum & Committee	Monterey
9:00 AM - 4:00 PM	Right Track Leadership Academy	Scottsdale
12:00 PM - 1:00 PM	Leading Edge Lunch	Monterey
1:15 PM - 2:15 PM	Budget & Finance Committee	Tucson
1:30 PM - 4:30 PM	How to Work with Investment Property Sellers Tom Lundstedt (3 Hours CE)	Seattle I & II
2:30 PM - 3:30 PM	Professional Development Task Force	Phoenix
2:30 PM - 3:45 PM	RPAC Trustees	Dallas
4:00 PM - 5:00 PM	Executive Committee Receives Reports	Tucson
6:30 PM—9:30 PM	Installation and Awards Banquet	Monterey

TIME	TUESDAY, OCTOBER 9	LOCATION
7:30 AM—5:00 PM	Registration Desk Open	Conference Center Foyer
8:00 AM—5:00 PM	Exhibitors RPAC	
8:00 AM—5:00 PM	Internet Café	
8:00 AM - 5:00 PM	REALTOR® Theatre	KC Theatre
8:00 AM - 9:00 PM	Leadership Breakfast	Overland Park
9:00 AM - 5:00 PM	Vendor & Pop Up Sessions	Overland Park
8:00 AM - 11:00 AM	Extraordinary Client Communication & Service Jackie Leavenworth (3 Hours CE)	Seattle I & II
	Tax Strategies for the Real Estate Professional Chris Bird (3 Hours CE)	Dallas & Houston

Special Thanks to our Premier Conference Sponsor



TIME	TUESDAY, OCTOBER 9	LOCATION
9:00 AM - 10:30 AM	General Session - Real Estate Trends	Monterey
10:30 AM - 11:30 AM	Zone Caucus Meetings Zone 1 - Overland Park Zone 2 - Tucson Zone 3—Phoenix Zone 4 - KC Theatre Zone 5 - Scottsdale	Various Rooms
11:45 AM - 1:15 PM	REALTOR® Success Luncheon Speaker: Elizabeth Mendenhall, 2018 NAR President	Monterey
1:30 PM—4:30 PM	Negotiations: The Games People Play Jackie Leavenworth (3 Hours CE)	Seattle I & II
	Solid Financial Strategies for the Client, Consumer & REALTOR® Chris Bird (3 Hours CE)	Monterey
1:30 PM - 4:00 PM	Board of Directors Meeting	Dallas & Houston
5:30 PM—8:30 PM	Past Presidents' Dinner	Offsite
6:00 PM—10:00 PM	Fun Night   Sponsored by Security 1st Title	Top Golf

TIME	WEDNESDAY, OCTOBER 10	LOCATION
7:30 AM—2:00 PM	Registration Desk Open	Conference Center Foyer
8:00 AM—12:00 PM	Exhibitors RPAC	
8:00 AM—12:00 PM	Internet Café	
8:00 AM - 12:00 PM	REALTOR® Theatre	KC Theatre
8:00 AM - 11:00 AM	CRS Meeting	Tucson
8:00 AM - 9:30 AM	Credentials Committee - CLOSED MEETING	Phoenix
8:15 AM - 11:15 AM	Six Deadly Pricing Mistakes Jackie Leavenworth (3 Hours CE)	Seattle I & II
	Required Broker Core: Common Violations Vern Jarboe (3 Hours CE)	Dallas & Houston
11:30 PM - 1:00 PM	Membership Luncheon Jackie Leavenworth	Monterey <i>\$1000 cash prize, must be present to win</i>
1:30 PM - 4:30 PM	<b>POST CONFERENCE SESSION...POST CONFERENCE SESSION</b> Required Salesperson & Broker Core Vern Jarboe (3 Hours CE)	Seattle I