



# KAR Annual Conference Agenda

## October 10 - 12, 2016 | Marriott Hotel, Wichita

### Monday, October 10

- 7:30am - 5:00pm Registration Desk Open
- 8:00 am - 5:00pm Exhibitors & Break Center
- 8:15 - 9:00am Professional Standards Committee
- 8:30 - 9:30am Association Executives Committee
- 8:30 - 11:30am **Planning on Purpose: Life Changing Business Planning**  
*Through this effective 5-step process attendees will discover how to clearly define their vision; build a road map to get them there and define successful strategies to make it happen.*  
Instructor: Pam Ermen – No CE
- 9:00am - 4:00pm Right Track Leadership Academy *(by invitation only)*
- 9:30 - 11:30am Governmental Affairs Forum & Committee
- 11:45am - 1:00pm Leading Edge Lunch *(by invitation only)*
- 1:15 - 2:15pm Budget & Finance Committee
- 1:30 - 4:30pm **Economy 360: Interpreting Today's Economic Factors**  
*Attendees will learn about the top six economic factors affecting their marketplace and how they influence the actions of the American consumer. Attendees will discover online resources that are available to provide to consumers with information on the most current factors and attendees will learn how to use that information in buyer and seller presentations.*  
Instructor: Pam Ermen – 3 Hrs KS Elective CE
- 2:30 – 3:30pm Broker Excellence Meeting
- 2:30 – 3:30pm Kansas NAR Director Meeting (closed meeting)
- 2:45 - 4:15pm RPAC Trustees
- 4:30 - 5:15pm KAR Executive Committee Receives Reports
- 6:30 - 9:30pm Installation & Awards Banquet *(Ticketed Event)*  
*KAR's 2017 President Cindy White, Independence, along with your incoming KAR Leadership Team will be installed and state awards will be presented. The attire for this event is formal/semi-formal.*

### Tuesday, October 11

- 7:30am – 5:00pm KAR Registration Desk Open
- 7:15 - 8:15am Zone Caucus Meetings – *Morning Refreshments Provided*  
Zones 1 - 5 Caucus – 7:30 - 8:15am
- 8:00am – 5:00pm Exhibitors & Break Center
- 8:30 - 10:00am KAR Board of Directors Meeting
- 8:30 - 11:30am **Priority Pricing**  
*This session covers pricing methods that help agents show sellers how to be first on a buyer's list and provide sellers with accurate information to make an informed decision about their home's true value in today's marketplace.*  
Instructor: Pam Ermen – 3 Hrs KS Elective CE
- 8:30 - 11:30am **Customer First: Revolutionizing Your Real Estate Business the Nordstrom Way**  
*Well known for putting the customer first, Nordstrom salespeople are empowered to always make it right for the customer. By taking a page out of the Nordstrom handbook and building customer relationships and incorporating the Nordstrom beliefs into our personal value systems we can revolutionize our businesses and our industry.*  
Instructor: Maura Neill – 3 Hrs KS Elective CE
- 10:15 - 11:45am **On the Horizon – 2017 Real Estate Trends**  
*Stan will unveil the Kansas Housing Markets forecast and projections for the 2017 real estate market. Mike will discuss the latest in closing requirements and issues impacting real estate professionals.*  
Dr. Stan Longhofer, WSU & Mike Brown, Senior VP, Security 1st Title
- 11:45am - 1:15pm REALTOR® Success Luncheon *(Ticketed Event)*  
*Speaker: Elizabeth Mendenhall, 2016 NAR First Vice President. Also included will be RPAC recognition; and the 2016 Right Track Leadership Academy Graduation.*





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### Tuesday, October 11

- 1:30 - 4:30pm **BBQ'ing Those Sacred Cows**  
*Attendees will enjoy a fun and effective workshop designed to increase revenue resources and decrease business costs that are draining profitability. The four breeds of "Sacred Cows" will be defined and attendees will learn how to take control of their bottom line.*  
 Instructor: Pam Ermen – 3 Hrs KS Elective CE
- 1:30 - 4:30pm **Super Simple Video: Be the Star of Your Own YouTube Channel**  
*Ever thought of using video in your marketing but you didn't know where to start? Learn how to use your smartphone or tablet to create, edit and upload high-quality videos in just a few simple steps. Creating and sharing informational and promotional videos can be a quick and simple way to connect with your consumer base.*  
 Instructor: Maura Neill – 3 Hrs KS Elective CE
- 3:15 - 4:15pm **Realtors Property Resource (RPR) by Kiki Wanshura, Regional Director, Plains Region**  
*Learn how RPR's comprehensive data, powerful analytics, and dynamic reports can work for you along with RPR's new mobile app that puts market data at your fingertips.*
- 5:30 - 8:30pm Past President's Banquet (*invitation only*)
- 6:00 - 10:00pm Fun Night – Ernie Biggs Dueling Pianos (Ticketed Event)  
*This private event is sponsored by Security 1<sup>st</sup> Title and will be held at Ernie Biggs Dueling Piano Bar. The evening includes a BBQ Buffet, drinks and dueling pianos entertainment.*

### Wednesday, October 12

- 7:30 - 8:30am CRS Chapter Meeting
- 8:00am - 12:00pm Exhibitors & Break Center
- 8:00am - 1:45pm KAR Registration Desk Open
- 9:00am - 1:00pm Kansas Real Estate Commission Meeting
- 9:00am - 12:00pm **REALTOR® On the Go**  
*Attendees will learn what's necessary today to make their office mobile. Real estate professionals can be as effective and efficient in the field as they are in the office when armed with the right tools that will propel their business to the next level. Learn how to make your life less complicated and less stressful when every transaction is easier on you and your clients.*  
 Instructor: Maura Neill – 3 Hrs KS Elective CE
- 9:00am - 12:00pm **Required Broker Core: Common Violations**  
 Instructor: Vern Jarboe - Required CE for Brokers and 3 Hrs KS Elective CE for Salespersons
- 10:00 - 11:30am KAR Credentials Committee Meeting (closed meeting)  
 Conference for 12
- 12:15 - 1:45pm Membership Luncheon (*Ticketed Event*)  
*Complimentary Lunch and \$1,000 cash prize drawing. You must be present to win!*

### Post Conference Education

- 2:00 - 5:00pm  
 Required Salesperson & Broker Core (*Ticketed Event*)  
 Instructor: Vern Jarboe - 3 Hours KS Mandatory CE for all licensees

**Special Thank You to Our Conference Sponsor!**

