

EXCEEDING EXPECTATIONS Apr 7-11 2013REAL ESTATE SUCCESS
WITHOUT ROLLING THE DICE**Schedule of Events****SUNDAY, APRIL 7**

Time	Activity	Location
5:00 – 5:30	Conference Registration Open	Ballroom foyer
5:30 – 7:00	Welcome Reception Sponsored by Tucson Association of REALTORS®, Santa Cruz County Board of REALTORS® and Green Valley Association of REALTORS®.	Poolside

MONDAY, APRIL 8

Time	Activity	Location
7:30 – 5:00	Conference Registration Open	Ballroom Foyer
7:45 – 9:00	Coffee Service & Continental Breakfast	Ballroom Foyer
8:30 – 10:00	Convention Kick-Off Speakers: Sue Flucke, AAR President, Jonathan Rothschild, Mayor of Tucson, Ken Bennett, AZ Secretary of State, Tom Salomone, NAR 2016 Presidential Candidate and 2012 Director of REALTOR® Party Activities	Ballroom C
10:15 – 12:15	Simultaneous Learning Sessions: How to Use Video in Real Estate Speaker: Stephen Garner Sponsored by CRS, Arizona Chapter	Ballroom A
	Tax Strategies for 2013 Speaker: Ron Reed, CPA	Ballroom E
10:15 – 11:15	Power Sessions: Today's Mortgage Environment Speaker: Amy Swaney	Ballroom B
	Google for Agents Speaker: Ed Pattermann	Ballroom D



Schedule of Events

MONDAY, APRIL 8 (Cont'd)

Time	Activity	Location
11:15 - 12:15	Power Sessions: Sssh - Loan Products for Selling More Houses Speaker: Amy Swaney	Ballroom B
	Google for Brokers Speaker: Ed Pattermann	Ballroom D
	FPC Training -- Invitation only	Salon A
12:15 - 1:15	Lunch Speakers: "Those Callaways" Clients First	Ballroom C
1:30 - 4:30	Simultaneous Learning Sessions: Mock Trial: Managing Risk with Disclosures Instructors: Dax Watson, Rick Mack, Sue Flucke (3D)	Ballroom E
	BMC #3: Supervision Instructor: Mary Frances Coleman (3-CS)	Salon A
	The Survey Says...Taking Care of Today's Buyers & Sellers Instructor: Len Elder (3-A)	Ballroom D
1:30 - 3:30	CRS Membership/Board of Directors Meeting	Salon B
1:30 - 2:30	Power Sessions: Pictures Do Sell Houses Speaker: D. Patrick Lewis	Ballroom A
	Using Social Media for Intelligence Gathering Speaker: Bill Risser	Ballroom B
2:30 - 3:30	Power Sessions: Working with HOAs Speakers: Leslie Latham & Carolyn Goldschmidt	Ballroom A
	Facebook Business Page - Do you Need One? Speaker: Bill Risser	Ballroom B

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Time	Activity	Location
3:30 - 4:30	Power Sessions: Top Negotiating Strategies Speaker: Stacey Oberan	Ballroom A
	Using the Web for Listing & Buyer Presentations Speaker: Bill Risser	Ballroom B
5:00 - 7:00	Reception "Vegas By The Pool" Sponsored by AAREA, Chase Bank and AAR	Poolside
8:00 - 10:00	REALTOR Karaoke	Paridiso Lounge, Casino

TUESDAY, APRIL 9

Time	Activity	Location
8:15 - 6:00	Conference Registration Open	Ballroom Foyer
8:30 - 9:30	Coffee Service & Continental Breakfast	Ballroom Foyer
9:00 - Noon	Simultaneous Learning Sessions: BMC #1: Statutes & Rules Instructor: Evan Fuchs (3-CS)	Salon A
	Leasing for Single Family Homes Instructor: Steven Schultz (3-CL)	Ballroom E
	GRI 311: Environmental Integrity Instructor: David Gilpatrick (3-LI/3-D*) <i>*Must attend both morning and afternoon to receive C/E credit</i>	Ballroom A
9:00 - 10:00	Power Session: Google For Business Speakers: Nick Bastian, Bill Risser, Dean Ouellette	Ballroom B
10:00 - 11:00	Power Sessions: Evernote: You Use It For That? Speaker: Dean Ouellette	Ballroom B
	RPR Speaker: Allen Wright	Ballroom D



Schedule of Events

TUESDAY, APRIL 9 (Cont'd)

Time	Activity	Location
11:00 - Noon	Power Sessions: There's an App for That Speaker: Kerry Melcher	Ballroom B
	How A Bill Becomes Law Speaker: Nicole LaSlavic	Ballroom D
12:15 - 1:30	Broker Lunch* Speakers: K. Michelle Lind, Nicole LaSlavic, Ron LaMee *Pre-Purchased Tickets Required	Ballroom C
1:30 - 4:30	Simultaneous Learning Sessions: BMC #2: Broker Policies Instructors: Holly Eslinger & Laura Kovacs (3-CS)	Salon A
	Panel: 3 P's of Broker Audits: Panic, Process, Procedures Moderator: Jim Sexton Panelists: Commissioner Judy Lowe, Lisa Suarez, Bob Bass, Sue Flucke and Jerome King (3-CS)	Ballroom E
	GRI 311: Environmental Integrity Instructor: David Gilpatrick (3-LI/3-D*) <i>*Must attend both morning and afternoon to receive C/E credit</i>	Ballroom A
1:30 - 2:30	Power Sessions: Common Courtesies Speaker: Kerry Melcher	Ballroom B
	Understanding Real Estate Opportunities with Mexico Speaker: <i>Doug Groppenbacher</i>	Ballroom D
2:30 - 3:30	Power Sessions: What To Spend Your Money On? Speaker: <i>Christopher Paris</i>	Ballroom B
	Critical Elements of Commercial Real Estate Speaker: <i>Doug Groppenbacher</i>	Ballroom D



Schedule of Events

TUESDAY, APRIL 9 (Cont'd)

Time	Activity	Location
3:30 – 4:30	Power Sessions: Operating As a Team Speakers: Holly Mabery & Stacey Oberan	Ballroom B
	REALTOR® Party – What is it and Why? Speaker: Chip Ahlswede	Ballroom D
4:30 – 5:30	RAPAC Chair Reception – Invitation only	Salon B
5:00 – 8:00	Grand Opening of the EXPO Join us for complimentary AARgaritas, hors d'oeuvres and entertainment by Mariachi Luz de Luna.	Ballroom C

WEDNESDAY, APRIL 10

Time	Activity	Location
8:00 – 5:00	Conference Registration Open	Ballroom Foyer
8:00 – 9:00	Coffee Service & Continental Breakfast in the EXPO	Ballroom C
9:00 – Noon	AAR Executive Committee Meeting	Salon B
9:00 – Noon	Simultaneous Learning Sessions: rCRMS Disclosure & Due Diligence Instructors: Rick Mack & Frank Dickens (6-D*) <i>*Must attend both morning and afternoon to receive C/E credit</i>	Ballroom A
	Effective Negotiating for Real Estate Instructor: Joeann Fosslund (3-A/3-G*)(PMN and ABR elective credit for this class) <i>*Must attend both morning and afternoon to receive C/E credit</i>	Ballroom B
	Contract Clauses & Contingencies Instructor: Pat Baldwin (3-CL)	Ballroom E
9:00 – 10:00	Power Session: Managing your Online Reputation Speaker: Jay Thompson	Ballroom D
10:00 – 11:00	Power Session: Lead Generation Conversion Speaker: Jay Thompson	Ballroom D



Schedule of Events

WEDNESDAY, APRIL 10 (Cont'd)

Time	Activity	Location
11:00 - Noon	Power Session: Life After a Short Sale: Prepare & Repair Speaker: Mick Bernard	Ballroom D
12:00 - 1:30	EXPO Open	Ballroom C
1:30 - 4:30	Simultaneous Learning Sessions: rCRMS Disclosure & Due Diligence (cont'd)	Ballroom A
	Effective Negotiating for Real Estate (cont'd)	Ballroom B
	Practical Side of Fair Housing Instructors: Holly Mabery & Paula Monthofer (3-FH)	Ballroom E
1:30 - 2:30	Power Session: Short Sales: Claims and Lawsuits Speaker: Scott Drucker	Ballroom D
1:30—2:30	Local Association Presidents Forum	Salon A
1:30- 3:30	Association Executives Forum	Salon B
2:30 - 3:30	Power Session: Top Legal Issues Speaker: Scott Drucker	Ballroom D
2:30 - 3:30	Local Association Presidents-elect Forum	Salon A
3:30 - 4:30	Power Session: Vacant Land Contract: Understanding and Using Speaker: Jan Leighton	Salon A
3:30 - 4:30	Open Chat with AAR Officers	Ballroom D
4:45 - 5:30	Closing Session Speaker: David Fitzsimmons, Political Cartoonist for <i>The Arizona Daily Star</i>	Ballroom D
5:30 - 9:00	Dinner & Comedy Show* "Not Burnt Out, Just Unscrewed" Sponsored by Tucson WCR Chapter *Pre-purchased ticket is required	Ballroom C

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Schedule of Events

THURSDAY, APRIL 11

Time	Activity	Location
8:15 – 9:30	Coffee Service	Ballroom Foyer
9:00 – 10:15	Regional Caucuses	
	Region 1 2013 Regional Vice President: Lori Doerfler, ABR, CRS, GRI, SRES Yuma, Bullhead City/Mohave Valley, Lake Havasu, Kingman/Golden Valley, La Paz	Salon A
	Region 2 2013 Regional Vice President: Kerry Melcher Phoenix, West Maricopa County Regional	Ballroom C
	Region 3 2013 Regional Vice President: Paula Smith, ABR, CRS, GRI White Mountain, Sedona/Verde Valley, Northern Arizona, Central Arizona, Prescott Area	Salon B
	Region 4 2013 Regional Vice President: Tom Rizen South East Valley Regional, Western Pinal, Scottsdale Area	Ballroom A
	Region 5 2013 Regional Vice President: Jill Knox, ABR, CRS, SRES Tucson, Southeast Arizona, Santa Cruz County, Green Valley/Sahuarita, Douglas, Graham/Greenlee	Ballroom B
10:30 – 12:30	Board of Directors Meeting	Ballroom D/E
12:30 – 1:30	WCR: Lunch & Membership Meeting	Ballroom C
1:45 – 2:30	WCR: Leadership Training Sessions	Ballroom C
2:30 – 3:15	WCR: Best Chapter Practices	Ballroom C
3:30 – 4:30	WCR: Governing Board Meeting	Ballroom C

Quick Tips for Attending the Board of Directors Meeting:

Directors: Please sign in at the tables inside the entrance. **Guests:** Do not need to sign in. Guest seating is available in the back of the room; it is theatre-style seating. A limited set of materials may be available for guests.

When using the microphone remember:

- Don't get too close to the microphone. Crowding the microphone will distort your voice. If you get too close, the mic will amplify every breath, every snap of your jaw, every click and hiss of the words you pronounce and can create annoying feedback, popping, and screeching.
- Don't talk too far away from the mic - you want to make sure the mic picks up your voice and the attendees can hear you.