



## 2019 Arizona REALTORS® Convention Talking Points

(NOTE: Be sure to visit the convention web pages [www.aaronline.com/increase-knowledge/convention](http://www.aaronline.com/increase-knowledge/convention) to familiarize yourself with all the details)

**This year's convention is all about YOU and your BUSINESS! You will connect with some of the brightest, most successful minds in real estate sharing strategies, tips and techniques that made them successful.**

### **23 BREAKOUTS**

- Focusing on strategies for marketing; listings; buyer/seller counseling; business plan check-up; lead conversions; reputation management; teams; office culture; value proposition; open houses; communication; tech tools; and transitioning from zipForm® to Transaction Desk.

### **2 C/E CLASSES**

- Legal Issues with Nikki Salgat & Jim Sexton
- Fair Housing/Diversity with Theresa Barnabei

### **21+ SPEAKERS**

- REALTORS® from Arizona and all over the country sharing their success strategies.

### **4 SUPERSTAR PANELS**

- Hear how the panelists made it to where they are today, and what they've learned that could help you! - Go ahead, pick their brains!

### **2 LUNCHES**

- Tuesday - Presentation featuring Arizona REALTORS® President Patrick Lewis & Arizona REALTORS® CEO Michelle Lind
- Wednesday - Networking

## **2 RECEPTIONS**

- Monday - Welcome Reception featuring RAPAC's Cornhole tournament
- Tuesday - Networking Reception featuring some surprises **PLUS** WCR's Cocktails with Champions

## **AND COUNTLESS NETWORKING OPPORTUNITIES**

**All this for only \$199 (valued at \$595).**

- Just one lead conversion from best practices you learned
- Just one referral you receive from someone you met at the convention
- Just one referral fee you receive from a referral you gave to someone you met at the convention

**JUST ONE WILL RESULT IN MORE THAN YOUR CONVENTION FEE INVESTMENT!**