

2010 REALTOR® MANIA



2010 KAR Convention Registration Form

Kansas Association of REALTORS® Annual Convention

Oct. 18-20, 2010 Capitol Plaza Hotel & Maner Conference Center, Topeka

Name: _____

Firm: _____

Mailing Address: _____

City, State, Zip: _____

Phone #: _____ Email: _____

Registration Policies

♦ REGISTRATION

Mail to: Kansas Association of REALTORS®
3644 SW Burlingame Rd.
Topeka, KS 66611

Fax to: 785/267-1867

Registrations must be in writing and will not be accepted over the phone. All fees must accompany the registration form.

♦ CANCELLATION

Refunds will be processed after the convention. Cancellation requests, transfers and changes must be made in writing by Oct. 1, 2010.

Cancellation requests will not be honored after Oct. 1, 2010. A processing fee of \$25 per person will be assessed for cancellations made for any reason.

♦ TICKETS

Tickets for educational sessions and optional activities are granted on a first-come, first-served basis. All sales are final. All advance-purchase tickets will be in your packet at the registration desk at convention.

♦ QUESTIONS?

Phone: 800/366-0069

Website: <http://www.kansasrealtor.com>

Email: cstinger@kansasrealtor.com

Convention Registration

Registration Fees	Early Bird until 9/10/10	Regular 9/11/10 - 10/4/10	On-Site 10/5/10 - 10/20/10	Total
REALTOR®	\$139	\$159	\$179	
Non-Member	\$239	\$259	\$279	

Group Discounts - Bring A Friend & Save \$\$\$

Bring a group of friends, fellow agents or local association members to the Convention and save money! Please fill out a registration form for each person. All registration forms in the group MUST be mailed in the same envelope or faxed at the same time to qualify. No exceptions.

Registration Fees	Early Bird until 9/10/10	Regular 9/11/10- 10/4/10
Groups of 3-5 REALTORS®	\$129 each	\$149 each
Groups of 6-10 REALTORS®	\$124 each	\$144 each
Groups of 11+ REALTORS®	\$119 each	\$139 each

Governance Only

Attending only Governance Meetings?

Attend the committee meetings and Board of Directors meetings at no cost, just mark the box below. Governance Only registration does not include any convention activities such as lunches, seminars or education sessions.

Governance Only Registration. Admission is free.

Please Note:

♦ **KAR BUSINESS CENTER LOUNGE.** The KAR Business Center Lounge will be open during convention hours. Please stop by to check your email or just relax.

♦ **ROOM TEMPERATURE.** Temperatures in the meeting rooms tend to be chilly. Please dress accordingly.

♦ **SPECIAL NEEDS/ SPECIAL MEALS.** If you require special services, or if you have special dietary requirements (including food allergies or requests for vegetarian meals) please attach a written description of your needs and send it to KAR with your registration form. **Special needs cannot be guaranteed without prior written request.**

♦ **CLASS TIMES.** Classes will start at their scheduled times. Please be seated at least 5 minutes prior to start of the class. **People not seated at the start of class jeopardize their continuing education credit.**

♦ **CONFIRMATIONS.** "Early Bird" convention registrants will receive a confirmation letter in the mail prior to convention.

Hotel Reservations Capitol Plaza Hotel

1717 SW Topeka Blvd., Topeka KS 66612
\$99 (single) or \$109 (double) + tax
Deadline: October 1, 2010

For Reservations Call: 785/431-7200
Or Online: Click on the hotel link at
KansasRealtor.com/MeetingAndEvents.html

Tell them you're with the Kansas Association of REALTORS® for the discounted price!

* Limited rooms available at lower price. Register early!

Ticketed Events Registration

Convention Events	No. of Tickets	Early Bird/Regular	On-Site Prices	Total Costs
Monday, October 18, 2010				
Important Trends Affecting Real Estate (1:30-4:30 p.m.) <i>3 hours elective CE in KS. John Tuccillo, Instructor</i> Find out how statistics, demographics, consumer desires, broker needs, and more will affect the real estate industry in the future.	_____	Included with	Conv. registration	
Installation & Awards Banquet <i>Ticket required. (6:30 p.m. reception; 7 p.m. program & dinner)</i> See the installation of 2011 KAR President Jamie Holt Doty of Wichita & presentation of REALTOR® of the Year & other awards. (Semi-formal. Cash bar. Steak & chicken. Dinner wine sponsored by Wichita Area Assn of REALTORS®)	Registrant _____ Guest _____	\$40 \$50	\$50 \$60	_____ _____

Tuesday, October 19, 2010

SELECT ONE	Market Confidence for the Wary Buyer (9 a.m.-Noon) <i>3 hours elective CE in KS. Karel Murray, Instructor</i> Discover how to bring customers back to the table (even when they think the market is too slow), help them commit, and get a trust-based career!	_____	Included with	Conv. registration	
	Communicating in a World of Noise (9 a.m.-Noon) <i>3 hours elective CE in KS. Corky Hyatt, Instructor.</i> This session will help you communicate better with your clients, educate them about the process, and use social media to save time and money.	_____	Included with	Conv. registration	
	REALTOR® Success Luncheon <i>Ticket required. (12:15-1:15 p.m.)</i> Dale Ross, the President of REALTORS® Property Resource, will tell you about the FREE new web-based system that will provide info on every property in the United States. (Pork loin medallions)	_____	\$24	\$30	_____
SELECT ONE	Say What You Mean; Get What You Want (1:30-4:30 p.m.) <i>3 hours elective CE in KS. Karel Murray, Instructor</i> You negotiate all day, every day. Learn to identify the elements essential to effective negotiation, then start getting the results you want!	_____	Included with	Conv. registration	
	Broker Required Core (1:30-4:30 p.m.) <i>3 hours mandatory CE for KS brokers; 3 hours elective CE for KS salespeople</i> Corky Hyatt, Instructor. This course will cover risk management and common violations in BRRETA. You'll enjoy this new take on an old class!	_____	Included with	Conv. registration	
	"A Hard Day's Night" Fun Night (7-11 p.m.) <i>Hosted by the Topeka Area Association of REALTORS®. FREE for all pre-registrants.</i> Relax at this fun social event, featuring Beatles music, karaoke, trivia and more. A great way to end the day! Cash bar.	Registrant _____ Guest _____	Included with \$5	Conv. registration \$10	_____

Wednesday, October 20, 2010

Real Estate Realities: What Buyers & Sellers Need to Know (9 a.m.-Noon) <i>3 hours elective CE in KS. Lynn Madison, Instructor</i> Get the tools to help your clients understand what they need to know to be knowledgeable consumers, while following the law yourself!	_____	Included with	Conv. registration	
Google 101 <i>NO CE CREDIT AVAILABLE. Karen France, Instructor</i> <i>Limited tickets available. (9:30-10:30 a.m.)</i> Google is more than just a way to search the Internet! Learn the FREE business tools available to make your personal & professional life easier.	_____	Included with	Conv. registration	
"Come Together" Membership Lunch (12:10-1:25 p.m.) <i>Ticket required. Stay for the \$1,000 giveaway! You must be present to win!</i> Bill Stainton is an internationally recognized Beatles expert, as well as a leader and manager. So when he tells you "The 5 Best Decisions The Beatles Made...And Why You Should Make Them Too," he knows!	_____		Pre-registration required	
Required Salesperson & Broker Core (1:30-4:30 p.m.) <i>3 hours mandatory credit for Kansas brokers and salespeople.</i> Vern Jarboe, Instructor. A great class to finish your 12 hours! Vern Jarboe is the Legal Hotline expert, so he knows what's going right ... and wrong!	_____	\$30	\$40	_____

Total Registration Fee	
Registration Fee (front page)	\$ _____
Ticketed Events (this page)	+ \$ _____
Total Amount Due	\$ _____

Payment Methods	
<input type="checkbox"/> Cash / Check Enclosed	Total Enclosed: \$ _____
<input type="checkbox"/> VISA / MasterCard / American Express / Discover	
Card # _____	
Exp. Date: _____	Signature: _____

