

PRELIMINARY KAR Convention Agenda 2010

Monday, October 18

- 8 a.m.-5 p.m. **KAR Registration Desk Open**
- 8 a.m.-4:30 p.m. ***"We Can Work It Out"* KAR Business Center Lounge**
Stop by the KAR Business Center Lounge to check your email, meet a friend, or just relax between events. And save some time to visit with the vendors on site to help you enhance your business.
- 8:30-9:30 a.m. **Association Issues Panel**
- 8:30-10 a.m. **RPAC Trustees**
- 9:30-11:30 a.m. ***"When I'm 64"* From the Numbers to the Street by John Tuccillo**
(NOT for CE credit)
Former NAR Economist and leading real estate consultant John Tuccillo will show you how to take the statistics you received from NAR, KAR, your local Association and your office to the public. Learn how to take the statistics, transform them into real world information, and use them in your day-to-day buyer and seller presentations.
- 10-11 a.m. ***"Penny Lane"* Financing Options to Meet Every Need by Kevin Morgison of Cap Fed**
(NOT for CE credit)
Find out the latest in products available for home equity loans, swing/bridge loans, and the Kansas Efficiency Loan for your buyers & sellers trying to make their homes more energy efficient. It's great information from our KAR Convention Sponsors at Capitol Federal.
- 10-11:30 a.m. **Governmental Affairs Committee**
- 11:30-Noon ***"Take Good Care of My Baby"* Lead Remediation: What's Real & What's Rumor?**
(NOT for CE credit)
Tom Langer from the Kansas Department of Health & Environment will talk about the new lead paint remediation requirements, its affects on owners, buyers, sellers, property managers and you.
- 11:30 a.m.-1 p.m. **Professional Standards Committee**
- Noon-1:15 p.m. ***"Get Back"* Right Track Reunion Lunch (Ticketed Event by Invitation)**
Current and former members of the KAR Right Track Leadership Academy will gather for a special lunch to renew friendships, and reminisce. By invitation only.
- 1:30-4:30 p.m. ***"Help!"* Important Trends Affecting Real Estate by John Tuccillo**
3 Hours of Elective Continuing Education in Kansas – Pending
This compelling session will open your eyes to powerful new business models emerging in real estate. Statistics, demographics, consumer desires, broker needs, merging of services and much more will shape the real estate business of the future. You'll discover the trends and how to adjust your business to take advantage of the changes to make more profits.
- 1:30-3 p.m. **NEW!! *"Paperback Writer"* (7L) The Seven Levels of Communication/CRS Chapter Event by Michael J Maher, CRS (NOT for CE credit)**
Kansas REALTOR® and Author Michael Maher brings his special blend of edu-tainment as he explains how to go from relationships to referrals. There is a new trend emerging in real estate as agents are evolving. Learn what the Seven Levels of Communication are, their impact, and how to utilize them to win in the next generation of sales. Seven strategies to get seven referrals in seven days revealed in one hour. Free gift for every attendee. Book-signing to follow.
- 1:30-2:30 p.m. **Budget & Finance Committee**
- 3-4 p.m. ***"Magical Mystery Tour"* FHA Financing, Foreclosures and More (NOT for CE credit)**
Luke Harry, the Senior Account Liaison for our region of the Federal Housing Administration, will discuss FHA financing, the foreclosure outlook, and what's ahead. Don't miss the great information!
- 4-5 p.m. ***"Got to Get You into My Life"* App Exchange: Speed Dating for Your Smart Phone**
(NOT for CE credit)
What are your favorite "apps" for your iPhone, iPod, Droid, Blackberry or other Smart Phone? What do you use for business, news, or fun? Find out what others across the state are using at this unique App Exchange. (Don't forget to bring your phone so everyone can "Bump" information!)

6:30-9:30 p.m. ***"With a Little Help from My Friends"* Installation & Awards Banquet (Ticketed Event)**
KAR's 2011 President Jamie Holt-Doty from Wichita will be installed, and major awards will be presented including the REALTOR® of the Year, Salesperson of the Year, Distinguished Service Award, and Archie Award. Dress is semi-formal. Cash bar.

Tuesday, October 19

- 8-8:45 a.m. **NEW!! *"Tell Me Why"* How Financial Reform Affects You & Your Clients**
Find out what the new financial services reform legislation affects your clients, from Robert Baker of Housing and Credit Counseling of Topeka. Also get information on the FREE services HCCI has that can affect your bottom line (Hint: Did you know they can answer your unique landlord issues?). HCCI credit building seminars are available to your potential clients – and aren't just for low income people. Almost 22 percent of the people who took advantage of their programs were from the highest income bracket. Hear the important information they have for you! (Attendees receive free breakfast sponsored by KAR.)
- 8-9 a.m. **KAR Executive Committee Receives Reports**
- 8:30 a.m.-5 p.m. ***"We Can Work It Out"* KAR Business Center Lounge**
Stop by the KAR Business Center Lounge to check your email, meet a friend, or just relax between events. And save some time to visit with the vendors on site to help you enhance your business.
- 8:30 a.m.-5 p.m. **KAR Registration Desk Open**
- 9-10 a.m. **KAR Zone Caucus Meetings**
- 9 a.m.-Noon ***"Here Comes the Sun"* Market Confidence for the Wary Buyer by Karel Murray**
3 Hours of Elective Continuing Education in Kansas – Pending
Real estate may be local, but media is national. Convinced that all housing markets are treacherous, many consumers are reluctant to engage even in locally strong markets. You must get buyers to focus on opportunities and realities – not threats! Find out how to bring customers back to the table, help them commit, and establish a trust-based career that inspires consumer confidence.
- 9 a.m.-Noon ***"Please Please Me"* Communicating in a World of Noise by Corky Hyatt**
3 Hours of Elective Continuing Education in Kansas – Pending
Your buyers and sellers are bombarded with information from all sides. In this world of noise, it's more important than ever to communicate with your clients, educate them about the process, use electronic media to help save time and money, and keep your systems flowing smoothly. This session will help you communicate better in every aspect of your life!
- 10-11:30 a.m. ***"Ob-La-Di, Ob-La-Da"* Board of Directors Meeting**
The KAR Board of Directors will meet to discuss the business of the Association. The meeting will feature Steve Brown of Ohoi, a candidate for NAR President in 2014.
- 12:15-1:15 p.m. ***"Do You Want to Know a Secret?"* – REALTOR® Success Luncheon**
Featuring Dale Ross of REALTOR® Property Resource (Ticketed Event)
Dale Ross, the President of REALTOR® Property Resource (RPR) will tell you about the new web-based system that will combine all of the information on all real property in the United States – from county appraisal information to former sales data to water quality tests in the area. All of it will be provided FREE to REALTORS® through the new RPR system. Don't miss this great new tool!
- 1:30-4:30 p.m. ***"I Am The Walrus"* Say What You Mean; Get What You Want by Karel Murray**
3 Hours of Elective Continuing Education in Kansas – Pending
You negotiate all day, every day – to get the best deals, to make your transaction less complicated, and to make everything come together in the end. Learn to identify the elements essential to effective negotiation including behavior styles, options, interests, leverage and communication methods that can make or break a negotiation. Then start getting the results you want!
- 1:30-4:30 p.m. ***"Eight Days a Week"* Broker Required Core by Corky Hyatt**
3 Hours of Required Continuing Education for Brokers and Elective Continuing Education for Agents in Kansas – Pending
Laws are changing all the time. Are you sure that you and your agents are following them all? Learn how to explain the laws, rules and regulations, and get scripts and presentation tools for discussion. And brush up yourself on all the latest information to make sure you don't make any costly mistakes!

- 1:45-2:45 p.m. ***"Don't Pass Me By"*** REALTOR® Property Resource Demonstration by Kristen Hernandez (NOT for CE credit)
Kristen Hernandez of REALTOR® Property Resource (RPR) will give an in-depth demonstration of the new NAR site, tell you how to get your Local Association ready to participate, and how REALTORS® can earn more money with this FREE new member service!
- 3-4:30 p.m. ***"When I Get Home"*** RPR Individual Meetings
You've heard the demonstration. Now you have questions, or what advice on how to get started. Stop by and see Kristen Hernandez. She can take you through the ins and outs of the details during one-on-one Q&A periods.
- 5-7 p.m. ***"Yesterday"*** Past President's Banquet (By Invitation Only)
- 7-10:30 p.m. ***"A Hard Day's Night"*** Fun Night
How much do you know about the Beatles? We'll see at the Beatles Trivia Contest. You'll also get to sing some Beatles karaoke, meet new friends, relax after a long day, and maybe even get in some dancing! Don't miss attending this event – with the price now included in your registration fee! Coordinated by the Topeka Area Association of REALTORS®, it's guaranteed to be a great time!

Wednesday, October 20

- 8-8:45 a.m. ***"A Day In The Life"*** Business Issues Roundtable
Talk to other REALTORS® about their newest marketing ideas, ways they're finding buyers, and more. Ann Christian, a top producer and broker/owner from Manhattan, will facilitate the conversation. It's a great place to increase your referral network and learn new ideas! (Attendees receive a free breakfast sponsored by KAR.)
- 8:30 a.m.-5 p.m. ***"We Can Work It Out"*** KAR Business Center Lounge
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- 8:30 a.m.-5 p.m. **KAR Registration Desk Open**
- 9 a.m.-Noon ***"Revolution"*** Real Estate Realities: What Buyers and Sellers Need to Know by Lynn Madison
3 Hours of Elective Continuing Education in Kansas – Pending
Today's consumers are on information overload and often believe they can accomplish the largest and arguably the most important transaction of their lives without an expert to guide them. Get the tools to help your clients understand what they need to know to be informed, knowledgeable consumers. And discover the legal and ethical requirements you have in your initial interviews!
- 9:30-10:30 a.m. **CRS Chapter Meeting**
- 9:30-10:30 a.m. ***"Imagine"*** Google 101 by Karen France
Google is more than just a way to search the internet! Learn the FREE business tools available to make your personal and professional life easier.
- 10:30-11:30 a.m. **CRB Chapter Meeting**
- 10:30-11:30 a.m. ***"Sgt. Pepper's Lonely Hearts Club Band"*** Advanced Facebook by John Ringgold
If you're already on Facebook, but want to know how to utilize it to its fullest potential, this session is for you. Find out how to divide your friends into groups, hide all those annoying Farmville requests and more! John Ringgold will show you how to use Facebook to do business.
- 12:10-1:25 p.m. ***"Come Together"*** Membership Luncheon – Featuring Bill Stainton
(Ticketed Event – Free Lunch and \$1,000 drawing)
Bill Stainton is an internationally recognized expert on the Beatles. So when he tells you "The 5 Best Decisions The Beatles Ever Made ... And Why You Should Make Them Too," he knows what he's talking about! As a corporate manager and owner, he's created training programs with subjects from customer service to leadership. More importantly, he's funny! Bill has won 29 Emmy Awards in the field of entertainment, written for HBO, Comedy Central and The Tonight Show with Jay Leno, and worked with celebrities like Jerry Seinfeld and Ellen DeGeneres. So "Come Together" at this entertaining, informative lunch before heading home. And don't forget to stick around for the \$1,000 cash drawing! (You must be present to win!)
- 1:30-4:30 p.m. ***"The Long and Winding Road"*** Required Salesperson and Broker Core by Vern Jarboe *(Ticketed Event)*
3 Hours of Mandatory Continuing Education in Kansas
You CAN get all 12 hours of continuing education during convention! This is the mandatory class required of all Kansas licensees. Hear what's causing problems, and how to avoid trouble, from Kansas Legal Hotline Attorney Vern Jarboe.