



**Karen Becker** is the current CEO of the Southeast Minnesota Association of REALTORS and MLS. She began her career in the REALTOR family 17 years ago as an Education Director and has served as chair of the NAR Local Education Director Committee, the Minnesota Association of REALTORS Association Executive Committee, the NAR Professional Development Committee, the Blue Ribbon Task Force, the GRI Task Force, and the AE Institute. She is currently serving on the NAR AE Council and the AE Magazine Editorial Board.



**James Browning** is a national instructor/speaker for several organizations; NAR, CREOBA, Browning Real Estate School—formerly the REO Institute of Colorado and has designed and developed five (5) courses related to the valuation and disposition of both commercial and residential properties and how to value distressed assets in today's market. He has a Master's Degree in Real Estate and holds numerous designations. You will find James has an excellent understanding of today's real estate market, along with thorough knowledge of both the commercial and residential sectors.



**Arthur Cox** currently serves as the Director of the Center for Real Estate Education and the Head of the Finance Department for the University of Northern Iowa. The UNI Real Estate Education Program is Iowa's only four-year degree program in real estate. It was started in 1989 through joint efforts of the Iowa Association of REALTORS, the Iowa Real Estate Commission and UNI.



**Angela Cox-Weston** President and founder of Midwest Speakers Bureau in 1998. Working behind the scenes with the planners/buyers she successfully connects them with the right presenters for their meeting. Angela is the consummate professional! She is the one corporations, associations and event planners turn to when they want to ensure their event is a grand success. Angela's reputation in the industry for securing the very best speakers is second to none. She makes it a point to understand the needs of her clients and partner with speakers who will deliver the client's message.



**Doug DeVetrie** owns and oversees Doug Devitre International, Inc., a process consulting and professional skills training company who specializes in helping organizations recapture lost opportunities using their existing resources. Doug has been fascinated with finding ways to leverage technology to increase business results. In college at the University of Missouri Columbia he was awarded "Entrepreneur of the Year" for an innovative approach to using resumes. Doug has been named "Top 50 REALTORS® on the Rise" by Real Estate Magazine, Maryland Heights Chamber of Commerce "Business Leader of the Year", and inducted into the National Association of REALTORS® REBAC Hall of Fame.



**Jim Drury** has been an auctioneer in Illinois since 2001. A Graduate of the Repperts School of Auctioneering, he began his auction career in the medical industry where he traveled extensively throughout the country assisting hospitals dispose of excess medical equipment. James holds an Illinois Managing Broker Real Estate License, a Mortgage Broker license in Illinois and is the founder of Cornerstone-EDU an online continuing education school for auctioneers. James has earned the prestigious CDEI Certification, is a licensed CE Instructor in the state of Illinois and teaches a course called "Introduction to Real Estate Auctions."



**Dr. Noel Earl** is an Assistant Professor of Speech Communication in the Department of Communication, Media & Leadership Studies at Morehead State University. She served as the Interim Department Chair for the 2012-13 academic year. She received her Ph.D. in Rhetoric and Public Address from Ohio University in 1991 and holds a M.A. from Marshall University in Television Production. Noel has taught at Marshall University, Ohio University, Kentucky State University, Seton Hill College and has been at Morehead State University since 1990.



**Len Elder** DREI, received his BA in Speech Communications in 1982, his JD in law in 1986, was a Senior Instructor for a Tucson Real Estate School for 9 years and is currently the Co-Owner of Course Creators, a National Education Company. As well as a licensed instructor in Arizona, Len is a national instructor and Len is a National Instructor with passion, energy and believes in having fun! He is known for his superior IDW presentations around the country and believes in helping other Instructors accomplish their dreams of teaching.



**Charles J. Jacobus**, DREI, JD, is board certified by the Texas Board of Legal Specialization in Residential and Commercial Real Estate Law, and the author of Texas Real Estate Law and Texas Real Estate, both published by Thomson Publishing. He also teaches at Champions School of Real Estate and Houston Community College, and is an adjunct professor at the University of Houston Law Center and the University of Houston Bauer School of Business. He has served as president of REEA, served on REEA's Board of Directors and has twice been named REEA's Educator of the Year, and is a recipient of the Jack Wiedemer Distinguished Career Award.



**Kerry Kidwell**, DREI, has 33 years experience in the real estate industry, from appraiser to top selling agent, broker/owner to speaker/trainer. He holds a marketing degree from the University of Illinois, specializing in consumer behavior. In 2002, he became the 4th instructor in Illinois to receive the DREI designation from REEA. A year later he was selected as the "Educator of Year" by the Association of Illinois Real Estate Educators, 2005 served as the Chairman of the Education Committee for the NAR and is a certified ePRO trainer and REBAC instructor. His style of wit mixed with wisdom leaves students smiling . . . and more knowledgeable!



**Scot Kenkel** is the founder and CEO of Success Learning Institute, a training company focused on delivering practical, down-to-earth educational programs for the real estate industry. Scot has served in a variety of key executive roles with companies such as Merrill Corporation, RealNet Learning Services, Floyd Wickman Courses, SuperStar Computing, and Interactive Pictures Corp (IPIX). Scot is a professional speaker, published author, sales training expert, avid technologist, real estate investment strategist, serial entrepreneur and a really fun person to hang out with.



**Brad Korn** has been selling real estate since 1991. He and his team have experienced huge growth, several of those years doubling in volume. What's the secret? "I am an education sponge", Brad says. He takes time to attend conferences, seminars, network with other agents, and then has his personal coaches help him implement the plans and ideas. Now Brad and his team are recognized nationally as one of the top real estate teams in the country.



**Mark LeBlanc** of Small Business Success, has special expertise on the core issues that business owners and professionals face on a daily basis. His flagship presentation and book, "Growing Your Business!" are ideal on addressing how to sell more products and services. Attendees walk away feeling more focused, able to attract more prospects, stimulate more referrals, and ultimately, craft a plan for generating more business.



**Michael McAllister** CEO of The CE Shop, Inc. headquartered in Denver, CO. The company is a national provider of online real estate continuing education courses and provides online education technology services to hundreds of industry partners. Michael was born into the real estate industry, working hands-on in a successful, family-run real estate brokerage business in Denver, Colorado. The opportunity to combine his passion for real estate, ongoing education and technology has led The CE Shop to great heights in a short period of time.



**Bev McCormick** DREI is a Professor of Real Estate at Morehead State University (MSU) where she has been for 28 years. She is licensed to practice law in the Commonwealth of Kentucky. At MSU, Bev was the 2010-2011 Chair of the Faculty Senate and a member of the President's Leadership Council. She was awarded the Distinguished Real Estate Instructor (DREI) designation from the Real Estate Educators Association (REEA) in 1992. Bev is actively involved in working with the Kentucky Real Estate Commission on educational initiatives including chairing the Core Course Redesign Committee. Bev designs and conducts real estate, real estate education workshops and presentations in Kentucky and across the nation.



**Eric Nietzke** has held key marketing and sales positions with industry leaders in consumer durable and equipment manufacturing companies. This experience has afforded Eric the opportunity to develop and host a variety of meetings from continuing education-cased road shows, consumer trade shows and business conferences to roundtable discussions and internet hosted meetings. Eric is currently serving as the Business Program Manager for the North Iowa Area Community College where he gets to leverage his years of corporate marketing experience into an online learning extravaganza.



**Jerry Rutledge** DREI, CREI, CMC, is Owner/Operator of Alliance Academy. He is a licensed Real Estate Broker and a Licensed Mortgage Broker. Jerry is an approved instructor with the Texas Savings and Mortgage Lending Dept, Texas Real Estate Commission, Texas State Board of Accountancy, CPS's and the Texas State Bar Attorney and has served on numerous boards locally and nationally.



**Carmel Streater** DREI, listed and sold property from 1972 until 2002 and served as the in-house trainer for the large regional real estate brokerage where she was an associate broker. Her father was a builder-developer who was determined that his daughter learn the nuts and bolts of residential construction. Her mother was equally determined that she have a sound academic background. Thus, she grew up to be the rare academic with street-level knowledge of the real estate business—and the ability to combine reality with theory in her writing, live and on-line instruction. She has written several real estate text books and numerous live and online courses and is an experienced live and online instructor.



**Dr. Cathy Thomas** is an Associate Professor of Speech Communication at Morehead State University where she has taught for 25 years. She received her Ph.D. at Ohio University in Rhetoric and Public Address in 1993. Her research interests involve the emerging ways technology affects audiences in persuasive contexts and leadership. Her most recent research has focused on using technology in the humanities. She has published two books, along with colleague Dr. E. Noel Earl, on *Speaking with Technology* and *Fundamentals of Speech Communication*. Additionally, she has successfully coached award winning speakers at the state, regional and national levels. Her other interests are in politics and political rhetoric.



**Stan Walters** CSP known as "The Lie Guy®", Stan B. Walters has spent more than 30 years studying and researching the science of interview and interrogation - much to the dismay of his two daughters as well as all their perspective boyfriends! President of the company Truth & Deception, Inc., Stan works with agencies and organizations that need to educate their people on how to conduct professional integrity interviews and uncover the real story.



**Michele Weston** CSP founder and president of Inspiring Solutions located in Des Moines, IA. She has earned the Certified Speaking Professional designation from the National Speakers Association, an award given to less than 10% of speakers worldwide. Michele is an award-winning distributor for Inscape Publishing—the developer of the DiSC profile and other learning assessments. She has published several books and training videos on the topic of attitudes, leadership, customer service, and strategic planning.

## 2013 Annual Conference PRESENTERS

June 21-24, 2013 Ames, Iowa



REAL ESTATE EDUCATORS ASSOCIATION  
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# 2013 Annual Conference June 21-24, 2013

## Ames, Iowa

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- Early Bird Registration** on or before May 10, 2013 **\$325 per person**
- Registration between** May 11-May 31, 2013 **\$350 per person**
- Registration After** June 1-June 14, 2013 \* **\$425 per person**
- One Day Registration Fee**  Saturday  Sunday **\$200 per person**
- 1 Day IDW**  REEA Member \$65.00  Non REEA Member \$85.00

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\*All Registrations submitted after June 14, 2013 are not guaranteed Conference Materials

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# 2013 Annual Conference

## June 21-24, 2013

### Ames, Iowa

## Instructor Development Workshop – IDW

June 21, 2013 • 9:00 AM – 4:00 PM • Scheman Center, Iowa State University

*Presented by*

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Great instruction is based on well established principles of education known as GAPE (Generally Accepted Principles of Education). You are invited to join *6 of the top instructors in the country* as they lead you through the five categories of GAPE as it applies to education and the teaching of students. Regardless of the level or length of your teaching career, we guarantee that you will leave this session with new ideas, insights and practical tools to elevate the level of your instruction. Come and join us and learn how to:

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