

2017 Annual REEA Conference Agenda - Friday

Instructor Development Workshop #1



700 S. Royal Poinciana Blvd.
Suite 400
Miami, Florida



FRIDAY - June 23, 2017

8:00am – Bus Departs from Hotel lobby for Miami Association of REALTORS®

8:00am–9:00am - IDW Registration Desk Open

- Miami Association of REALTORS® - 700 S. Royal Poinciana Blvd. Suite 400, Miami, FL

9:00am–4:00pm - Full Day REEA IDW #1 - separate ticketed item, see Registration fees below

- **Taking Your Instruction to New Heights**, Instructor Development Workshop. This is a separate ticketed item.

Presented at and Sponsored by Miami Association of REALTORS® - 700 S. Royal Poinciana Blvd. Suite 400, Miami, FL

- Member Rate (\$149.00) - Non-Member Rate (\$169.00) - DREI Special Rate (\$129.00)

4:30pm – Bus Departs from Miami Association of REALTORS® and returns to Marriott Miami Biscayne Bay



2017 Annual REEA Conference Agenda - Friday

Miami Marriott Biscayne Bay | 1633 N. Bayshore Dr. | Miami, FL

FRIDAY - June 23, 2017

2:00pm–5:30pm - Conference Registration Desk Open

- *Miami Marriott Biscayne Bay - 3rd floor Foyer*

5:30pm–6:00pm - 1st Timer Gathering - Bay Front Terrace

- Join some of your REEA Board of Directors for a quick meet & greet prior to the Welcome/Networking Happy Hour on the patio at the Bay Front Terrace at the Miami Marriott Biscayne Bay.

6:00pm–8:00pm - Welcome/Networking Happy Hour - Bay Front Terrace

Sponsored by Dearborn Real Estate Education

- Welcome/Networking Happy Hour on the patio at the Bay Front Terrace at the Miami Marriott Biscayne Bay. *Sponsored by:*

Dearborn
Real Estate Education



All General and Concurrent Session unless otherwise noted will be presented at Miami Marriott Biscayne Bay



2017 Annual REEA Conference Agenda - Saturday

Marriott Miami Biscayne Bay | 1633 N. Bayshore Dr. | Miami, FL

SATURDAY - June 24, 2017

6:00am - REEAWalkers - Miami Marriott Biscayne Bay hotel lobby

- Start your mornings with a short walk and enjoy the magnificent bay weather with the REEAWalkers. Informal Gathering led by REEA Member Shelley Schoenherr

7:30am - 4:00pm - Conference Registration Desk Open

- Miami Marriott Biscayne Bay - 3rd floor Foyer

8:00am - 4:00pm - Exhibitors Open - Miami Marriott Biscayne Bay - 3rd floor Foyer

8:00am - 9:15am GENERAL SESSIONS - Main Ballroom 3rd Level

REEA Annual Business Meeting & Installation

- Welcome, REEA Business Meeting and 2017-2018 Installation of REEA Officers and Directors. Exciting things are happening at REEA and will be announced! REEA Business Meeting is open to everyone. Stay for the end of this General Session for our Rapid Fire Speaker Showcase and hear a quick 2-minute presentation from each of today's session presenters to help you choose where you want to be and what you don't want to miss.

9:30am - 10:30am - Opening General Session - Main Ballroom 3rd Level

"Think Big, Act Bigger" with Jeff Hayzlett

- "Think Big, Act Bigger" The Rewards of Being Relentless;" A take-no-prisoners, no BS, attitude adjustment for those of us who call ourselves entrepreneurs. Every business and in every industry, limitations exist everywhere - mostly in our minds and in the stories we tell ourselves. Getting past these limitations is hard work. Join us as we focus on the attitude we need to overcome the obstacles that face our businesses every day. No one is coming to save us; none of us will win the lottery. Everyone can think big; the art is in acting bigger. *Sponsored by:*



Council of Residential Specialists
The Proven Path To Success

10:45am - 11:45am - CONCURRENT SESSIONS

Salon G-K, 3rd Level - Ed Directors Panel Session

Hibiscus Island Room 3rd Level - Regulator Panel Session

Watson Island Room 2nd Level - School Owners Panel Session

Main Ballroom 3rd Level - Instructor Panel Session

12:00pm - 1:30pm - GENERAL LUNCH SESSION - Main Ballroom 3rd Level

"From Education to Innovation-New Rules of Engagement" with Terri Murphy

- What can we do differently to transform how leadership thru education can inspire engagement and ultimately enlightenment? Education deliverables now require multiple skill sets, and one of the most important in the mix is focusing on creating higher levels of attraction, attendance and ultimately engagement thru programs and presentations. This program offers insights, tips and strategies that advance your skill set to connect and communicate more effectively easily and with measurable results. *Sponsored by:*

McKissock



2017 Annual REEA Conference Agenda - Saturday

Marriott Miami Biscayne Bay | 1633 N. Bayshore Dr. | Miami, FL

SATURDAY - June 24, 2017

1:45pm - 2:45pm - CONCURRENT SESSIONS

Salon G-K, 3rd Level - "**How to Pilot an Entertaining Flight for Your Students**" with Bill Gallagher, DREI

- Fasten your seat belt and hold on as Bill Gallagher shares his insights on using multimedia and themes to create an exceptional educational experience. This non-stop flight will be packed with practical tools, stories, and concepts that any educator can implement to make their next presentation soar to new heights.

Hibiscus Island Room 3rd Level - "**The Essential Eight E's of an Excellent Educational Experience**" with Randy Cooney

- A workshop in which you will collectively discover how best to deliver the following Essential Eight E's into the educational experience for all those students that we have the opportunity to impact in a positive manner both professionally and personally. Enticing-Engaging-Enlightening-Empowering-Entertaining-Eduring-Energizing-Extraordinary.

Watson Island Room 2nd Level - "**Video Bootcamp**" with Jeremias 'JMan' Maneiro

- Do you want to use video but not sure where to get started? Or where to go after you have a video? This workshop will be a hands-on approach to learning how to record, edit, do voice over's, add music and then post everywhere. We will discuss what programs and apps are needed to accomplish all of this and also list all the different ways that we can use video to enhance our presentations as well as promote courses.

3:00pm - 4:00pm - CONCURRENT SESSIONS

Salon G-K, 3rd Level - "**The Power of Story Telling**" with Andy Brown

- As adults, we learn different now that we did when we were younger, and we tend to think and create memories in pictures. A well-constructed and well-delivered story can remarkably enhance a student's classroom learning experience. Storytelling is a learned skill that can be developed and in this presentation you will learn the basics of the elements of creating a good story and of delivering a good story in the classroom environment. You won't want to miss this opportunity to increase your skill sets and add this to your professional teaching tool bag!

Hibiscus Island Room 3rd Level - "**Making 'Canned Material' YOURS!**" with Marcie Roggow, DREI

- Learn how you have the ability to take material that you didn't write and in some cases don't like but have to teach...and convert it to material that can sing a new song putting in your signature stories and examples. So many educators teach REBAC, state/local courses that are delivered to them in a manual with a set of slides to use. How to make it 'yours' and make you the star that you can be will decide who gets invited back time and again...make sure it's you!

Watson Island Room 2nd Level - "**Tools to Promote Your Classes and Engage Your Students**" with Brenda Kasuva

- When attendance is low, we need to get creative on getting more people to register. Learn how to promote using Eventbrite. Teach your class by making it simple and entertaining using different tools like videos, review topics using games and go through the material where students understand the material and have fun.



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SATURDAY - June 24, 2017

4:15pm - 5:15pm - CONCURRENT SESSIONS

Salon G-K, 3rd Level - "Teaching Across the Ages: General Gap or Education Gap?" with Travis Everette

- Leave with a fresh perspective on learning styles and abilities once you are able to recognize that someone's generation does not dictate their learning. In this presentation you will be challenged to examine your own bias about your students' abilities based on assumptions regarding age, appearance and much more.

Hibiscus Island Room 3rd Level - "Powerful PowerPoints: I Didn't Know PowerPoint Could Do That!" with Len Elder, DREI

- A high level exploration of the features and tools that PowerPoint supports so that instructors at any level can take their presentations to the next level.

Watson Island Room 2nd Level - "Keep Students Returning to You and Your School" with Mike Gamblin

- Customers are the lifeblood of any business, including real estate schools. Instructors and school directors will benefit by using these methods that will help make your students 'customers for life' and return regularly to your courses.

6:30pm - 8:30pm - Happy Hour at the Micro Theater Miami

- Happy Hour at the [Micro Theater Miami](#) - 1490 Biscayne Blvd. (0.3 miles from hotel). For additional information and details on theater shows, visit our friends at the Hondros Education Group booth.

Sponsored by:



2017 Annual REEA Conference Agenda - Sunday

Marriott Miami Biscayne Bay 1633 N. Bayshore Dr. | Miami, FL

SUNDAY - June 25, 2017

6:00am - REEAWalkers - Miami Marriott Biscayne Bay hotel lobby

- Start your mornings with a short walk and enjoy the magnificent bay weather with the REEAWalkers. Informal Gathering led by REEA Member Shelley Schoenherr

7:30am - 4:00pm - Conference Registration Desk Open - Miami Marriott Biscayne Bay - 3rd floor Foyer

8:00am - 4:00pm - Exhibitors Open - Miami Marriott Biscayne Bay - 3rd floor Foyer

8:30am - 9:30am - GENERAL SESSION - Main Ballroom 3rd Level

"Life Lessons, Real Estate and Teaching at 200 mph!" with Steven David, CRB, CRS, GRI, MBA

- Steve is one of the largest independent brokers in the nation and a 12-time National Champion in Unlimited Hydroplane racing with 17 world speed records. During his nearly 4 decades of Hydroplane racing, he's crashed a record 10 times, twice left lifeless. His story of the turnaround and the life altering insights will leave you inspired as never before. His success in both racing and real estate are brought to life for you as he shares his life lessons at 200 mph.

Stay for the end of this General Session for our Rapid Fire Speaker Showcase and hear a quick 2-minute presentation from each of today's session presenters to help you choose where you want to be and what you don't want to miss.

9:45am - 10:45am - CONCURRENT SESSIONS

Bayview Ballroom 2nd Level - **"Does Your Class Control You or Do You Control Your Class?"** with Al Batteiger

- Let's not forget the basics. Dealing with today's society in a classroom, holding the social structure of your class together in order for all to benefit. In this session you will learn how to teach to all, not just those that are in the front row, forming relationships with your class to optimize your presence and policing the trouble spots while you continue to teach.

Hibiscus Island Room 3rd Level - **"It's Not Always About CE"** with Lynn Channer

- This session will provide you with an overview of agent training at the company level, emphasizing mind set, skill set, action & accountability. It will also introduce SWOT as an evaluation tool, and suggest various vehicles for training.

Watson Island Room 2nd Level - **"Building and Delivering a Presentation That Incites Passion and Creates Action!"** with Rob Mahta

- This presentation is focused on the four core areas of presentation design and build, as well as the key components of delivery that ensure your audience leaves the presentation with actionable steps to achieve true results in the business. Learn to take content and transform it into a passionate presentation that delivers value and results for your audience.

Main Ballroom 3rd Level - **"Reinventing Influence for Powerful Engagement Strategies"** with Terri Murphy

- In this presentation you will discover the latest strategies and tools to provide more powerful and efficient presentations with measurement of strong interactivity, edu-bite consumption of information in more digestible formats influenced by targeted platforms and tools that resonate with generational and behavioral styles.



2017 Annual REEA Conference Agenda - Sunday

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SUNDAY - June 25, 2017

11:00am - 12:00pm - CONCURRENT SESSIONS

Bayview Ballroom 2nd Level - "**Get a Grip! Finding Your Balance Without Losing It!**" with Karel Murray, DREI

- Stop pleading insanity and Get a Grip! This fast paced, content packed presentation identifies the internal and external influences that create chaos and stress in our daily lives. Get real life suggestions on establishing balance. Examine change, motivation, personal accountability, stress survival, time management, and how to diagnose your "stumbling blocks." - Bayview Ballroom.

Hibiscus Island Room 3rd Level - "**Technology Tools All Educators Will Love**" with Craig Grant

- It seems like every day another vendor claims their product is the greatest tool every, but there isn't enough time or money for you to test them all. In this session, Craig will show you some amazing tools for the classroom, marketing, office, communication and more!

Watson Island Room 2nd Level - "**Keeping it Real With Innovation**" with Jason Jakus

- Busy real estate professionals are looking for high impact training that provides outcome based solutions and outcomes using innovation and engagement. Leverage today's technology and overlay the adult learning styles to ensure higher retention and content comprehension. Learn the 10 innovative secrets that will take your class to new levels.

12:00–1:30pm (Lunch on Your Own)

1:30pm–2:45pm - GENERAL SESSIONS - *Main Ballroom 3rd Level*

"Real Estate Commissioner's Update Panel Session"

- Join us for an update from the 2017 ARELLO President, Mariam Baer and then some of our own Real Estate Commissions for a great panel update discussion to address various regulatory issues that may be of interest to you.

3:00pm–4:00pm - GENERAL SESSIONS - *Main Ballroom 3rd Level*

"REETalks"

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4:00pm–5:00pm - CLOSING SESSION - *Main Ballroom 3rd Level*

"6 Steps to Embracing Change" with Richard Flint

- It's one of the most emotional words you have to deal with . . . Change! A word we have a love/hate relationship with. We resist change because of what the word requires, yet we know without change we cannot improve. Join Richard Flint, and together examine the 6 steps to taking the fear out of change and learn to embrace change; the pathway to greater success!

6:00pm–10:00pm - CLOSING DINNER CRUISE

Dinner Cruise on the Biscayne Lady - Join us aboard the Biscayne Lady Cruise line for an evening dinner out on the bay. *Board on the dock outside the Bayview Terrace Sponsored by:*



2017 Annual REEA Conference Agenda - Monday

MONDAY, June 26, 2017

6:00am REEAWalkers - *Miami Marriott Biscayne Bay hotel lobby*

- Start your mornings with a short walk and enjoy the magnificent bay weather with the REEAWalkers. Informal Gathering *led by REEA Member Shelley Schoenherr*

Instructor Development Workshop #2



700 S. Royal Poinciana Blvd.

Suite 400

Miami, Florida

8:00am – Bus Departs from Hotel lobby for Miami Association of REALTORS®

8:00am–9:00am - IDW Registration Desk Open

- Miami Association of REALTORS® - 700 S. Royal Poinciana Blvd. Suite 400, Miami, FL

9:00am–4:00pm - Full Day REEA IDW #2 - *separate ticketed item, see Registration fees below*

- **Taking Your Instruction to New Heights**, Instructor Development Workshop. This is a separate ticketed item. *Presented at and Sponsored by Miami Association of REALTORS® - 700 S. Royal Poinciana Blvd. Suite 400, Miami, FL*
 - DREI Special Rate (\$129.00)

4:30pm – Bus Departs from Miami Association of REALTORS® and returns to Marriott Miami Biscayne Bay

