

Join us for "The REEA Experience"

General Session Room: REEA Palace

- Concurrent Session Room #1 - Celine St.
- Concurrent Session Room #2 - Liberace Ave. -
- Concurrent Session Room #3 - Elvis Blvd.



2023 REEA Conference Schedule

Tuesday, June 20, 2023

8:00–9:00am | Registration Open: REEA IDW #1 REEA Gold Standard Instructor "GSI"
Instructor Development Workshop #1, Palace Station - 2nd Floor - Celine Street Room

9:00am–4:00pm | REEA GSI IDW #1 - "Master the Principles of Creating a Dynamic Classroom"
Lays the Foundation of Interactive Learning and Self-Assessment. Taking Your Instruction to New Heights #1: The first of three IDW's created and presented by REEA's own members that focuses on mastering the five principles of creating a dynamic classroom. This is a separate ticked item. Please be sure to register for this session. REEA GSIs can retake this course at our \$99 refresher rate!

Wednesday, June 21, 2023

8:00–9:00am | Registration Open: REEA IDW #2 REEA Gold Standard Instructor "GSI"
Instructor Development Workshop #2, Palace Station - 2nd Floor - Celine Street Room

9:00am–4:00pm | REEA GSI IDW #2 "Apply the Principles of Creating a Dynamic Classroom"
Apply the Principles of Creating a Dynamic Classroom. - Taking Your Instruction to New Heights #2: Second of a three-part series that continues instructor's journeys of executing the 5 principles of a dynamic classroom. This is a separate ticked item. Please be sure to register for this session. REEA GSIs can retake this course at our \$99 refresher rate!

4:30pm-6:00pm | REEA Past-President's Council Meeting

All REEA Past President's, please join us at the Palace Station inside "Tacos & Tequilas" restaurant for our Past-President's Council Meeting.

5:00–5:45pm | Meet Your REEABuddee

Attention 1st Time Attendees!! Do you have a REEA Buddee? Maybe you are looking for someone to Buddee up with during the Conference? Interested in being a REEA Buddee Mentor? Join us for a quick meet your REEA Buddee before our Welcome Happy Hour! Everyone welcome! | Conference Foyer, 2nd Floor

6:00–8:00pm | Welcome/Networking Happy Hour

Meet us in the Palace Station at the Cinabarre and enjoy this fun way to start off our conference with our friends at Dearborn Real Estate Education



Thursday, June 22, 2023

6:00–7:00am | REEAWalkers - Join the REEAWalkers in the hotel lower lobby level for a beautiful walk to get your morning started.

7:30–8:30am | Continental Breakfast - Conference Center, 2nd Floor

7:30am–4:00pm | Conference Registration Desk Open - Conference Center, 2nd Floor

7:30am–4:00pm | Exhibitors Open - General Session Room "REEA Palace" Conference Center, 2nd Floor

8:00–9:30am | REEA Annual General Meeting - General Session Room "REEA Palace" Conference Center, 2nd Floor - Join us for our Annual REEA Business Meeting and the installation of your 2023-2024 REEA Board of Directors.

Stay for our RapidFire of your Presenters for the day! | REEA Palace

9:45–10:00am | Opening Keynote Session - with Matthew Ferrara

#AlwaysInspiring: REEA Experiences - Join Matthew Ferrara, philosopher, photographer, and writer for a fun and exciting look at the power of delivering great learning experiences to our students. Explore ways to drive student transformation by tapping into your personal growth as an Educator. Combine the Key Three elements of Attitude, Discipline and Time Well Spent into a unique guide to energize your educational experiences for today and the future. | REEA Palace Sponsored by our friends at Digital Chalk

11:00–11:45am | Instructor Panel Session - REEA Palace

11:00–12:00pm | Education Directors Panel Session - Elvis Blvd.

11:00–12:00pm | Regulators Panel Session - Liberace Ave.

11:00–12:00pm | School Owner Panel Session - Celine St.

12:15–1:30pm | General Lunch and Awards Session - General Session Room "REEA Palace" Conference Center, 2nd Floor- Join us for a great lunch, REEA Awards ceremony and a RapidFire from our Sponsors and Exhibitors. | REEA Palace sponsored by our friends at Digital Chalk.

1:45–2:45pm | Concurrent Sessions

- **Working Together: Doing business with Brokerages, Schools, and Associations** with Dr. Jeffrey Stanton, GSI - *In this session you will understand what Brokerages, Schools, & Associations look for when working with, or being solicited by outside instructors.* | Celine St.
- **Speaking Within: The Power of Passion & Nonverbal in the Classroom** with John Wenner, DREI - *Explain and detail how the power of passion & nonverbal body language of a speaker plays in creating learner engagement.* | Liberace Ave.
- **Legal Update 2023** with Kizzy Crawford Heath, DREI and Len Elder, DREI, GSI - *This is the annual Legal Update presentation that covers changes in law and important cases and settlements involving litigation in the real estate industry.* | Elvis Blvd.



Thursday, June 22, 2023

3:15–4:15pm | Concurrent Sessions

- **CDEI Program Reborn** with Melissa Ferguson - *In 2022, the ARELLO Distance Education Committee completely revamped the CDEI certification program. This certification is an important part of the ARELLO course certification which is currently required in 21 states and recognized in 26 states and jurisdictions. Join Melissa and her panel of experts as they go through the changes and to show you what to expect when taking the new courses.*
- **Is There Bias in Appraisals? What To Do About It** with Rebecca Jones, DREI, GSI - *A lively controlled discussion about appraisal bias, will explore the appraisal process and the history of the appraisal profession, during redlining. Let's examine the recent law cases and surveys on appraisal bias wrap up with what steps can be taken if bias has taken place in the appraisal process. | Celine St.*
- **TEAMS!** with Bob Kutschbach, DREI, GSI - *Over 50% of real estate sales are sold by "teams". Learn how to TEACH team formation, recruiting, structure, compensation & management. Also covered will be broker oversight and management. | Liberace Ave.*

4:45–5:45pm | Concurrent Sessions

- **Engaging Ethics** with Stephanie Walker, GSI - *Teaching Ethics can be fun and engaging! Join Stephanie and she will show you how. | Liberace Ave.*
- **Start and Run a Successful Real Estate School** with Jennifer Nicely, GSI - *This presentation will cover the foundation topics one should consider when opening or operating a real estate school. There are several levels of business, and each level is a new step and process one must go through to stay on the path of success. | Celine St.*
- **How To Create Video in Canva to Amplify the Learning Experience** with Betsy Coyne, GSI - *In this session you will learn how to customize video using Canva tools and then effective ways to incorporate video in the classroom whether in-person physically with their students, or virtual and live providing the video as a self-paced option for asynchronous learning. This presentation demonstrates how videos can capture student attention and make learning more interactive and accessible to students with different learning styles. | Elvis Blvd.*

5:45pm | Enjoy Las Vegas on the REEA Fun Bus! Hop on the REEA Fun Bus that will drop off on the Las Vegas Strip at the Bellagio Fountains and then to Fremont Street at Golden Nugget and back around to the hotel. Jump on and off at your leisure to see the sights of Vegas! Last pick up back is 10:00pm with drop off at The Palace Station at 10pm. Sponsored by our friends at Colibri Real Estate.

Find Bus Schedule in your Registration Bag



Friday, June 23, 2023

6:00–7:00am | REEAWalkers - Join the REEAWalkers in the hotel lower lobby level for a beautiful walk around to get your morning started.

7:30–8:30am | Continental Breakfast - Conference Center, 2nd Floor

7:30am–4:00pm | Conference Registration Desk Open - Conference Center, 2nd Floor

7:30am–4:00pm | Exhibitors Open - General Session Room "REEA Palace" Conference Center, 2nd Floor

8:30–9:30am | General Session - REEATalks "Do You Know Your True Value?" - Join this General Session with a great panel of experts! REEA Palace. Stay for our Rapid-Fire Session at the end and learn about today's concurrent sessions from your Presenters

9:45–10:45am | Concurrent Sessions

- **Yeah But, In This Market...** with Theresa Barnabei, GSL - *A How To experience that provides insight, talking points and classroom management techniques when the objection to everything you say as an instructor is met with 'Yeah But, In This Market...'* | Elvis Blvd.
- **How to Teach When the Internet is Down OR Just Like we Did it in the Olden Days** with Janis Benstock, GSI - *Does your classroom feel like the set of Groundhog Day? It is so easy to fall into patter until you feel flat and burnt out. Put the twinkle back in your eye with these creative activities and fall in love with teaching all over again.* | Liberace Ave.
- **Going From Hopeful To Hired** with John Gillam, GSI - *Many of us have spent years honing our skills to be instructors, and we all believe we have something of value to offer. The hard part is getting through the door and getting paid!!!* | Celine St.

11:15am–12:15pm | Concurrent Sessions

- **How To Keep Your Real Estate Educator Business Safe from Hackers** with Burton Kelso - *As a real estate educator, it's important you're aware of all of the cyber threats that can affect you. Phishing, Credential Stuffing and Ransomware are the weapons cyber crooks will use against you. Learn what tools and tricks you need to use to keep safe.* | Celine St.
- **Using Mindfulness in the Classroom** with Cheryl Davis, GSI - *Many students get stressed and anxious when taking real estate courses. This interactive course will show instructors how to use Mindfulness techniques to lower anxiety and stress in the classroom and increase students' ability to focus on course materials* | Liberace Ave.
- **VIEWPOINTS: Crafting Future Education Experiences** with the NCREC Panel - *This is a panel discussion with four members of North Carolina Real Estate Commission (NCREC) with the presenters taking on the roles of regulator, school owner instructor and student for a lively discussion about future techniques, changes, tools, and tips all focused on the trends in real estate education and presenting the four different viewpoints for the roles taken.* | Elvis Blvd.

12:15–1:30pm | Lunch on Your Own: *Enjoy the many restaurants at the Palace Station! List of restaurants in your Registration Bag.*

12:15-1:15pm | REEA Board of Directors and REEA DREI Leadership Council Lunch



Friday, June 23, 2023

1:30–2:15pm | General Session - Real Estate Testing Sites Update with PSI and Pierson View | REEA Palace

2:30–3:30pm | Concurrent Sessions

- **Get The Shell Out** with Andrea Lane - *Turn situations into advantages, gain confidence using Improv, speech techniques, singing, and trust games. | Liberace Ave.*
- **Live Your Best Life LIVE-Hybrid Or LIVE Streaming** with JMan Maneiro - *In this session we will demonstrate how to LIVE Stream like a dream. We will demonstrate the differences between hybrid and LIVE Streams and how to take it to the next level on the latter. You will hear from experts with 1000's of LIVE Streaming events experience and leave with all of the equipment, apps, programs, and software to row your educational boat merrily up the Live Stream. | Elvis Blvd.*
- **NO Prison - NO Victim; Know the Law and How to Avoid Selection** with Carl Carter & Will Parker, DREI, GSI - *Agents are often the target of physical violence. Understanding the legal brickwork for reciprocating violence in YOUR legal defense may save you from the legal and financial nightmare that could follow. We will briefly discuss the five elements of self-defense law to begin your understanding of your legal obligations when in a deadly force encounter. | Celine St.*

3:45–4:30pm | Closing Session - The REEA Experience - REEA Palace

6:30–10:00pm | Closing Dinner - REEA Palace

Formal/Semi-Formal in Black, White and Red attire requested. Your closing dinner is included in your full conference registration! Join us for a fun evening with entertainment to leave you with that REEA Vegas Experience. Invite a guest to join you for an additional only \$100/guest. | REEA Palace

Saturday, June 24, 2023

6:00–7:00am | REEAWalkers - *Join the REEAWalkers in the hotel lower lobby level for your last walk in Las Vegas!*

8:00–9:00am | Registration Open: REEA IDW #3 REEA Gold Standard Instructor "GSI"

Instructor Development Workshop #3, Celine St.

9:00 am–4:00pm | REEA GSI IDW #3 "Utilize Technology and Tools to Create a Dynamic Classroom"

Instructor Development Workshop "IDW" #3 - Explores Cutting Edge Tools & Technologies That Make Teaching & Learning Fun!

Bring your laptop, this class is hands-on-training - This is a separate ticked item. Please be sure to register for this session. REEA GSIs can retake this course at our \$99 refresher rate!



Please be sure to stop and meet our many REEA [Sponsors and Exhibitors](#) and thank them for making this year's REEA Experience a great conference. See what they have that can help you in your business!



2023 SPONSORS & EXHIBITORS listed in alphabetical order with links to websites:

- [Buffini & Company](#) - Table Top Exhibitor
- [Calypso Continuing Education](#) - Exhibitor
- [Colibri Real Estate](#) - Silver Sponsor and Fun Bus Sponsor
- [Dearborn Real Estate Education](#) - Gold Sponsor, Welcome Happy Hour Sponsor & Exhibitor
- [Digital Chalk by Sciolytix](#) - Opening Keynote Sponsor, Lunch Sponsor & Exhibitor
- [ExamSmart](#) - Major Sponsor of REEA GSI IDW Classes & Exhibitor
- [Lesix Agency](#) - Exhibitor
- [LMD, LLC](#) - Exhibitor
- [Performance Programs Company](#) - Exhibitor
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- [Postmates](#) - Uber discount delivery, see below for more information
- [RENI Real Estate Negotiation Institute](#) - Silver Sponsor & Exhibitor
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- **REEA** - Sponsor
- **REEA DREI** - Exhibitor
- **REEA GSI** - Exhibitor
- **REEA Education, REEA Member Experience & REEA Communications Committees** - Exhibitors



"Starting June 20, 2023, Postmates will be treating you to a free meal! You'll be able to grab anything your heart desires by applying **REEA23 at checkout for \$25 off, with no minimum order size. You must act quickly; this code will **expire on 6/27/2023 at 9pm PST!**"**

Please download the Postmates app using the following links ([iOS link](#) and [Android link](#)). On the checkout page, you will be prompted with a section to apply the promo code and the subtotal will reflect accordingly after the code is applied." Use the QR Code for easy access!

