

# Schedule of Events

# Featured Speakers

## Monday, April 2, 2012

- 7:30 AM—5:00 PM** Registration Desk Open  
**7:30 AM—10:00 AM** Morning Break Station  
**8:00 AM—5:00 PM** **Rookie Training/GRI 101—Day 1**  
*(0596) 9 CE credit hours - Instructor: Karel Murray*  
 Rookie Training is designed to cover a multitude of topics focused on making you more professional and competent in your dealings with the general public. Join Karel for this highly interactive two days as you learn the fundamental practices essential to developing expertise. Registration is limited to the first 75 people. *Class credit applies towards license renewal & qualifies for GRI 101 substitution credit.*
- 8:00 AM—9:00 AM** **Committee Meetings**  
 Board President/President-Elect Council Convention  
 Regulatory Interview Sub-Committee  
 Statewide Professional Standards
- 9:00 AM—10:15 AM** **Committee Meetings**  
 License Law
- 9:00 AM—11:00 AM** **Committee Meetings**  
 Forms
- 10:30 AM—11:45 AM** **Committee Meetings**  
 Advanced Payment Task Force  
 Association Executives  
 Pathways to Professionalism  
 WCR Chapter Meeting
- 12:00 PM—1:15 PM** **WCR Luncheon**  
 Speaker: Denise G. Scholl-Serrett, Executive Director/CEO, Lincoln YWCA  
 Denise will walk us through her personal philosophy of making connections and how she goes about making connections each and every day. A *collection box will be available as part of a clothing drive.*
- 1:30 PM—2:45 PM** **Committee Meetings**  
 Governmental Affairs
- 2:45 PM—3:30 PM** **Afternoon Break Station**  
**3:00 PM—4:15 PM** **Committee Meetings**  
 CRS Executive  
 Participation Task Force
- 3:00 PM—5:00 PM** **Committee Meetings**  
 RPAC Trustees
- 4:30 PM—5:30 PM** **Caucus Meetings**  
 Central, Eastern, Western
- 6:00 PM—7:30 PM** **Committee Meetings**  
**President Gehrki's Hospitality Reception**  
 All association member convention attendees are welcome! Join us for FREE food and drinks at Werner Park (12356 Ballpark Way, Papillion). *Transportation will be available from the hotel.*

## Tuesday, April 3, 2012

- 7:00 AM—5:00 PM** Registration Desk Open  
**7:15 AM—8:15 AM** **CRS Breakfast**  
 Speaker: Chandra Hall is a CRS, GRI and ABR instructor. She is the managing broker/owner of Colorado Mesa Realty, LLC,. Born an identical twin, Chandra appreciates the power of individual differences. She uses this belief to help others identify their natural abilities and create more of what they desire both personally and professionally.
- 7:30 AM—8:30 AM** **Past Presidents' Breakfast**  
**7:30 AM—10:45 AM** **Morning Break Station**  
**8:00 AM—4:30 PM** **Rookie Training/GRI 101—Day 2**  
**8:30 AM—8:00 PM** **Exhibition Open**  
**8:30 AM—9:30 AM** **CRS Chapter Meeting**  
**9:00 AM—12:00 PM** **Cracking the Code: The Key to Buyer Recovery**  
*(0704) 3 CE credit hours - Instructor: Chandra Hall*  
 Today's future homeowners are challenged by tighter lending restrictions. Less-than-perfect credit resulting from foreclosure, short sale, bankruptcy

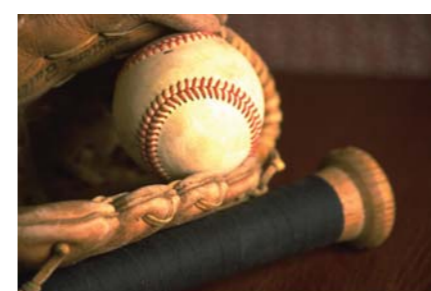
## Tuesday, April 3, 2012 (continued)

- or job loss complicates an already difficult situation for would-be buyers. Chandra will help you be better equipped to counsel your clients no matter what financial changes life may bring.
- 9:00 AM—12:00 PM** **How to Play with Buyers**  
*(0721) 3 CE credit hours - Instructor: Darryl Davis*  
 Agents spend a lot of time showing a lot of buyers a lot of homes, only to end in frustration with no sale. Darryl will show you that perhaps it's not the amount of buyers you often have, but rather the quality of the buyer that makes the difference. You will learn techniques to qualify the buyers motivation and spend less time showing homes.
- 9:00 AM—10:15 AM** **Executive Committee**  
**10:00 AM—11:00 AM** **Boost Your Lead Capture & Conversion**  
*(9999T) 1 broker training credit - Instructor: Johnnie Johnson*  
 Join Johnnie Johnson, World Class Coaches' President and CEO, for this 1-hour broker training class to learn about tools to connect you with moving families. For REALTORS® it's about client acquisition, satisfaction and retention. Take your business to the next level by developing affinity relationships and establishing practices to help you expand your network and develop life-long professional and client relationships. *World Class Coaches is a current member benefits provider of the Nebraska REALTORS® Association, offering members a deep discount on The Great Moving Adventure—a powerful DVD resource to assist children and their families in dealing with the challenging issues they face when moving. Also receive training on how to introduce the DVD to relocating families.*
- 10:30 AM—12:00 PM** **Committee Meetings**  
 Home Buyers Assistance Foundation
- 12:15 PM—1:30 PM** **Grand Luncheon**  
 Join us at the Grand Luncheon as we hold our annual business meeting, recognize our members and award our highest honor: 2012 REALTOR® of the Year!
- 2:00 PM—5:00 PM** **Critical Rules, Reforms & New Realities**  
*(0688) 3 CE credit hours - Instructor: Chandra Hall*  
 More than a list of legal updates, this class is about how conditions have altered business practices. Learn how knowing and showing what is new and different will empower you with clients and why direction and dialogue is critical in this new environment. Join Chandra and get the latest updates and resources you need for your business in the areas of finance, foreclosure and taxation.
- 2:00 PM—5:00 PM** **Get Your Listings Sold in Today's Market**  
*(0743) 3 CE credit hours - Instructor: Darryl Davis*  
 Listings are the name of the game! How many times have we heard that – but the big question agents have is what do you do once you get the listing? Join Darryl as he shares with you the concepts to servicing sellers, how to stay in communication and a process to servicing listings without exhausting one's time.
- 2:00 PM—5:00 PM** **Broker / Manager Session**  
 This session is open to everyone! Speakers include: Moe Veissi, 2012 NATIONAL ASSOCIATION OF REALTORS® President; John Smaby, 2012 NAR Member Mobilization Liaison; Ronda Tompers, 2012 NAR Political Fundraising Liaison and G. William James, mobile technology trainer.
- 3:00 PM—3:45 PM** **Afternoon Break Station**  
**4:00 PM—5:30 PM** **Young Professionals Network**  
 Young professionals are the future of the real estate business. But in a field where the average age is 52, younger real estate practitioners often strive for a way to connect with each other and tap into valuable resources that will help them succeed in business. We will have a networking reception PLUS three guest speakers. Come and meet your fellow YPner's and have some fun!
- 5:15 PM—8:00 PM** **Exhibition Reception & RPAC Talent Show**  
 Join us for FREE hors d'oeuvres. Every registered convention attendee receives one free drink ticket (cash bar available). Round the bases and mingle with your peers and visit the exhibitors to find the resources you need for strengthening your career in real estate. Also, watch or participate in REALTORS® Got Talent (an RPAC Fundraising talent show).

## Wednesday, April 4, 2012

- 8:00 AM—5:00 PM** Registration Desk Open  
**8:00 AM—10:45 AM** Morning Break Station  
**8:30 AM—2:00 PM** Exhibition Open  
**9:00 AM—12:00 PM** **Raising the Bar of Competency**  
*(0738) 3 CE credit hours - Instructor: Karel Murray*  
 Do you need a remedy for professional issues? Karel Murray will give you an overview on competency, agency and the practical application of ethical principles. In this highly interactive class you will learn how theory and actual "practice" come together resulting in a working understanding of how professionalism leads to a long term positive real estate career.
- 9:00 AM—12:00 PM** **What REALTORS® Should Know About Mobile Devices**  
*(9999T) 3 broker training credits - Instructor: G. William James*  
 A big challenge for agents: how to evaluate and choose from the extensive variety of mobile devices and how to select the right combination of mobile tools for the mobile office. Join G. William James and find out what mobile tools work best for you!
- 9:00 AM—12:00 PM** **Committee Meetings**  
 RLI Marketing Session
- 10:30 AM—11:30 AM** **Executive Committee**  
**12:15 PM—1:30 PM** **Inspirational Luncheon**  
 Join your fellow REALTORS® for lunch and hear an inspiring story from Brady Beren. Brady will share his journey - his recovery, perseverance and what keeps him motivated!
- 2:00 PM—4:00 PM** **Board of Directors**  
**2:00 PM—5:00 PM** **Character Counts...Doesn't It**  
*(0497R) 3 "R" CE credit hours - Instructor: Karel Murray*  
 Join Karel and take an intense examination of personal values and the practical application of principles that ultimately define what we know as "Ethics." You will actively explore ethical dilemmas and apply various decision making models to arrive at a conclusion that fits your value system. *This class satisfies NAR's code of ethics training for the third training cycle January 2009 to December 2012.*
- 2:00 PM—5:00 PM** **Google Universe**  
*(9999T) 3 broker training credits - Instructor: G. William James*  
 The latest frontier of mobile technology brings easy to use, free apps to turn your office, PC and mobile devices into a most powerful resource for client relationships, productivity and social networking. Instructor, G. William James will help you with the new, mobile world of the business of real estate.
- 3:00 PM—3:45 PM** **Afternoon Break Fueling Station**

- Event Key**  
 Red - committee or group meeting  
 Green - continuing education  
 Purple - ticketed event  
 Blue - information session  
 Pink - social event (no ticket required)  
 Gold - exhibition



**Get in the Game**



**Karel Murray** holds a BA in human resources and has earned many designations and certifications, including the National Speakers Association CSP and the Real Estate Educators Association DREI. Her resume includes: HR regional executive of a large commercial insurance firm, award-winning sales person, manager of a top producing real estate office and is currently the owner of Our Branch, Inc., a national and international speaking and training company.



**Denise G. Scholl-Serrett** is the Executive Director/CEO of the Lincoln YWCA. Denise has 18 years of experience in human resources management in the private sector in varying specialties and industries. She has both a Bachelor of Science in Human Resources Management and a Master of Arts in Management, and is heading back for her Masters in Non-Profit Management. Denise is well known in the Lincoln community as a true "connector" of people.



**Chandra Hall** serves as a real estate educator and instructor trainer at Kaplan Professional Schools in Colorado Springs and Denver. She has been awarded the Distinguished Real Estate Instructor designation. Chandra is the managing broker/owner of Colorado Mesa Realty, LLC. She has been successful in residential resale, land development and new homes. She has been recognized as the designer and creative consultant on 3 award winning Parade Homes.



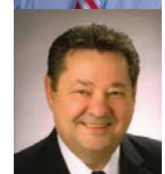
**Darryl Davis** - What began as a way to support his acting career later became Darryl's true passion and lifelong mission. Darryl became a real estate agent at the age of 19 and quickly climbed the ladder to become a Top Producer averaging 6 transactions a month. He then became a licensed broker and manager of a new office that became the #1 listing and selling branch within its first 6 months of operation.



**G. William James** is one of the leading trainers for handheld computing & mobile technology in the U.S. for retail, medicine, sales, business & real estate. He has been a sales trainer and seminar presenter since 1986. He was an early user of PDAs, is devoted to handheld computing & has built his career on technology. In 2003 James began teaching smartphones & today teaches all platforms & devices (Palm, Blackberry, Windows Mobile, Android & Apple iPad & iPhone).



**Brady Beren** - At 17, Brady had everything going for him: great student, gifted athletic abilities and his goals were set high. Then in 2004 one night during a football game, he stared death in the eye and his life changed forever. After spending five weeks in a coma and three months in hospitals, Brady had to re-learn everything, except his sense of humor. Brady now entertains as he shares his story from one foot in the grave to hope and triumph.



**Moe Veissi** is the 2012 president of the NATIONAL ASSOCIATION OF REALTORS®. He has been a REALTOR® for more than 40 years, is broker-owner of Veissi & Associates Inc. in Miami and specializes in land acquisition. He served as the 2008 Political Fundraising Chair for RPAC and has also served on the Strategic Investment Reserve Advisory Board for NAR as well as the 2005 Region Vice President.



**John Smaby** is the 2012 Member Mobilization Liaison for NAR. John has served on almost every committee at the local and state levels. In 2005, he served as a regional vice president for NAR and was the 2009 national MLS chairperson. John is a broker manager at Edina Realty in the greater Minneapolis-St. Paul area. His office of 115 agents is one the highest volume offices in the upper Midwest.



**Ronda Tompers** is the 2012 NAR Political Fundraising Liaison. She is a broker with Dahlquist REALTORS® in Great Falls, Montana. She was the 2008 CRS REALTOR® of the Year, 2007 Great Falls Association REALTOR® of the Year and 2011 President of the Montana Association of Realtors®.



**Jo Jenkins** is the 2012 NAR Region 8 Vice President. She has been a REALTOR® since 1987 and a broker since 1995 in Newton, IA. She has been selected twice by her local board as REALTOR® of the Year and was the 2009 Iowa REALTOR® of the Year. Jo served as President of the Newton Board of REALTORS® in 1996, and was President of the Iowa Association of REALTORS® in 2006.