

Washington REALTORS®
LEADERSHIP CONFERENCE
October 19 – 21, 2016
Agenda

Wednesday, October 19

5:30pm Joint Reception with WR, Seattle-King County REALTORS® YPN and AREAA
Evergreen Point Room

Thursday, October 20

8:00am Breakfast **Evergreen Point Room**

8:30am Welcome and Introductions, *Margo Wheeler Willis, President-Elect* **Yarrow / Hunts Room**

9:00am – 9:45am “Why Is Everyone So Pissed Off at NAR,” *Elizabeth Mendenhall, NAR 2017 President-Elect*

9:45am – 10:00am *Break*

10:00am – 11:30am “Leading with Diversity,” *Fred Underwood, NAR Director of Diversity and Inclusion*

11:30am – 12Noon Target Smart Data for Local Associations & Realtor Relief Fund Initiative, *Steve Francks, CEO*

12Noon – 1:30pm Lunch and Presentation with Debra Trappen, Fire Up! **Evergreen Point Room**

1:30pm – 2:00pm “Building a Team from One to One Million,” *Mabel Guzman, NAR 2017 Vice-President of Association Affairs*

2:00pm – 2:15pm *Break*

2:15pm – 3:00pm Leadership Initiatives and NAR Core Standards, *Steve Francks, CEO*

3:00pm – 4:30pm Roundtables

- Everything You Want to Know But Have Been Afraid to Ask, *Elizabeth Mendenhall and Mabel Guzman*
- Best Financial Practices for Local Associations, *Debbie Maxwell*
- Video Production Ideas for Local Associations, *Steve Klaniacki*
- The New Cycle of Core Standards, *Stacie Weedon*
- Using Target Smart Data in Your Local Association, *Nathan Gorton*
- Using NAR Grant Money for Local Community Outreach, *Fred Underwood*
- Q & A for Local Association Executives, *Mary Hull-Drury and Laura Murray*

6:00pm Reception and Dinner for all Conference Attendees **Evergreen Point Room**

Friday, October 21

8:00am Breakfast **Evergreen Point Room**

8:30am – 9:15am Washington REALTOR® Staff Resources, *Steve Francks, CEO* **Yarrow / Hunts Room**

9:15am – 9:30am *Break*

9:30am – 11:00am Mastering Meetings Using Robert’s Rules, *Ann McFarlane, Jurassic Parliament*

11:00am – 11:45am Scott Reiter, NAR Vice President, RPAC Disbursements and Political Programs

11:45 – 12:00 Noon Closing Comments

12:00 Noon Adjournment