

# FAAR 2011 EDUCATION CONFERENCE & TRADE SHOW

*Where everyone is a star!*

## Attendee Information

*September 21, 2011*

Early Bird Price  
**SAVE \$5 ends 8/29**

**Fredericksburg Expo Center**  
2371 Carl D. Silver Pkwy., Fredericksburg

**Registration & Tradeshow Open at 8 a.m.**  
**Education Conference Begins at 9 a.m.**

- More than 80 Exhibitors expected
- CE/PL Credited Courses
- Shop & Save 15% at the REALTOR® Store
- Vote at the Internet Café for FAAR's 2012 Board of Directors
- Win fantastic door prizes
- Help select the top three decorated booths!

*All Access Pass* ~~\$35~~  
*Non-Members* ~~\$50~~  
(Includes: Classes, Tradeshow, and Lunch)  
*Tradeshow Only* \$10  
*Non Members* \$20

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## CLASS DESCRIPTIONS

### The Perils of Rental Property Leasing and Management

9:00 a.m. - 12:30 p.m.

**Instructor:** John G. "Chip" Dicks **Credit:** 3 hrs Legal Updates CE; 3 hrs Property Management Elective PL

Don't be caught by surprise... this class dives into the most common site management, leasing, and VRLTA issues and violations. Chip Dicks uses his 25 years of experience to help REALTORS® navigate the potential pitfalls of escrow management, leases, financing and more. Be prepared by taking this risk management course.

### Money Matters! Financial Planning for Life

9:00 a.m. - 11:00 a.m.

**Instructor:** Scott Pettyjohn

Saving money and planning for future expenses may seem like a trying task for REALTORS® as independent contractors. Money Matters! Financial Planning for Life details the various financial planning available, their benefits and risks. The key is "diversification", learn where to invest or save your money depending on the market.

### The Ticking Time Bomb of Technology

9:00 a.m. - 11:00 a.m.

**Instructor:** Marie Still **Credit:** 2hrs Elective CE/PL

Undoubtedly, the world of technology has already exploded and had a tremendous impact on the world of real estate. The Ticking Time Bomb of Technology investigates the liability and risk management issues surrounding technology and social media. Are you in danger of copyright violation, slander, false marketing, identity thief, failure to disclose and more? This is a risk management course you can't afford to live without.

### REBar Camp: SEO, Finding a Home for URLs Everywhere

Meet up 11:15 a.m. - 12:00 p.m./ REBar Camp 1:00 p.m. - 4:00 p.m.

**Instructor:** Various

The REBar Camp is a different type of conference centered on technology. The REBC says to the attendees, "What would you like to learn about and why are you here?" The attendees then help to create the technology conference. Who's the speaker? "If you want to speak you can speak" ... "but the speaker shouldn't be the speaker, they should instead lead the discussion".

### Appy Hour

12:00 p.m. - 1:00 p.m.

**Instructor:** REBar Camp Hosts

Join the REBar camp and FAAR's Technology Working Group at Appy Hour. While sipping on cocktails share your favorite app, hear what others think are the best tools, or join the battle of smart phones. A true mindshare, in a relaxed "5 o'clock somewhere" environment.

### Savvy Stats by RBIntel

12:45 p.m. - 2:45 p.m.

**Instructor:** Tim Makoutz

Take your multiple listing service skills to the next level with Savvy Stats by RBIntel. RBIntel provides timely, online access to statistical information straight from the MRIS Multiple Listing Service (MLS). Savvy Stats explores critical statistics and provides the most complete picture of market trends in the Mid-Atlantic Region. Learn how to create custom reports, view dynamic stat maps that compare trends within a given county, and access RBIntel's charts/graphs.

### The Long and Sordid of Short Sales

1:00 p.m. - 4:30 p.m.

**Instructor:** Brooke Miller **Credit:** 3 hrs Legal Updates CE/PL

Short sales are quickly becoming the new norm in today's market. The Long and Sordid of Short Sales teaches agents how to maneuver the complexities of short sales, identify potential issues and how to work through them- which are critical skills in today's market.

### MRIS: The Must Know New Features

3:15 p.m. - 4:15 p.m.

**Instructor:** Kim Mingo

MRIS' multiple listing service is one of the main tools of the trade. From your website, to your listings and your on-the-go lifestyle, MRIS solutions save time and help you list more/sell more. Learn the newest features, tricks, resources, and services to use MRIS to its fullest.

## CONFERENCE SCHEDULE

8:00 Registration and Tradeshow Opens

9:00 - 12:30\* Morning Education Sessions

11:30-1:30 Lunch

2:45- 3:00 Election Announcements

11:15 - 4:30\* Afternoon Education Sessions

\*Please check education calendar for exact times



## REGISTRATION FORM

To register, log on to [www.FAARmembers.com](http://www.FAARmembers.com) and go to Events/Online Registration or complete the following information and fax to 540-736-0301.

Name \_\_\_\_\_

Company \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone Number \_\_\_\_\_

Email \_\_\_\_\_

### MORNING SESSIONS

- The Perils of Rental Property Leasing and Management
- Money Matters! Financial Planning for Life
- The Ticking Time Bomb of Technology

### AFTERNOON SESSIONS

- REBar Camp: SEO, Finding a Home for URLs Everywhere
- Appy Hour
- Savvy Stats by RBIntel
- The Long and Sordid of Short Sales
- MRIS: The Must Know New Features

### PAYMENT

All Access Pass: Member \$35 Non-Member \$50  
(Includes: Classes, Tradeshow, and Lunch)

Tradeshow Only: Member \$10 Non-Member \$20

VISA  MASTERCARD  AMERICAN EXPRESS

Credit Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ 3-Digit CVC #: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_