

September 25, 2019

8:30 AM - 4 PM

2019 REALTOR® EXPO



@Fredericksburg

Expo Center

2371 Carl D. Silver Parkway,
F'burg 22401

HUNT

for businesses to help you
and your clients!

WIN

Find 7 vendors with your
matching animal to **win prizes**
every hour throughout the
day or participate in the
Foundation raffle and you
could win 2020 dues!

FEED

your brain with 4 classes and
the Fred Ex project overview
from VDOT!

ROAR

Let everyone know you're here!
Tag your expo photos with
#safari and you can win!



Prowl over 80+ booths

Register to vote with the
League of Women Voters

\$60 Headshots: Email
kmccllellan@faarmembers.com
for appointment—includes
session, makeup artist, &
digitally retouched photo!

+5PHR
Event

HARNESS THE POWER OF THE R® 9-10 AM | Classroom 1
Pete Kopf brings decades of real estate experience with him from his
home state of Ohio & currently serves as the REALTOR® Party Chair at
NAR. He will focus on growing your business through the power of the
REALTOR® brand. From professionalism to the Code of Ethics to RPAC
and advocacy, being a REALTOR® sets you apart... Learn how to harness
that power! *sponsored by Assurance Financial*

THE AGE OF AGGREGATORS 10:30-11:30 AM | Classroom 2
Matthew Rathbun helps you re-establish your value proposition with
your clients utilizing the tools and free resources offered by data
aggregators to help with personal branding, marketing your client's
listings & creating more business opportunities. You'll leave with a list
of tools and practices that have been proven to enhance your business.

2020 VISION AN ECONOMIST'S VIEW 11AM-12PM | Classroom 1
Boom or bust!? That is the question that REALTORS® and anyone
in the real estate industry is always asking themselves. The Virginia
REALTORS® Chief Economist, **Dr. Lisa Sturtevant**, will sift through
the tea leaves of today's real estate market and give you the insights
and information you need to weather any storm.

HOAs FROM A TO Z 12:30-1:30 PM | Classroom 1
Everything you need to know about the HOA's affect on your transaction!
Partial HOA packet? Seller has violations? Initiation fee confusion? Learn
how to navigate these and other situations in this NEW class with Michele
Freemyers! *Includes CE 1 hr Real Estate Related*

FREDEX PRESENTATION 1:30-2:00 PM | Classroom 2
Learn about impacts the Fred Ex project will have on travel
times and usual routes, including the temporary closure &
detour plan for the Truslow Road Bridge, starting in late 2019



- 3:00 PM **SIP & SAFARI** Happy Hour at the stage
- 3:15 PM **LEADERSHIP ELECTION RESULTS** & Membership Meeting
- 3:45 PM **GRAND PRIZE & FOUNDATION DUES RAFFLE**
- 4:00 PM **YPN PARTY ANIMALS** After Party at BJ's Restaurant

PLEASE CHECK THE CLASSES ABOVE YOU WOULD LIKE TO ATTEND—
REGISTER AT FAARMEMBERS.COM OR FAX FLYER TO 540-736-0301

Name _____
 Company _____
 Phone _____
 Email _____
 Total _____ Zip _____
 CC# _____
 CVC _____ Signature _____

SPONSORED BY



PRICING	EXPO FLOOR, CLASSES, & LUNCH	EXPO FLOOR & CLASSES	EXPO FLOOR ONLY
FAAR MEMBERS	\$35	\$20	FREE
NON MEMBERS	\$50	\$35	\$15

*cancellations must be made 1 business day in advance. By attending, you authorize FAAR to use any photos or videos taken during the event in future media promotions