



## NAREB MID-WINTER REGIONAL CONFERENCE - LAS VEGAS

March 22- 24, 2018



LUXOR HOTEL  
3900 Las Vegas Boulevard  
Las Vegas, NV 89119

## AGENDA

### WEDNESDAY, MARCH 21, 2018

	<b>CHAPTER-IN-THE-BOX TRAINING</b> <b>DESCRIPTION:</b> Chapter-in-the-Box contains the resources required to organize and maintain a healthy NAREB chapter. The compilation of materials and best practices includes advice about member recruitment, ideas for activities, "how-tos" for running meetings and conferences, and much more. If you are new to your leadership position or have a new NAREB chapter with fewer than 20 members, be sure that you attend this training. <b>PRESENTER:</b> LJ Jennings, President, Sales Division of NAREB <b>MODERATOR:</b> J. René Ward, Membership Chair, NAREB <b>ROOM:</b> Galleria D
12:00pm - 5:00pm	<b>MID-WINTER CONFERENCE COMMITTEE MEETING</b> <b>PRESIDING:</b> Joan Chambers, Mid-Winter Conference Chairperson, NAREB <b>ROOM:</b> Galleria C
3:30pm - 5:00pm	<b>MID-WINTER CONFERENCE REGISTRATION</b> <b>ROOM:</b> Jewel
4:00pm - 7:00pm	<b>NAREB EXECUTIVE COMMITTEE MEETING</b> <b>PRESIDING:</b> Jeffrey Hicks, President, NAREB <b>ROOM:</b> Galleria C
6:00pm - 8:00pm	

### THURSDAY, MARCH 22, 2018

	<b>WOMEN'S COUNCIL OF NAREB OFFICERS' TRAINING</b> <b>PRESENTER:</b> Gail Perry Mason, Senior Director, Investments, Oppenheimer & Company, Inc.; Detroit, MI <b>MODERATOR:</b> Lydia Pope, Chair, Board of Governors, Women's Council of NAREB <b>ROOM:</b> Galleria E
	<b>CHAPTER-IN-THE-BOX TRAINING</b> <b>DESCRIPTION:</b> Chapter-in-the-Box contains the resources required to organize and maintain a healthy NAREB chapter. The compilation of materials and best practices includes advice about member recruitment, ideas for activities, "how-tos" for running meetings and conferences, and much more. If you are new to your leadership position or have a new NAREB chapter with fewer than 20 members, be sure that you attend this training. <b>PRESENTER:</b> LJ Jennings, President, Sales Division of NAREB <b>MODERATOR:</b> J. René Ward, Membership Chair, NAREB <b>ROOM:</b> Egyptian 1

8:00am - 6:00pm	<b>MID-WINTER CONFERENCE REGISTRATION</b> <b>ROOM:</b> Jewel
12:00pm - 6:00pm	<b>NATIONAL COMMITTEE MEETINGS</b> <b>ROOM:</b> Platinum Board Room E
12:00pm - 6:00pm	<b>AFFILIATES' MEETINGS</b> <b>ROOM:</b> Galleria D
2:00pm - 6:00pm	<b>NAREB BOARD OF DIRECTORS' MEETING</b> <b>PRESIDING:</b> Robert Hughes, Chairman of the Board, NAREB <b>ROOM:</b> Galleria D-C
6:00pm - 8:00pm	<b>NAREB PRESIDENT'S MEET &amp; GREET RECEPTION</b> <b>PARTNERS:</b> US Bank & NAR <b>ROOM:</b> Galleria Foyer

<b>FRIDAY, MARCH 23, 2018</b>	
6:45am - 7:45am	<b>MID-WINTER CONFERENCE EXHIBITORS' SETUP</b> <b>ROOM:</b> Galleria Foyer
8:00am - 5:00pm	<b>MID-WINTER CONFERENCE REGISTRATION</b> <b>ROOM:</b> Jewel
8:00am - 5:00pm	<b>MID-WINTER CONFERENCE EXHIBITORS' OPENING SHOWCASE &amp; CONTINENTAL BREAKFAST</b> <b>LOCATION:</b> Galleria Foyer
9:00am - 10:00am	<b>OPENING CEREMONY</b> <b>SPEAKER:</b> Kadri J. Webb, Senior Pastor, St. John Missionary Baptist Church; Oceanside, CA <b>PARTNERS:</b> Wells Fargo & Bank of America <b>ROOM:</b> Lotus Ballroom 2
10:30am - 12:00pm	<b>URE: BUILDING BLACK WEALTH WITH MILLENNIAL HOMEOWNERS</b> <b>DESCRIPTION:</b> Considering the fact that Millennials will make up 33% of Homebuyers in 2018 and 51% start their search online, learn how to stay relevant in a market disrupted by Zillow, Redfin, Offer Pad and Amazon. <b>PRESENTERS:</b> Malik Miles, Sr., Loan Consultant, <b>New American Funding</b> ; Ian Michael, Real Estate Agent, <b>Nationwide Real Estate Executives</b> ; Shawnequa Badger, Team Leader, <b>Catalyst Real Estate Professionals/The Badger Real Estate Group</b> <b>MODERATOR:</b> Shanta Patton, President, Nevada Association of Real Estate Brokers <b>PARTNER INFOMERCIAL:</b> BBVA Compass <b>ROOM:</b> Lotus Ballroom 1
10:30am - 12:00pm	<b>URE: Making Quality Connections: Ready, Set, Grow!!</b> <b>DESCRIPTION:</b> Learn how to build Your Lender Relationships at the Branch Office Level and how to improve Your Branch Office Business Sustainability Through <b>NID</b> . <b>PRESENTER:</b> Latisha Carlisle, Vice President of Housing Programs, <b>NID-HCA</b> <b>MODERATOR:</b> Ray Carlisle, Sr., President; <b>NID-HCA</b> <b>PARTNER INFOMERCIAL:</b> PrimeLending <b>ROOM:</b> Galleria A

10:30am - 3:30pm	<p><b>NAREB NATIONAL PARTNERS ADVISORY BOARD (NNPAB) MEETING</b>  <i>(Invitation Only)</i></p> <p><b>PRESIDING:</b> Robert Hughes, Board Chairman, NAREB</p> <p><b>ROOM:</b> Galleria B</p>
12:00pm - 1:00pm	<p><b>LUNCH-IN-A-BOX (REGISTRANTS ONLY)</b></p> <p><b>ROOM:</b> Galleria D</p>
1:30pm - 2:30pm	<p><b>URE: BUILDING BLACK WEALTH THROUGH FAITH-BASED INITIATIVES</b></p> <p><b>DESCRIPTION:</b> This course will equip Realtists with tools they can use to engage with Faith-Based communities and civic leaders. You will come away qualified to train these entities how to build wealth within their organizations.</p> <p><b>PRESENTERS:</b> Bishop Craig Worsham, NAREB National Director of Faith-Based &amp; Community Partnerships; and Courtney Johnson Rose, 3<sup>rd</sup> Vice President, NAREB</p> <p><b>MODERATOR:</b> Lora Washington, Faith-Based Committee, NAREB</p> <p><b>PARTNER INFOMERCIAL:</b> Fannie Mae</p> <p><b>ROOM:</b> Lotus Ballroom 1</p>
1:30pm - 2:30pm	<p><b>URE: BUILDING BLACK WEALTH THROUGH COMMERCIAL BROKERAGE</b></p> <p><b>DESCRIPTION:</b> Commercial Real Estate 101 is a course for beginners to help agents “Jump Start” their career into the commercial Real Estate business. Get the “Insider Secrets”.</p> <p><b>PRESENTERS:</b> Steve Peterson, President, CAREB; Ted Brass, President, Commercial Investment Division, NAREB</p> <p><b>MODERATOR:</b> Guy Allen, Education Chair, NAREB</p> <p><b>PARTNER INFOMERCIAL:</b> Charles Schwab</p> <p><b>ROOM:</b> Galleria A</p>
2:45pm - 4:00pm	<p><b>URE: BUILDING BLACK WEALTH THROUGH PROPERTY MANAGEMENT</b></p> <p><b>DESCRIPTION:</b> Take your real estate business off the roller coaster! Learn how to build a property management business that will sustain you through the “Ups and Downs” of real estate.</p> <p><b>PRESENTERS:</b> Jean Webber, Chair, Real Estate Management Brokers Institute; Wiley Sturns, President, Real Estate Management Brokers Institute</p> <p><b>MODERATOR:</b> Lionel Bohanon, Region XV VP, NAREB</p> <p><b>PARTNER INFOMERCIAL:</b> Freddie Mac</p> <p><b>ROOM:</b> Lotus Ballroom 1</p>
2:45pm - 4:00pm	<p><b>URE: BUILDING BLACK WEALTH: SOCIAL MEDIA PLATFORMS TO GENERATE LEADS</b></p> <p><b>DESCRIPTION:</b> Become an “Automatic Agent”! Learn how to automate your online lead generation from a multitude of resources; many of which you may not have, some of which you may not have ever heard of. This class is guaranteed to take your business to another level and fill your pipeline with qualified leads! These are nationally “Tried and True” Systems!</p> <p><b>PRESENTER:</b> Tristan Ahumada, Lab Coats Agent</p> <p><b>MODERATOR:</b> Regina Brown, Education Committee, NAREB</p> <p><b>PARTNER INFOMERCIAL:</b> Berkshire Hathaway Homeservices/Real Living</p> <p><b>ROOM:</b> Galleria A</p>

4:00pm - 5:00pm	<p><b>PARTNERS' ROUNDTABLE: 2Mn5 TALK BACK -- TELL ME WHAT YOU KNOW</b></p> <p><b>DESCRIPTION:</b> Realtists and Partners will sit down together and exchange ideas, best practices, tactics, and approaches that work to <i>Build Black Wealth through Homeownership</i>. You don't want to miss session.</p> <p><b>PANELIST:</b> MJ Watkins, Director, Strategic Markets, <b>Radian Guaranty</b>; Melinda Nypen, Executive Director of Affordable Lending, Retail Originations Channel, <b>Chase</b>; Dionne Cuello, Diverse Markets Sales and Marketing, <b>Citi</b>; Michael Innis Thompson, Managing Director, Community Lending &amp; Industry Relations, <b>Union Bank</b></p> <p><b>MODERATOR:</b> Lydia Pope, 2<sup>nd</sup> Vice President, NAREB</p> <p><b>ROOM:</b> Lotus Ballroom 1</p>
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## SATURDAY, MARCH 24, 2018

9:00am - 11:00am	<p><b>MID-WINTER CONFERENCE PRAYER BREAKFAST</b></p> <p><b>MESSENGER:</b> Pastor Kim Burrell; Love &amp; Liberty Fellowship Church; Houston, Texas</p> <p><b>HOSTED BY:</b> Women's Council of NAREB</p> <p><b>ROOM:</b> Lotus Ballroom 2</p>
11:30am - 1:00pm	<p><b>REAL ESTATE AND MORTGAGE FOCUS GROUP ROUNDTABLE WITH FANNIE MAE</b></p> <p><b>DESCRIPTION:</b> Let's discuss the challenges you are facing and how purchase renovation fits with your clientele. Hear about alternative solutions to affordable and renovation government sponsored loans that can get more clients into homes and support meeting NAREB's 2Mn5 goals. Lunch will be provided.</p> <p><b>PRESENTERS:</b> Gayle Bryce, Single Lending, Community Lending John Wright, Community Lending – Outreach</p> <p><b>MODERATOR:</b> C. Renée Wilson, Relationship Manager, NAREB</p> <p><b>PARTNER:</b> Fannie Mae</p> <p><b>ROOM:</b> Galleria C</p>

*\*Mid-Winter Conference Concludes\**

\*Agenda Subject to Change Without Notice