



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

12:00pm - 5:00pm	CHAPTER-IN-THE-BOX TRAINING DESCRIPTION: 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. PRESENTER: LJ Jennings, President, Sales Division of NAREB MODERATOR: J. René Ward, Membership Chair, NAREB ROOM: Galleria D
3:30pm - 5:00pm	MID-WINTER CONFERENCE COMMITTEE MEETING PRESIDING: Joan Chambers, Mid-Winter Conference Chairperson, NAREB ROOM: Galleria C
4:00pm - 7:00pm	MID-WINTER CONFERENCE REGISTRATION ROOM: Jewel
6:00pm - 8:00pm	NAREB EXECUTIVE COMMITTEE MEETING PRESIDING: Jeffrey Hicks, President, NAREB ROOM: Galleria C

THURSDAY, MARCH 22, 2018

8:00am - 1:30pm	WOMEN’S COUNCIL OF NAREB OFFICERS’ TRAINING PRESENTER: Gail Perry Mason, Senior Director; Investments, Oppenheimer & Company, Inc.; Detroit, MI MODERATOR: Lydia Pope, Chair, Board of Governors, Women’s Council of NAREB ROOM: Galleria E
8:00am - 5:00pm	CHAPTER-IN-THE-BOX TRAINING DESCRIPTION: 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. PRESENTER: LJ Jennings, President, Sales Division of NAREB MODERATOR: J. René Ward, Membership Chair, NAREB ROOM: Egyptian 1

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

FRIDAY, MARCH 23, 2018

6:45am - 7:45am	MID-WINTER CONFERENCE EXHIBITORS' SETUP ROOM: Galleria Foyer
8:00am - 5:00pm	MID-WINTER CONFERENCE REGISTRATION ROOM: Jewel
8:00am - 5:00pm	MID-WINTER CONFERENCE EXHIBITORS' OPENING SHOWCASE & CONTINENTAL BREAKFAST LOCATION: Galleria Foyer
9:00am - 10:00am	OPENING CEREMONY SPEAKER: Kadri J. Webb, Senior Pastor, St. John Missionary Baptist Church; Oceanside, CA PARTNERS: Wells Fargo & Bank of America ROOM: Lotus Ballroom 2
10:30am - 12:00pm	URE: BUILDING BLACK WEALTH WITH MILLENNIAL HOMEOWNERS DESCRIPTION: 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. PRESENTERS: Malik Miles, Sr., Loan Consultant, New American Funding ; Ian Michael, Real Estate Agent, Nationwide Real Estate Executives ; Shawneequa Badger, Team Leader, Catalyst Real Estate Professionals/The Badger Real Estate Group MODERATOR: Shanta Patton, President, Nevada Association of Real Estate Brokers PARTNER INFOMERCIAL: BBVA Compass ROOM: Lotus Ballroom 1
10:30am - 12:00pm	URE: Making Quality Connections: Ready, Set, Grow!! DESCRIPTION: Learn how to build Your Lender Relationships at the Branch Office Level and how to improve Your Branch Office Business Sustainability Through NID . PRESENTER: Latisha Carlisle, Vice President of Housing Programs, NID-HCA MODERATOR: Ray Carlisle, Sr., President; NID-HCA PARTNER INFOMERCIAL: PrimeLending ROOM: Galleria A

10:30am - 3:30pm	NAREB NATIONAL PARTNERS ADVISORY BOARD (NNPAB) MEETING <i>(Invitation Only)</i> PRESIDING: Robert Hughes, Board Chairman, NAREB ROOM: Galleria B
12:00pm - 1:00pm	LUNCH-IN-A-BOX (REGISTRANTS ONLY) ROOM: Galleria D
1:30pm - 2:30pm	URE: BUILDING BLACK WEALTH THROUGH FAITH-BASED INITIATIVES DESCRIPTION: 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. PRESENTERS: Bishop Craig Worsham, NAREB National Director of Faith-Based & Community Partnerships; and Courtney Johnson Rose, 3 rd Vice President, NAREB MODERATOR: Lora Washington, Faith-Based Committee, NAREB PARTNER INFOMERCIAL: Fannie Mae ROOM: Lotus Ballroom 1
1:30pm - 2:30pm	URE: BUILDING BLACK WEALTH THROUGH COMMERCIAL BROKERAGE DESCRIPTION: 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”. PRESENTERS: Steve Peterson, President, CAREB; Ted Brass, President, Commercial Investment Division, NAREB MODERATOR: Guy Allen, Education Chair, NAREB PARTNER INFOMERCIAL: Charles Schwab ROOM: Galleria A
2:45pm - 4:00pm	URE: BUILDING BLACK WEALTH THROUGH PROPERTY MANAGEMENT DESCRIPTION: 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. PRESENTERS: Jean Webber, Chair, Real Estate Management Brokers Institute; Wiley Sturns, President, Real Estate Management Brokers Institute MODERATOR: Lionel Bohanon, Region XV VP, NAREB PARTNER INFOMERCIAL: Freddie Mac ROOM: Lotus Ballroom 1
2:45pm - 4:00pm	URE: BUILDING BLACK WEALTH: SOCIAL MEDIA PLATFORMS TO GENERATE LEADS DESCRIPTION: 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! PRESENTER: Tristan Ahumada, Lab Coats Agent MODERATOR: Regina Brown, Education Committee, NAREB PARTNER INFOMERCIAL: Berkshire Hathaway Homeservices/Real Living ROOM: Galleria A

4:00pm - 5:00pm	<p>PARTNERS' ROUNDTABLE: 2Mn5 TALK BACK -- TELL ME WHAT YOU KNOW</p> <p>DESCRIPTION: 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>PANELIST: MJ Watkins, Director, Strategic Markets, Radian Guaranty; Melinda Nypen, Executive Director of Affordable Lending, Retail Originations Channel, Chase; Dionne Cuello, Diverse Markets Sales and Marketing, Citi; Michael Innis Thompson, Managing Director, Community Lending & Industry Relations, Union Bank</p> <p>MODERATOR: Lydia Pope, 2nd Vice President, NAREB</p> <p>ROOM: Lotus Ballroom 1</p>
-----------------	--

SATURDAY, MARCH 24, 2018	
9:00am - 11:00am	<p>MID-WINTER CONFERENCE PRAYER BREAKFAST</p> <p>MESSENGER: Pastor Kim Burrell; Love & Liberty Fellowship Church; Houston, Texas</p> <p>HOSTED BY: Women's Council of NAREB</p> <p>ROOM: Lotus Ballroom 2</p>
11:30am - 1:00pm	<p>REAL ESTATE AND MORTGAGE FOCUS GROUP ROUNDTABLE WITH FANNIE MAE</p> <p>DESCRIPTION: 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>PRESENTERS: Gayle Bryce, Single Lending, Community Lending John Wright, Community Lending – Outreach</p> <p>MODERATOR: C. Renée Wilson, Relationship Manager, NAREB</p> <p>PARTNER: Fannie Mae</p> <p>ROOM: Galleria C</p>
<p><i>*Mid-Winter Conference Concludes*</i></p>	

*Agenda Subject to Change Without Notice