

## **2021 OAA Conference Seminars**

### **Civil Rights – Mike Brandly, CAI, AARE**

*This seminar is approved for 3 hours of Ohio Real Estate core credit.*

### **Real Estate 2021...How to Overcome 2020 – Beth Rose, CAI, AARE**

How heavily has the virus affected the housing market and what is expected for 2021? Will the housing market crash or will it continue to be on fire? Real Estate Forecasting has been a passion for me in determining my goals for the future. In this seminar we will dive deep into what to expect for 2021 and how to fill your pipeline and cultivate your sphere. Learn how to jump ahead of the curve, differentiate yourself from your competitors and grow your business and your income better than any year you have had thus far. We will identify the disruptors and learn how to work in the new normal of selling real estate at auction. This seminar is for fast forward thinkers and real estate leaders looking to strategically increase their sales and growth thinking for the future.

### **The “Bump and Howdy” – Morgan Hopson, CAI – 2019 IAC**

The art of networking is key when wanting to grow your business, build a strong professional network, or increase your sphere of influence. You don't need to be a big shot or the most outgoing person to network effectively. Whether you have no idea how to network or just want a few pointers for upping your game, this hands-on presentation will cover ways to get out of your comfort zone, say “howdy”, and ensure you're “bumping” into the right people.

### **Keynote – The Secret to Thriving in Business – Adam Hickman**

#### **Workshop – What Your Brand Does Today, Predicts Your Future – Adam Hickman**

Dr. Adam Hickman is an experienced executive whose primary expertise is in organizational development and workplace management practices. He consults with clients to develop integrated programs for human capital development based on proven research. As a scholar and practitioner, Adam helps clients around the world to assess their human capital management needs and design performance optimization strategies.

In his work with clients, Dr. Hickman leverages his in-depth knowledge of qualitative research and years of proven executive experience. Recently, Dr. Hickman has studied the effects of workplace isolation on remote workers' performance, he has gone on to publish 75 pieces of literature research as an expert in engaging and managing remote employees.