BACK TO THE FUTURE

REALTOR® ASSOCIATION OF PIONEER VALLEY

27TH ANNUAL EDUCATION FAIR & EXPO

SEPTEMBER 14, 2021

7:00 A.M.—6:00 P.M. | SUMMIT VIEW, HOLYOKE

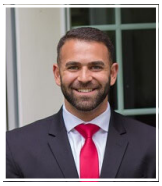
Keynote Presentation

9:30 a.m.—10:15 a.m.



Lisa Chinatti

Lisa's journey in the real estate industry started in 2004 when she received her real estate license for the first time. When that license was up for renewal, Lisa let it expire as she had never sold a home. In 2010, Lisa decided it was time for a re-do and applied for a new license. She worked part-time for a few years. In 2016 Lisa made a change to her mindset and finished out the year having sold 82 homes as a solo agent. In 2017 Lisa started her team, Chinatti Realty Group. The team finished 2019 having sold just shy of 500 homes.



Jason Posnick

Jason is with the Chinatti team and is responsible for recruiting, training, accountability and therapy sessions to all 52 agents and 9 administrative support staff. He developed a scalable and efficient onboarding process to get new agents into production in 4 weeks.

Earn 6 CE credits

Three classes to choose from

- Licensing Law (RE08C12)
- Disclosures...Disclosures (RE91R14)
- Selling the Sun (RE105R108)

Two Breakout Sessions

TOP PRODUCER PANEL

10:45 a.m.—12:30 p.m.

Do you want to know how to sell more homes in 2021? What is the best way to make money when the market is slow? What technology tools should you being using? Then this panel discussion is for you!



Shawn Bernard



Lisa Chinatti



David Hill

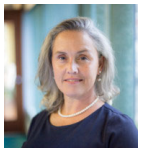


Jason Posnick

A FUNNY THING HAPPENED ON THE WAY TO THE MAYOR'S FORUM

2:00 p.m.—3:30 p.m.

Join us for a candid conversation with area Mayors in an unscripted panel discussion addressing the challenges and opportunities of the Pioneer Valley's housing market, growth and affordability.



Nicole LaChapelle



William Reichelt



Domenic Sarno



Roxann Wedegartner

WIN A FREE REGISTRATION!

Be one of the first 100 registrants who pre-pay and you will be entered into a drawing to win a free registration.

Drawing takes place during lunch.

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SCHEDULE OF EVENTS— All CE Classes will beheld in the Summit View Building . All Breakout sessions will be outside under the Pavilion. Exhibitors booths will be set outside under the BIG TENT! Dress accordingly.

6:45 a.m.—8:45 a.m.	**BOXED CONTINENTAL BREAKFAST–** *Sponsored by: Greenfield Cooperative Bank*
6:45a.m.—9:00 a.m.	**REGISTRATION**
7:00a.m.—9:00 a.m.	**CE CLASS:** "Long Time No See" Massachusetts License Law | Instructor: Peter West
9:15 a.m.—9:30 a.m.	**ANNOUNCEMENTS**
9:30 a.m.—10:15 a.m.	**KEYNOTE SPEAKERS:** Lisa Chinatti and Jason Posnick . *Sponsored by: Sitterly Movers*
10:30 a.m.—12:30 p.m.	**CE CLASS:** "I Can See Clearly Now" Disclosures…Disclosures | Instructor: Peter West *Sponsored by: Greenfield Cooperative Bank*
10:45 a.m.— 12:30 p.m.	***OR*** **BREAKOUT:** "Top Producer" Panel Discussion Shawn Bernard (Central MA), Lisa Chinatti, David Hill (Westborough), Jason Posnick (Chelmsford) **Moderator:** Sue Drumm, Ed Fair Committee Chair
12:45 p.m.—1:45 p.m.	**LUNCH—**Cookout under the Pavilion— *Sponsored by: MLS PIN*
2:00 p.m.—4:00 p.m.	**CE CLASS:** " Selling the Sun" | Instructor: Peter West
2:00 p.m.—3:30 p.m.	***OR*** **BREAKOUT: "A Funny Thing Happened on the Way to the Mayors Forum** Mayor's Nicole LaChapelle (Easthampton), William Reichelt (W. Springfield), Domenic Sarno (Springfield), Roxann Wedegartner (Greenfield), **Moderator:** Dave Madsen
4:00 p.m.—6:00 p.m.	**WINE & CHEESE RECEPTION , WHEEL BARREL FULL OF CHEER AND EXHIBITOR DRAWINGS.** **LIVE MUSIC**—ABOVE THE TREE LINE

Member Registration: Early Bird: $99 After August 31st: $125 At the door: $150

Name _____ Company _____

Address _____ City _____ State _____ Zip _____

Phone _____ Email _____

Payment Method (select one) ☐ Visa ☐ MC ☐ Check Card No. _____

Exp. Date _____ CVV _____ Signature _____ Total: $_____

Register online via the Member Portal at: rapv.com/membership/member-portal/.
Send completed form with payment to laura@rapv.com or fax to (413) 731-7125. Make checks payable to RAPV and mail to 221 Industry Ave, Springfield, MA 01104.

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