



REALTOR® ASSOCIATION OF PIONEER VALLEY

EDUCATION FAIR & EXPO

MARCH 28, 2023

MASSMUTUAL CENTER



Keynote Speaker: Terry Watson



Watson's unique and vibrant presentations are powerful, positive and results based. He teaches audiences how to improve relationships with both clients and consumers, close transactions more efficiently and work smarter, not harder. He demonstrates

"real world" tactics that will elevate production and he will show why "good people" consistently fail. His engaging presentations prove his belief that educating others must be entertaining and cutting edge.

Keynote Speaker Sponsored by:



KEYNOTE PRESENTATION

Recharge, Refocus, Re-engage

The tools the public needs keep changing. This past year has been emotionally stressful for the public and the practitioner. Many agents are operating on fumes. In addition, real estate is experiencing a lack of inventory and information explosion, in real-time. Most agents are just working IN their business, instead of ON their business.

If ever there was a time to Recharge. Refocus. Re-engage. It is now!

Get the tools that will help you recharge, refocus and reengage! We will have as much fun as legally possible while providing you with crazy effective tools.

TWO BREAKOUT SESSIONS

Changing Markets™

The real estate industry is now going through natural selection. The average agent is ill equipped at best to compete in today's changing real estate market. The last couple of years have been unprecedented and violated all the basics. Real estate is simply correcting itself and things are going back to a sense of normalcy. In an exploding market, skills are not needed. You just connect with a buyer or a seller and hold on. All over the country it is changing or has changed into a buyers market. If you watch the news you will be scared to leave your house.

Afterburner™

According to Wikipedia, an **afterburner** is an additional combustion component used on some jet engines, mostly those on military supersonic aircraft. Its purpose is to increase thrust, usually for supersonic flight, takeoff, and combat. Consider this session an afterburner for your real estate career. Come and get the boost you are looking for to propel your career to another level at the speed of sound. In this session you will learn the few simple strategic decisions, actions and skills that create disproportionate results and enormous profits.

EARN 6 CE CREDITS

Three CE classes to choose from

- Technology & Real Estate Brokerage
- Comparative Market Analysis
- Investment Real Estate, Cash Flow Analysis

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

6:45 a.m.—8:45 a.m.

BOXED CONTINENTAL BREAKFAST—Sponsored by: *ELM Real Estate Photography*

6:45a.m.—9:00 a.m.

REGISTRATION

7:00a.m.—9:00 a.m.

CE CLASS: TECHNOLOGY & REAL ESTATE BROKERAGE | Instructor: Peter West

9:15 a.m.—9:30 a.m.

ANNOUNCEMENTS

9:30 a.m.—10:15 a.m.

KEYNOTE SPEAKER: Terry Watson: **“RECHARGE, REFOCUS, REENGAGE”**
Sponsored by: *MLS PIN*

10:30 a.m.—12:30 p.m.

CE CLASS: COMPARATIVE MARKET ANALYSIS | Instructor: Peter West
Sponsored by: *Applied Mortgage*

10:45 a.m.— 12:30 p.m.

OR

BREAKOUT: Terry Watson: **“CHANGING MARKETS”** Sponsored by: *Pillar To Post—The Eric Lipkin Team*

12:45 p.m.—1:45 p.m.

LUNCH Sponsored by: *Freedom Credit Union*

2:00 p.m.—4:00 p.m.

CE CLASS: INVESTMENT REAL ESTATE, CASH FLOW ANALYSIS | Instructor: Peter West

OR

BREAKOUT: Terry Watson: **“AFTERBURNER”**—Sponsored by *American Healthy Homes*

2:00 p.m.—3:30 p.m.

3:30 p.m.—5:30 p.m.

WINE & CHEESE RECEPTION , EXHIBITOR DRAWINGS

Sponsored by: *Bert Hill Movers, Country Bank, LUSO Credit Union, Movement Mortgage, M&T Bank, Mary K. Eaton, Attorney at Law*

Member Registration:	Early Bird: \$125	After March 14, 2023: \$150	At the door: \$175
Non-Members:	Early Bird: \$150	After March 14, 2023: \$175	At the door: \$200

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: <https://www.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.

RE *imagine*

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