

TRISTA CURZYDLO



ABOUT TRISTA:

Trista is a graduate of Washburn University and Washburn University, School of Law, where she was a member of the Washburn Law Journal. After serving as Assistant Legal Counsel to Kansas Governor Bill Graves, Trista joined the office of the District Attorney for the Eighteenth Judicial District of Kansas as an Assistant District Attorney assigned to the Consumer Fraud division. From 2004 to January of 2010, Trista was the Government Affairs Director and Legal Counsel for the Wichita Area Association of REALTORS® and the South Central Kansas MLS, in Wichita, Kansas. Trista is now the principal member of C4 Consulting, L.L.C. and is devoting her time to offering excellent educational opportunities for real estate licensees across the country.

CONVENTION COURSES:

Fair Housing (1485R) 3 'R' CE CREDITS

Every sector of the real estate industry has changed significantly since the Fair Housing Act was adopted over 50 years ago. In this course, you'll follow the Act's history, the formal amendments adding additional protected basis, the guidance on enforcement, and the changes real estate professionals have made—and have yet to make—to their practices. New technologies have changed both how real estate licensees advertise and how advertising regulations are enforced. Trista will provide you with a set of best practices to help guide you in your use of new media. You'll also become up to date on issues impacting Fair Housing such as The Equal Access Rule of 2012, Housing for Older Persons, Sexual Harassment, and Disparate Impact.

Litigation Round Up (1486R) 3 'R' CE Credits

Real estate litigation has been making headlines lately and those headlines are overwhelming, scary, and sometimes misleading. In this course, Trista examines recent litigation and explains the law behind the lawsuits. The course addresses some frequently asked questions like: "Can I still use floorplans in advertising?" "Can I be held responsible for something a chatbot tells a customer?" "What's the deal with artificial intelligence?" "What's antitrust again?" and introduces some new topics that agents really need to be paying attention to.

SPEAKERS BIOS & COURSE DESCRIPTIONS

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SEAN CARPENTER



ABOUT SEAN:

Originally licensed as a REALTOR® in 1998, Sean Carpenter is the former Agent Development Director for the Ohio NRT companies. He jumped back into a sales role with Coldwell Banker serving buyers and sellers throughout Central Ohio.

He founded Sean Speaks in 2018 to expand his speaking, consulting, and facilitation opportunities. His most popular sessions focus on creating memorable customer experiences, maximizing social and digital media, as well as business planning, leadership, and sales. Previously recognized by Inman News as one

of the Top 100 Most Influential Leaders in Real Estate, Sean was named as one of the “Top 20 Most Influential People in Social Media for the real estate industry” by The Swanepoel Report for the third year in a row. Sean is a former recipient of the Joseph McKinnon Award from the Columbus Realtors, given annually to the Instructor of the Year.

CONVENTION COURSE:

Rookie Training/GRI 101 (0596) 15 CE Credits

Profit is critical to staying in business. Get what you need to know to ensure your financial success and professional status in real estate. This essential program delves into issues that affect profitability: listing and sales practices, property marketing, business planning, technology, and organizational tools. Agency, contracts, home inspection, finance, and more are also covered to help you be more profitable. Join Sean for this highly interactive two days of learning!

Navigating The Changing Market (1305) 3 CE Credits

The cool thing about real estate is it's different every day. The bad thing about real estate is, well...it's different every day. Sometimes success is just waiting for us, right there in front of our eyes, yet we often miss it because we don't have our 3D glasses on, and we never reach out and grab it. It might be easy to see all the opportunities we could have had if we had only known what we were looking at. Stop missing chances to take your business and life where you want it to go and put your plans into action.

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MARKI LEMONS RYHAL



ABOUT MARKI:

Marki Lemons Ryhal is widely recognized and sought after for her captivating on-site keynotes, workshops, and continuing education sessions. She travels across the country, sharing her first-hand knowledge of AI/ChatGPT, Social Media, and Technology tailored explicitly for real estate professionals.

Marki Lemons Ryhal stands out as a much-in-demand keynote speaker, renowned for her expertise in the real estate industry. She's a true force in the industry with over 125 classes to her credit, most approved for continuing education across 47 states. Marki is known for her straightforward, engaging, and relevant teaching style that resonates with real estate entrepreneurs.

CONVENTION COURSES:

Building an Ethical AI-Driven Real Estate Industry (1493R) 3 'R' CE Credits

The course will also examine real-world case studies and provide practical tools for navigating the ethical challenges of AI in real estate.

Productivity Boost: 13 Tools & Successful Videos (1492) 3 CE Credits

Are you a real estate professional looking to save time and increase efficiency? In this program, you will learn 13 tools for using artificial intelligence (AI) and ChatGPT to streamline your workflow and get more done in less time, increasing your productivity by 261% and revenue by 283% in six months. We will start with the personality of your target audience to close more deals, automate repetitive tasks with ChatGPT, and integrate AI into your marketing and communication strategies. Then, we will cover the latest tools and resources available for leveraging AI in your social media and how to incorporate them into your day-to-day work effectively. You will gain a solid understanding of using AI and ChatGPT to boost productivity and drive real estate career success.

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CHRIS ABAZIS



ABOUT CHRIS:

Chris began his real estate career as “Rookie of the Year” in 2002 and continued to achieve at higher levels in the years to follow. He joined Keller Williams Realty in 2007 as a highly productive agent and was among the first 8 charter members of the successful Bayside NY office. After 3 years as an agent teaching classes, mentoring, and coaching, he was a natural fit for the Team Leader position at the new office being launched in Jackson Heights. Under his leadership, the Jackson Heights office broke into the top 8 brokerages in the Realtor board for closed units and is consistently ranked among the top 3 in all categories.

In spring of 2014, Chris was nominated and selected as “Top 20 under 40” by the Long Island Board of Realtors. In 2016, Chris retired from office leadership to pursue his passion for coaching, training and people development and launched Dream Key Consulting. Since then, he has established himself as a sought after national speaker and trainer in the fields of real estate, leadership, communication, and technology. Chris also coaches business leaders around the country.

In March of 2019, Chris and a longtime friend launched Sky Limitless Media, a media production company with a focus on creating content and high quality video productions for businesses and community leaders.

CONVENTION COURSE:

Listing Platinum (1482) 3 CE Credits

In this 3-hour course, both new and seasoned sales professionals will learn high-impact techniques to provide exceptional service to their seller clients. By mastering these methods, you’ll cultivate loyal fans, garner superior ratings, and boost client referrals, elevating your overall sales success.

Stop Presenting, Start Consulting (9999T) 3 CAT Credits

Ideal for sales professionals at any stage, this course teaches you to convert your listing presentation into a proficient consultation. Covering every aspect from the initial listing appointment to securing the listing, enhance your skills and approach to leave a lasting impression as an expert consultant in your field.

SPEAKERS BIOS & COURSE DESCRIPTIONS

PAM ERMEN



ABOUT PAM:

Pam Ermen has spent her entire business career in real estate, obtaining her license at 18 years old. Starting at such a young age, she quickly learned the important role industry and product knowledge played in earning credibility with clients and customers. Her intense focus on acquiring that knowledge, combined with award-winning sales production, opened doors to full-time management by the age of 24. Since then, she has spent more than 25 years coaching individual agents and teams to their highest levels of productivity.

Pam brings a unique perspective to the classroom, having accomplished successful management careers in both a traditional privately owned and a fixed fee franchised branded company business model. She has spent the past 5 years as Division Vice President, Senior Trainer, and Broker/Owner of one of the top 20 companies in the country.

Pam is the author and creator of two well-defined training series, specific to real estate business planning and the dynamic growth of real estate teams. She has been a Senior Instructor with the REALTOR® Institute for more than 12 years and was selected as the “Real Estate Educator of the Year” for the state of Virginia. She is also president of Real Estate Guidance, Inc., which oversees her personal coaching and training opportunities.

CONVENTION COURSES:

Real Estate Teams That Work (XXXX) 3 CE CREDITS
(Pending Approva)

Managing Seller Expectations (1489) 3 CE Credits

Changes in rates, inventory and demand have created significant market shifts requiring both the seller and agent to a mindset reset. A successful listing agent must capture a seller’s buy-in on re-defining their expectations involving market time, initial list price and changes necessary to sell their property. We’ll discuss strategies such as clearing pent-up demand, normalizing extended market time, the resurgence of property showcasing for top dollar and defining LOCAL market conditions vs national market generalizations.

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ASSOCIATION

REALTOR

MATT MEISTER



ABOUT MATT

Matt Meister has been licensed since 1998 and received his broker's license in 2007. His commitment to real estate education has led him to earn his GRI, CRS, ABR, C2EX and AWHI designations. He has taught the Realtor Code of Ethics and the Professional Standards Procedure Course for many audiences since 2011. He also taught prelicensure course and assists in producing and refining the questions for both the National and State Portions of the Real Estate Exam.

Matt is currently on his second stint serving on the National Professional Standards Committee and the Professional Standards Interpretations and Advisory Board. He is a member of both the Nebraska Statewide Professional Standards Review Committee and the regional Professional Standards Committee. He has served in some capacity on those committees since the year 2000.

CONVENTION COURSE:

Code of Ethics (0497R) 3 'R' CE CREDITS

As REALTORS®, we know and understand we have a requirement to renew our instruction in the NAR Code of Ethics. But often we don't know that the Code changes a bit each year. And over the years since the very beginning of our REALTOR® Code of Ethics, many changes have taken place. Matt will discuss the current changes in our 2024 Code and spend time talking about changes that may be on the horizon. Join Matt to get the most up to date information and review what we already know. This class qualifies for the NAR mandatory Ethics requirement!

SPEAKERS BIOS & COURSE DESCRIPTIONS