



MARCH 23 - 9:00AM MST

MilleniWHO? with Social Media Mastery

A class about Millennials taught by a Millennial! Get ready to learn everything you wanted to know and then some about those Millennials and the Y Generation. We will discuss what Millennial Buyers and Sellers are looking for in an agent and how to exceed their expectations plus how to work better with your fellow real estate agents. NAR's generational trends report will guide us to help you redefine your value proposition and understand what matters to these Generations the most.



**National Speaker
JMan Maneiro**

MARCH 24 - 9:00AM MST

JMan's Video Bootcamp

This hands-on workshop gets you out of your comfort zone to implement video in your real estate business. All aspects of video will be discussed: the necessary equipment and programs, how to take the best videos, editing, where to publish, and more. We'll cover YouTube Channel basics and optimizing your SEO. We'll finish with a live video demonstration to help you understand not only HOW but WHY live video gets to the top of all social media news feeds.



MARCH 25 - 9:00AM MST

Put an Attorney Out of Business: How to Avoid Getting Sued & I Don't Give a Twit

Does anyone ever plan on becoming a felon? Failing to create a plan for your real estate practice can land you in big trouble. RESPA, Fair Housing and Anti-Trust are topics most real estate licensees have heard before, but never like this! Trista breathes new life into these subjects by providing current case studies of violations and working with attendees to develop risk management techniques that can be immediately implemented.



**National Speaker
Trista Curzydlo, J.D.**

MARCH 26 - 9:00AM MST

Hot Legal Updates

Is your smart home or office also culturally sensitive? Do you have a seller client recording every showing with their trusty nanny cam? Are the property videos that you've been taking with your drone going viral? There have been a lot of changes in real estate recently and this class looks at Trista's Favorite Five: Website and application compliance with the Americans with Disabilities Act, The Federal Aviation Administration's new rules on Unmanned Aircraft Systems, audio and video recordings of property showings, the impact of the Fair Housing Act on new technology and how state law decriminalization of marijuana and the Federal government enforcement of the Controlled Substances Act impacts real estate.





MARCH 25 - 9:00AM MST

Contracts for the Win: Negotiations & Contract Tools for Success

Ever heard "Well, the contract says . . ." and wanted to scream? We've all been there. Despite the undisputed importance of contracts, many licensees don't understand some of the basic concepts—much less how to best utilize them. In "Contracts for the Win," you will:

- Gain clarity regarding "offer and acceptance"
- Learn how to avoid the practice of law
- Discover ways of framing offers to increase chances of acceptance
- Maximize your ability to negotiate items such as repairs after contract
- Learn to diminish disputes so closing can happen

Wow your clients and your cooperating brokers with negotiating skills and contractual insights that smooth the transaction and hand your client the win.



**National Speaker
Travis Everette**

MARCH 26 - 9:00AM MST

Buyers with Power! Winning Strategies for Qualification, Inspections & Closing

Buyer representation has become a widely accepted practice nearly as widespread as seller representation in the United States. In spite of this, much of the approach to the real estate transaction is still centered around the seller: their needs, wants, expectations. In this dynamic session you'll get a new light on buyer specific issues. What makes them tick? What makes them more attractive to sellers in multiple offers? What must a licensee know in order to protect their interests?



MARCH 30 - 9:00AM MST

Build Your Influencer Brand & How to be Lead Gen Machine!

Cold Calling. Door Knocking. Endless (and expensive) mailing lists. Lead gen that doesn't generate real leads. There is a better way! A real, robust content marketing plan can help you create a real estate business that is constantly bringing you new leads and new clients. Clients who come to you ready to work with you, because you have already proven your expertise. Stop chasing cold leads and selling yourself. Create a multi-platform approach that draws warm leads to you and gets them excited to meet you before that first appointment. Discover what a difference you can make in generating business and raising your profile!



**National Speaker
Abhi Golhar**

