



2018 Fall Annual Meeting & Celebration—Schedule & Details

September 19-21, 2018

Clarion Inn Copper King Hotel & Convention Center, Butte, MT

**** ALL MEETINGS ARE AT THE COPPER KING UNLESS OTHERWISE NOTED.**

ANNUAL MEETING & CELEBRATION REGISTRATION

REGISTER ONLINE: www.RegOnline.com/2018MARCelebration

HOTEL

Copper King Hotel & Convention Center, 4655 Harrison Ave, Butte, MT 59701

Phone: (406) 565-5001

CONVENTION THEME: Connect at the Copper King



SCHEDULE

WEDNESDAY, SEPTEMBER 19

8:30am-5:00pm

CRS COURSE (6 MT CE CREDITS) — Copper 3

CONVERTING LEADS INTO CLOSINGS: RS 120 (6 CE)

Whether you are a new agent building your business or an established agent keeping your database fresh, maintaining a flow of potential customers is crucial to your success. Attracting leads is key, but if you don't have effective systems for converting them into closings, you're leaving money on the table. This fast paced one-day course highlights both traditional and digital approaches to identifying and closing more customers. Instruction and activities cover all aspects of a successful customer interaction experience--attraction, first contact, needs analysis, incubation, conversion, closing, and beyond.

Instructor: Chandra Hall

BONUS! This course is INCLUDED in the Fall Convention FULL registration fee.

FOOD/BEVERAGE BREAK

Sponsored by Wells Fargo

3:00-8:00pm

REGISTRATION OPEN — Pre-Function Lobby Area

convention material pick up

3:00-5:00pm

LOCAL BOARD ASSOCIATION EXECUTIVE (AE) MEETING — Boardroom

5:00-5:30pm

ELECTION SUBCOMMITTEE (*by invitation*) — Boardroom

Results announced at the General Membership Meeting on Thursday, September 20th

5:30-7:30pm

CELEBRATION OF BETTY KISSOCK'S LIFE — Lydias Supper Club

A celebration of a wonderful lady who gave so much to each of us, MAR and NAR

Open to all members. Address: 4915 Harrison Ave, Butte, MT 59701

7:45-9:30pm

WELCOME RECEPTION (TICKETED EVENT) — Pool Area & Patio

Cocktails Sponsored by Jim Anderson, Northern Land & Realty; Tim Lund, Coldwell Banker Western States

Music Sponsored by Brian Nicodemus, RE/MAX Rocky Mountain Real Estate

Event Sponsored in Part by Montana RPAC

THURSDAY, SEPTEMBER 20

- 6:45-7:45am **PAST PRESIDENT'S BREAKFAST** — Boardroom
Open to all MAR Past Presidents. Please RSVP [HERE](#)
- 7:00am-Noon **Registration area open** — Pre-Function Lobby Area
Self-service for convention material pick up.
- 7:30-8:00am **FOOD/BEVERAGE BREAK**
Sponsored by US BANK
- 8:00am-11:30am **MAR COMMITTEE MEETINGS**
*All meetings are open to all members. We encourage member participation.
 - Professional Development – Rib & Chop House Meeting Room
 - Risk Management – Copper 4
 - Communications – Copper 5
 - Association Management – Copper 2
 - Government Affairs – Copper 1
- 9:00am-11:30am **YPN MEETING – Boardroom**
- 11:30am-12:00pm **MAR COMMITTEE UPDATE & LUNCHEON** – Copper 3
Lunch Sponsored by Issues Mobilization Fund (IMF)
- 12:15-1:00pm **RPAC MEETING** – Copper 1
- 1:00-2:00pm **IMF MEETING** – Copper 2
- 1:00-2:00pm **RRC (CRS) MEETING** – Copper 4
- 1:30-3:00pm **FINANCE & AUDIT COMMITTEE MEETING** – Copper 5
- 2:00-3:00pm **GRI SUBCOMMITTEE MEETING** – Copper
- 4:00-5:30pm **EXECUTIVE COMMITTEE MEETING** – Copper 1
- 6:30-10:00pm** **MAR AWARDS GALA – (TICKETED EVENT)** – King Ballroom
6:30pm **Cocktails & Beverages**
7:00pm **General Membership Meeting**
7:30pm **Awards Gala**
Cocktails Sponsored by US BANK
Wine on the tables sponsored by RRC/CRS

FRIDAY, SEPTEMBER 21

- 7:30-8:00am **FOOD/BEVERAGE BREAK** — Pre-Function Lobby Area
- 8:00am-Noon **BOARD OF DIRECTORS MEETING** – Copper 3



COPPER KING

— Hotel & Convention Center in Butte, MT —

