

# Breakout Session Schedule

Nebraska REALTORS® Association  
93rd Annual Convention & Exhibition  
Embassy Suites Hotel & Conference Center • La Vista, NE  
April 12-14, 2010

Telephone: 800-777-5231 or 402-323-6500 • Fax: 402-323-6501  
www.nebraskarealtors.com



## Tuesday, April 13, 2010

**8:00—8:45 AM**            **Vyral Marketing**  
We help professionals earn more referrals from their contacts with social media, blogging, email marketing and viral video.

**9:00—9:45 AM**            **Blazek & Gregg, P.C., L.L.O.**  
Wills, Trusts & Estate Planning  
Presented by Jim Blazek

**10:00—10:45 AM**        **NE Dept of Health & Human Services**  
Attendees will learn the source and nature of radon; how to represent the seller or buyer during a transaction with a high radon test.

**11:00—11:45 AM**        **USDA Rural**  
Learn how your clients can obtain 100% financing for the purchase or construction of a single family home through the USDA Rural Development (USDA-RD) housing programs. USDA-RD offers affordable home ownership opportunities, with no down payment and no PMI, to low and moderate income individuals or families. Homes financed under the USDA-RD programs must be in rural communities of 20,000 population or less; however, the communities of Norfolk and Columbus are also eligible.

**1:00—1:45 PM**            **SERVPRO**

**2:00—2:45 PM**            **AgentNation**  
Find out how to make the most of social media and web based Technology to market your services. View a demonstration on how networking with other agents and using the internet to showcase listings can help increase your productivity and presence amongst potential buyers.

**3:00—3:45 PM**            **NIFA**  
**Training Camp – NIFA 101**  
Are you new to NIFA or just need a refresher? Join Cindy for a brief overview of the Mortgage Revenue Bond Program and then ask her your questions.

**4:00—4:45 PM**            **Rabine Financial Partners, LLC**  
**Health Care Reform**  
Why is today the bet time to purchase health insurance? Learn why buying the right product today will help you stay ahead in the race against health care inflation. Please join us for this timely and informative discussion.

## Wednesday, April 14, 2010

**8:00—8:45 AM**            **Vyral Marketing**  
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**9:00—9:45 AM**            **Blazek & Gregg, P.C., L.L.O.**  
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**10:00—10:45 AM**        **Tax Help, LLC**  
Understand IRS taxes, make more, sell more, save more, live well. Nebraska real estate broker, and 40+ year tax professional, Patrick O'Malley discusses using the tax law to make you money, and scripts to convert prospects into more sales.

**11:00—11:45 AM**        **Vyral Marketing**  
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**1:00—1:45 PM**            **Metlife Reverse Mortgages**  
Today's FHA-insured reverse mortgage has evolved into a flexible and lower cost program with many new features, including HECM for Home Purchase. Join Metlife as they discuss recent changes to the HECM program and how senior homebuyers can use a reverse mortgage to purchase a home without the burden of having required monthly mortgage payments.