

Monday, April 12, 2010

- 7:30 AM—10:30 AM **Morning Break Fueling Station**
 7:30 AM—5:00 PM **Registration Desk Open**
 7:30 AM—5:00 PM **Computer Station Open**
 8:00 AM—5:00 PM **Career Foundations/GRI 101—Day 1**
(0596) 9 credit hours - Instructor: Marie Spodek
 Career Foundations promotes REALTOR® advancement by providing the necessary educational tools, networking opportunities, fostering discussion and stimulating the open exchange of ideas on issues important to new members of the real estate profession. You will spend two intense days gaining comprehensive knowledge to build your business. Lunch will be provided. Registration is limited to the first 75 people. *Class credit applies towards license renewal & qualifies for GRI 101 substitution credit.*
- 8:00 AM—9:00 AM **Committee Meetings**
 Board President/Elect Council Convention
 License Law Task Force
 Workforce Housing Task Force
- 9:00 AM—10:15 AM **Committee Meetings**
 Equal Opportunity/Cultural Diversity
 GRI Board of Governors
 Regulatory Liaison
- 10:00 AM—11:30 AM **Committee Meetings**
 RLI Marketing Session
- 10:30 AM—11:45 AM **Committee Meetings**
 Association Executives Forms
 Nominating
 WCR Chapter Meeting
- 12:00 PM—5:00 PM **Exhibition Open**
 12:00 PM—1:15 PM **WCR Luncheon**
 Speaker: Deborah Gilmore, 2010 WCR National President
- 12:00 PM—1:30 PM **Career Foundations Luncheon**
 This luncheon is for Career Foundations class participants only.
- 1:30 PM—2:45 PM **Committee Meetings**
 Governmental Affairs
- 2:45 PM—3:30 PM **Afternoon Break Fueling Station**
 3:00 PM—4:15 PM **Committee Meetings**
 MLS Governance
 RPAC Trustees
 Statewide Professional Standards
- 4:30 PM—5:30 PM **Caucus Meetings**
 Central, Eastern, Western
- Committee Meetings**
 Pathways to Professionalism
- 5:30 PM—7:30 PM **President Griess' Hospitality Suite**
 All association member convention attendees are welcome! Join us at the hotel for FREE food and drinks.

Tuesday, April 13, 2010

- 7:30 AM—8:30 AM **Past Presidents' Breakfast**
 7:30 AM—10:30 AM **Morning Break Fueling Station**
 7:30 AM—6:00 PM **Registration Desk Open**
 7:30 AM—6:00 PM **Computer Station Open**
 7:30 AM—8:00 PM **Exhibition Open**
 8:00 AM—5:00 PM **Career Foundations/GRI 101—Day 2**
 8:00 AM—5:00 PM **Breakout Sessions**
 Special presentations will be available throughout the day to provide you with additional information for your career. Refer to www.nebraskarealtors.com for updates on the topics and schedule of presenters.

Tuesday, April 13, 2010 (continued)

- 8:30 AM—12:00 PM **Getting to the Finish Line with an Upside Down Listing**
(0622) 3 credit hours - Instructor: Mildred Wilkins
 What do you do when the owner is upside down and in over their head? Join Mildred as she helps you get to the finish line with an upside down listing. Leave this session with the solution to appraisal heartburn when the numbers are more indicative of someone's wish list rather than actual market value.
- 8:30 AM—12:00 PM **Seven Simple Ways to Increase Your Bottom Dollar**
(0253) 3 credit hours - Instructor: Tom Lundstedt
 I bet you know someone who has a regular old job with a regular salary who's built a large net worth over the years. Conversely, I bet you also know someone who makes tons of money but has no net worth. What's going on here? Well, the obvious answer is: money management (or mismanagement). Most people spend more time planning their family vacation than planning their bottom line and financial future - don't be one of them! This session is guaranteed to provide many simple tips to put money in your pocket (and your clients' too).
- 10:30 AM—12:00 PM **Executive Committee**
 12:00 PM—1:30 PM **Grand Luncheon**
 Join emcee John Knicely, Omaha's WOWT Channel 6 news anchor, as we hold our annual business meeting, recognize our members and award our highest honor: 2010 REALTOR® of the Year!
- 1:45 PM—5:15 PM **Pre-Foreclosure: What's a Buyer's Agent to Do?**
(0678) 3 credit hours - Instructor: Mildred Wilkins
 This class is designed to explore the challenges a REALTOR® should anticipate when helping a client with a pre-foreclosure or foreclosed property. Due to the significant increase in foreclosures in the state, REALTORS® should be prepared to handle some details not associated with traditional transactions.
- 1:45 PM—5:15 PM **Real Estate Investments Made Easy**
(0644) 3 credit hours - Instructor: Tom Lundstedt
 This session will help you list and sell more property...and leave you laughing! Most REALTORS® lose business by not being confident about working with real estate investors. They lack the tools necessary to serve and capture this rewarding market. This course is a must for anyone interested in learning how to double their income by working with investors. You'll learn how to analyze investment real estate before you purchase, how to determine the proper value and how to reduce the income tax burden upon sale. In addition, you'll discover when to sell to achieve maximum benefits.
- 2:00 PM—5:00 PM **Broker / Manager Session**
 This session is open to everyone! Kristen Hernandez will discuss the REALTORS® Property Resource initiative and Jim Helsel will provide updates from the NATIONAL ASSOCIATION OF REALTORS®.
- 3:00 PM—3:45 PM **Afternoon Break Fueling Station**
 5:00 PM—8:00 PM **Exhibition Reception**
 Join us for FREE hors d'oeuvres. Every registered convention attendee receives one free drink ticket (cash bar available). Race on in to mingle with your peers and visit the exhibitors to find the resources you need for strengthening your career in real estate. **NEW!** We are extending the hours for the reception and including games. At the reception, we'll have racing simulators and we'll host Pinewood Derby races with prizes for racing and car design. **You must register in advance using the convention registration form in order to participate in the Pinewood Derby race.** There is no fee to enter the race, but you need to purchase your own supplies and build your car in advance. No onsite entries can be accepted. **Please visit www.nebraskarealtors.com to view information regarding the specifications for building the Pinewood Derby cars and where to purchase your supplies.** (Pricing for a Pinewood Derby car kit is approximately \$4; actual prices may vary.)

Wednesday, April 14, 2010

- 7:15 AM—8:15 AM **CRS Breakfast**
 Speaker: Chris Bird
- 7:30 AM—10:30 AM **Morning Break Fueling Station**
 7:30 AM—3:30 PM **Exhibition Open**
 7:30 AM—5:00 PM **Registration Desk Open**
 7:30 AM—5:00 PM **Computer Station Open**
 8:00 AM—2:00 PM **Breakout Sessions**
 Special presentations will be available throughout the day to provide you with additional information for your career. Refer to www.nebraskarealtors.com for updates on the topics and schedule of presenters.
- 8:30 AM—9:30 AM **CRS Chapter Meeting**
 8:30 AM—12:00 PM **Tax Credits and Financial Issues**
(0416) 3 credit hours - Instructor: Chris Bird
 Do you want to know more about the Extended First Time Homebuyers Tax Credit, American Opportunity Tax Credit, Home Energy Tax Credit and Cost Recovery and Depreciation? Then this class is for you! Join Chris Bird as he shares with you all the latest available information on the new tax credits.
- 8:30 AM—12:00 PM **No One Looks Good in Horizontal Stripes: How to Avoid a Jailhouse Fashion Statement**
(0693R) 3 "R" credit hours - Instructor: Trista Curzydlo
 The Fair Housing Act, RESPA and the Sherman Anti-Trust Act have a huge impact on your real estate practice. This class takes a fresh approach to implementation of business practices to ensure you are in compliance with these federal laws.
- 10:30 AM—11:30 AM **Executive Committee**
 12:15 PM—1:30 PM **Rev Up Luncheon**
 Join your fellow REALTORS® for lunch and enjoy some laughs with speaker Mary Maxwell. Mary will share with us her ideas for relieving stress. You'll leave feeling energized and "revved up".
- 1:45 PM—3:45 PM **Board of Directors**
 1:45 PM—5:15 PM **Tax Laws Every REALTOR® Must Know**
(0258) 3 credit hours - Instructor: Chris Bird
 Join ex-IRS agent, Chris Bird, for this informative session on capital improvements for your personal residence or income property, passive loss rules, tax issues with short sales and foreclosures and much more!
- 1:45 PM—5:15 PM **Put an Attorney Out of Business: How to Avoid Getting Sued While Practicing Real Estate**
(0692R) 3 "R" credit hours - Instructor: Trista Curzydlo
 Nobody wants to be sued. Litigation is costly and time consuming and in most cases, avoidable. This class focuses on how you can implement risk mitigation techniques in your business to decrease your chances of being sued. Discussing recent disciplinary actions by the Nebraska Real Estate Commission provides insight into changes you can make to your practice to avoid costly errors.
- 3:00 PM—3:45 PM **Afternoon Break Fueling Station**

Event Key

- Red - committee or group meeting
- Green - continuing education
- Purple - ticketed event
- Blue - information session
- Pink - social event (no ticket required)
- Gold - exhibition

Stay in the Race...

Featured Speakers



Marie Spodek is a nationally regarded real estate educator, author and former real estate agent. Marie brings a wealth of energy, enthusiasm and practical experience to her seminars. Marie is a senior instructor of REEA's Instructor Development Workshop, RealNet's Certified Buyer Representative course and she authored REEA's Course Development Workshop.



Deborah Gilmore specializes in residential sales in Atlanta and Marietta, GA and has been practicing real estate for 16 years. Locally, she has served as a director, education chair and president, and was honored as 2005 REALTOR® of the Year. A member of the Women's Council since 1991, she has served as local and state chapter president, governor and regional vice president and is currently the 2010 National WCR President.



Mildred Wilkins is founder and president of Home Ownership Matters, LLC. Wilkins' real estate experience began when she was licensed as a salesperson in 1992. She became a Foreclosure Specialist with Fannie Mae in 1999, specializing in selling foreclosed properties. She has received loss mitigation training from Legal Services, Fannie Mae and HUD.



Tom Lundstedt is known as the funniest investment and tax guy in America! His programs for residential and investment real estate have entertained and enlightened more than 2,500 audiences from sea to shining sea. He's a former Major League Baseball player whose striking combination of humor and real world examples makes powerful subjects spring to life.



John Knicely is a graduate of the University of Nebraska School of Broadcast Journalism. John served as Sportscaster for WOWT from 1974 to 1981, moved to St. Louis, and returned to Omaha and KETV in May of 1984. He made the move back to WOWT Channel 6 in May of 1992 as Anchor of the 5, 6 and 10PM Newscasts. John has become a favorite in the community through his John at Work news features.



Kristen Hernandez is the Manager of Industry Relations for the REALTORS® Property Resource, a newly formed, wholly owned subsidiary of the NATIONAL ASSOCIATION OF REALTORS®. Kristen began her career in real estate technology over 15 years ago with experience in user interface and functional design, systems implementation and testing, data aggregation and software training and demonstration.



Jim Helsel is the 2010 Treasurer for the NATIONAL ASSOCIATION OF REALTORS®. Jim has been a REALTOR® for 35 years and is a principal with RSR Realtors®, a full-service real estate company in Harrisburg, PA. On the national level, Helsel was treasurer in 2008 and 2009 and a member of the NAR Board of Directors from 1989 until 1999 and joined again in 2001.



Chris Bird has been in the financial business for over 30 years. He was a Senior IRS Agent for 16 years and an Adjunct Instructor at the University of Illinois in tax law for 20 years. He started his own company and is a Senior CRS Instructor and a Senior Faculty Instructor for the REALTORS® Land Institute. He currently holds his real estate license in St. Cloud, Minnesota.



Trista Curzydlo is a graduate of Washburn University and Washburn School of Law. Following graduation, she joined the staff of Kansas Governor Bill Graves and served as Legal Counsel. Trista then joined the office of the District Attorney in Wichita and in 2004 joined the Wichita Area Association of REALTORS® as Governmental Affairs Director and Legal Counsel and recently relocated to Kansas City.



Mary Maxwell says her public speaking career, more than 45 years old, grew out of desperation of program chairs who had run out of ideas. Her audiences include corporate dinners, church groups, chamber of commerce events and slow moving lines at express check-out lanes. Her speaking engagements have taken her across the country and to exotic venues like Ogallala, Beatrice, Jackson, Hickman and Norfolk.