

Speakers



Chris Bird has been in the financial business for over 30 years. He started his career with a degree in Accounting and a minor in Business Administration. He also holds the Certified Financial Planner designation (CFP). Chris was a Senior IRS agent for 16 years. He began conducting courses after leaving the IRS and started his own company, Chris Bird Seminars, Inc. Chris conducts over 150 seminars a year on income tax planning, financial planning, wealth building, residential rental property ownership, and tax strategies for the real estate and financial industries nationwide. Chris has a unique way of making a tough subject (taxes and investments) entertaining and enlightening at the same time.



Sean Carpenter 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. Formerly 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.



Adorna Carrol, DSA, ABR/M, SRS, CRB, CNE, CIPS, SFR, GRI, ePRO, currently owns and runs 3 real estate related business and has had a personal team for over 25 years. Her team has an extensive client base and continues to receive repeat referral business from past clients, family, friends and business contacts. She is the President of Dynamic Directions, Inc., an educational and sales training consulting firm that has an extensive faculty of consultants and trainers. Adorna trains REALTORS® all over North America in Buyer and Seller Representation, Strategic and Business Planning and Association Leadership Training.



Andrew Dorn is VP of Events for Move, Inc./realtor.com® and is the company's National Speaker. He has over a decade of experience as a National Speaker reaching over 50,000 REALTORS® and brokers across the United States and Canada. Andrew is a powerful and dynamic speaker focusing on implementing technology, effective marketing strategies, and relevant tools that benefit real estate professionals in today's market.



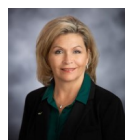
Travis Everette (DREI) is actively involved at almost every conceivable level in the real estate field. Having founded a thriving real estate brokerage of over 120 agents as well as a highly successful real estate school, his experience in the field and his dynamic mentoring skills are the centerpiece of his presentation style. He provides relatable content with a memorable energy and insightful observations on real life solutions to every day challenges. Awarded many times over for sales and office growth, named North Carolina Real Estate Educator of the Year, and supported by legions of professionals who seek his guidance, Travis will deliver courses that pack a punch.



Kristi Kennelly focuses her motivating talks on effective marketing strategies, communication and how to best leverage technology in today's real estate marketplace. Kristi is in high demand and you can catch her speaking all year round at leading industry events such as: The National Association of REALTORS®, Inman Connect, as well as nationwide realtor.com® Result Series, workshops and annual conferences focusing on sales and marketing strategies for REALTORS®.



Val Kircher has been in the Real Estate Industry since 1993, which kick started her eagerness and drive to learn every detail of the business. In 1996, Val and her husband, Mike, opened their own brokerage. She obtained her Title Producers License in 2006, and with her husband opened a title company. Val is currently the Vice President for Consumer Title and Escrow in Lincoln where she loves using her knowledge to assist everyone that she comes into contact with.



Kiann Ridgeway A native of Gering, Nebraska, Kiann brings over 20 years of mortgage and finance experience to her role at West Gate Bank. As a Mortgage Loan Officer, she works directly with clients to recommend the best mortgage products for their needs, building customized solutions for brokers and clients purchasing or refinancing a home, and assisting clients with the mortgage origination process from start to finish. Kiann is a member of the REALTORS® Association of Lincoln, currently serving on the Community Relations Committee, and was named Outstanding Affiliate in 2005.



102nd Annual Convention & Exhibition

April 15-17, 2019

Embassy Suites Hotel, La Vista, NE



Convention is a great time to join your REALTOR® colleagues from around the state to network and reflect on your career. At Convention you'll find the tools you need to be successful in the future. Join a committee and help shape the issues that affect your business, visit with exhibitors, enjoy the networking and social events and take advantage of 36 hours of continuing education and 6 hours of broker approved training credit offered! At Convention you receive 3 FREE hours of continuing education.

Registration Desk

The Nebraska REALTORS® Association Registration Desk will be located in the Conference Center ballroom with the exhibitors. Please enter through the Conference Center doors and go to the REALTORS® registration desk to pick up your name badge, tickets and a Convention program before going to meetings, events or classes. If you are staying at the hotel, you may enter through the Embassy Suites Hotel doors to check into your room.

Continuing Education Policy

In order to receive credit for your classes, you must be in attendance during the entire instructional time and you must sign your name on the proctor sheets. Anyone entering after instructions have started and the doors have been closed may stay for the class, but no CE credit will be given. Also, anyone returning late from a break will not receive credit. **Please make sure you pick up your official convention name badge and class ticket at the REALTORS® registration desk before entering class.**

No Show Policy

You will be billed a \$40 no show fee for any continuing education (CE) class you register for and do not attend. **This includes your free CE class.** Additionally, if you register for a broker training class and do not show, you will be billed the cost of the class. If you do not pay this no show fee, you will be unable to register for future events until the fee is paid. This policy was developed so members who plan to take CE classes are able to get into their preferred class. CE tickets cannot be transferred between members. This policy will be strictly enforced.

Cancellation Policy

Sorry, no refunds on ticketed events. Refund requests for the registration fee and/or CE class fee will not be honored except in family/medical emergencies. Written notification must be submitted to the Association office; refunds are at the discretion of the CEO. **You may cancel/change a class anytime on or before March 29, 2019 at 5:00 PM without penalty.**

Hotel Reservations

Embassy Suites Hotel & Conference Center
12520 Westport Parkway, La Vista, NE 68128

For sleeping room reservations call:
402-331-7400. Indicate you are attending the Nebraska REALTORS® Convention to receive our rate OR go to www.omahalavista.embassysuites.com and enter **NRA** in the group code box. **\$139 single/double occupancy.**

Courtyard by Marriott Omaha La Vista
12560 Westport Parkway, La Vista, NE 68128

For sleeping room reservations call:
402-339-4900. Indicate you are attending the Nebraska REALTORS® Convention to receive our rate OR go to www.marriott.com/hotels/travel/omalv-courtyard-omaha-la-vista/ and enter **NRAR** in the group code box. **\$119 single/double occupancy.**

The hotel reservation deadline is March 28, 2019.
After this date sleeping room rates are not guaranteed.

Driving Directions

The Embassy Suites Hotel-La Vista and the Courtyard Marriot Omaha La Vista are located at the intersection of I-80 & Giles Road at Exit 442, adjacent to the Cabela's Retail Superstore. It is 20 minutes from Omaha's Eppley Airport (OMA) and 40 minutes from Lincoln. Both hotel properties are connected to the convention center.

Parking

The hotel and conference center has FREE, uncovered parking. Overflow parking is available at Cabela's. **Please plan ahead and give yourself extra time to park to get to meetings and classes.**

Additional Information

Keep up-to-date on Convention events by visiting www.nebraskarealtors.com or by using the Yapp App! To install the Yapp App, visit <http://my.yapp.us/> NRA2019 on your mobile device.



Schedule of Events

Monday, April 15, 2019

- 7:30 AM—5:00 PM** Registration Desk Open
7:30 AM—10:30 AM Morning Break Station
8:00 AM—9:00 AM Committee Meetings
 Association Executives Convention
- 8:00 AM—5:00 PM** Rookie Training/GRI 101-Day 1 of 2
(0596) 15 CE credits - Instructor: Travis Everett
 Rookie Training is designed to cover a multitude of topics focused on making you more professional and competent in your dealings with the general public. Join Travis for this highly interactive two days as you learn the fundamental practices essential to developing expertise. Registration is limited to the first 75 people. *Class credit applies towards license renewal & qualifies for GRI 101 substitution credit.*
- 9:00 AM—10:15 AM** Committee Meetings
 Forms
 Professionalism, Equal Opp., Participation
 Regulatory Interview*
- 10:30 AM—11:45 AM** Committee Meetings
 GRI Board of Governors
 License Law
- 12:00 PM—1:15 PM** Appreciation Luncheon
***Open to all active committee members!**
- 1:30 PM—2:45 PM** Committee Meetings
 Governmental Affairs
- 2:30 PM—4:00 PM** Afternoon Break Station
3:00 PM—4:30 PM Committee Meetings
 Commercial Forum
 Home Buyer's Assistance Foundation
 RPAC Trustees
 Statewide Professional Standards Review
- 5:00 PM—6:30 PM** President Fletcher's Hospitality Reception
 All association member convention attendees are welcome! Join us for free food, drinks and networking at the Courtyard Marriott (connected to the convention Center). **OPEN TO ALL ATTENDEES!**

Tuesday, April 16, 2019

- 7:00 AM—5:00 PM** Registration Desk Open
7:30 AM—8:30 AM Past Presidents' Breakfast* (for past NE REALTORS® Association President's ONLY)
- 7:30 AM—10:45 AM** Morning Break Station
8:00 AM—5:00 PM Rookie Training/GRI 101-Day 2 of 2
8:30 AM—7:30 PM Exhibition Open
9:00 AM—10:15 AM Executive Committee*

Event Key

*Closed committee. (All other committees are open for guests.)

Blue- education

Red - session information

Green - ticketed event

Black- committee or group meeting

Purple - social event (no ticket required)

Orange - exhibition

Tuesday, April 16, 2019 (continued)

- 9:00 AM—12:00 PM** Buyer Counseling Session
(0911R) 3 "R" CE credits - Instructor: Adorna Carrol
 Join Adorna and she will provide you with a practical approach to secure the buyer's loyalty and written commitment through effective dialogue. Find out what you can and can't do as agents, learn how to neutralize buyer concerns and how to establish realistic expectations with buyers.
- 9:00 AM—12:00 PM** Satisfying the Seller: Power of the Fiduciary Duties
(1121) 3 CE credits - Instructor: Sean Carpenter
 Sure, you might not lose a listing opportunity before you show up, but wouldn't it be great if the Sellers have already chosen you as their agent before you arrived at the listing appointment? This session looks at the power of a great pre-listing process, delivering a listing presentation with confidence, making it through a successful transaction, and maintaining the relationship with the Sellers beyond the closing.
- 10:30 AM—12:00 PM** NREC Education Advisory Group Meeting*
12:15 PM—1:30 PM Grand Luncheon
Emcee: Kim Zwiener
 Join us at Grand Luncheon as we hold our annual business meeting, recognize members for their service and award our highest honor: 2019 REALTOR® of the Year!
- 1:45 PM—3:00 PM** Broker/Manager Forum
2:00 PM—5:00 PM Seller Counseling Session
(1130R) 3 "R" CE credits - Instructor: Adorna Carrol
 As the industry matures and the internet closes the gap on listing exposure, a new and unique relationship is being formed between agent and seller. This session will help agents address a seller's unspoken questions, especially when there are financial issues involved, it will provide training and resources to help real estate professionals represent the interests of sellers in today's marketplace.
- 2:00 PM—5:00 PM** Becoming the Agent Your Clients Have Been Looking For
(1125) 3 CE Credits - Instructor: Sean Carpenter
 Today's Consumers have high expectations. If you want to be a star these days, you need to find ways to exceed their expectations. It's one thing to tell a good story about who we are and what we do but it's even better when that story can be told by others. Learn what the best brands, companies and brokers are doing to go beyond delivering great service to create a memorable experience.
- 2:30 PM—4:00 PM** Afternoon Break Station
3:15 PM—5:00 PM Board of Directors
5:00 PM—6:00 PM Young Professionals Networking Social
 Young professionals are the future of the real estate business. In a field where the average age is 52, younger real estate practitioners often strive for a way to connect with each other and tap into valuable resources that will help them succeed in business. Join us for hors d'oeuvres and a beverage and connect with your fellow YPNers. **OPEN TO ALL ATTENDEES!**
- 5:00 PM—7:30 PM** Exhibition Reception
 Network with your peers and enjoy drinks, hors d'oeuvres, music, games and more while visiting with exhibitors. REALTORS® present will be entered in drawings to win great prizes! Must be present to win!
OPEN TO ALL ATTENDEES!

Please visit www.nebraskarealtors.com for schedule changes and updates!

Wednesday, April 17, 2019

- 8:00 AM—2:00 PM** Registration Desk Open
8:00 AM—10:45 AM Morning Break Station
8:30 AM—2:00 PM Exhibition Open
9:00 AM—12:00 PM Real Estate Issues, Tax Write-Offs and Tax Planning
(1087R) 3 "R" CE credits - Instructor: Chris Bird
 This 3-hour course covers the tax impact of the Tax Cuts and Jobs Act of 2017 on homeowners, residential rental property owners, and commercial real estate owners, lessors and lessees. The course includes detailed information on the brand new (for 2018 and later years) Qualified Business Income Deduction which amounts to a 20% OFF THE TOP DEDUCTION for self-employed individuals as well as owners of LLC's, partnerships and S Corporations.
- 9:00 AM—12:00 PM** Get in the Game: How to Score Big in Real Estate and Have a Ball Doing It
(9999T) 3 Broker Training Credits - Instructor: Sean Carpenter
 Are you at the top of your game? The need to perform at the highest level in sports is quite similar to the real estate industry. Just like sports teams an athlete wants to build a loyal fan base, real estate agents need to build a following of fans if they wish to be a champion. They also need a vision, strategy, and plan to achieve true success. This session focuses on understanding how to create a sound business, connect to a customer base using "permission based" data and maintain high levels of service before, during and after a real estate transaction. If you like sports, you'll love this session. If you hate sports, you'll still probably love this session.
- 9:00 AM—12:00 PM** Anticipate & Crush Your Real Estate Marketing Master Plan
(9999T) 3 Broker Training Credits - Instructor: Andrew Dorn & Kristi Kennelly
 Join us at the realtor.com® Results Series where we'll dive into today's best (and most practical) marketing and technology trends while helping you anticipate what's up-and-coming! This event is a must for agents to stand out, help grow their market share and crush their business goals. This is about actionable strategies — not lofty tactics you don't have time to implement.
- 1:30 PM—4:30 PM** Interesting Income Tax Aspects of Home Ownership
(1088R) 3 "R" CE Credits - Instructor: Chris Bird
 Instructor, Chris Bird will help give you a better understanding of the various tax laws that apply when owning a principal residence. Deductions such as the Home Mortgage Interest Deduction, the Real Estate Tax Deduction, Second Home Issues, and the Exclusion from Tax when the principal residence is sold. These issues are highly motivating to the buyers of principal residences, and REALTORS® need a basic understanding of the tax law.
- 1:30 PM—4:30 PM** What Everyone Must Know About the Mortgage Process
(1122R) 3 "R" CE Credits - Instructor: Kiann Ridgeway
 Let's put some FUN into mortgage, join us for the FUNDamentals of the Mortgage Process. The course will guide through the steps of the mortgage cycle and will give you a thorough understanding of the mortgage process that will enhance your value to your buyers.
- 1:30 PM—4:30 PM** Wholesalers In Your Town
(1129) 3 CE Credits - Instructor: Val Kircher
 Wholesalers in Your Town: Are wholesalers coming to your town? Let's talk about it. What you ask, how about why they are in play and what we as professionals can do to educate and help the consumer.
- 2:30 PM—4:00 PM** Afternoon Break Station



Help our Veterans!!

The Convention Committee is requesting all members to help our Veterans by donating needed items for the VA Hospital and Nebraska Veterans Home. These items can be dropped off at Convention! The Convention Committee will take care of distributing donations following Convention!

Items Needed:

- *Razors
- *Shaving Cream
- *Shampoo & Conditioner (not travel size please)
- *Phone Cards
- *Body Wash (not soap or travel size please)
- *Body Lotion (not travel size please)
- *Roll on Deodorant (men & women)
- *Combs
- *Toothbrushes
- *Tissues
- *Sweat Pants (variety of sizes)
- *Athletic Shorts (variety of sizes)
- *White Undershirts (variety of sizes)

We Need Your Help!



The Nebraska REALTORS® Association is partnering with Habitat for Humanity to help build a home for a local Veteran! This will be taking place during our 102nd Annual Convention & Exhibition. **Registration is open to members who are attending Convention ONLY!** There are only 30 spots and they are going quickly so be sure to sign-up right away!

Details

- Wednesday, April 17th, 8:00 AM-3:30 PM
- Meet at the Embassy Suites La Vista Convention Center at 8:00 AM - we will then disperse to the 2 different sites
- Breakfast and lunch will be provided
- Must wear closed toe shoes
- Please wear weather appropriate clothing
- T-shirts will be provided - please email dani@nebraskarealtors.com your t-shirt size once you have completed the registration.
***Must email shirt size by March 18th to receive a shirt!**

Visit nebraskarealtors.com Convention page to register!