




**54th ANNUAL CONFERENCE AGENDA
THURSDAY, OCTOBER 12, 2017**

7:30 a.m.	REGISTRATION OPEN	Pre-Function Area
8:00 – 10:30 a.m.	CONTINENTAL BREAKFAST	Various Locations
<u>MORNING TRACK</u>		
8:30 a.m. – 5 p.m.	CRS C125 - Modules 6/7: Zero to 60 Home Sales a Year (and Beyond) Instructor: Frank Serio Sponsored By: TIDEMARK FEDERAL CREDIT UNION	Kent
8:30 a.m. – 11:30 a.m.	Module 1: Agency & Fair Housing Instructor: Vincent White	Chesapeake
8:30 a.m. – 11:30 a.m.	Module 3: Real Estate Documents Instructor: Bruce Plummer	Silver Lake
8:30 a.m. – 11:30 a.m.	Module 5: Legislative Issues Instructor: Andy Taylor	Delaware
9:00 a.m. – Noon	Module 5: New Disclosure Forms: What You Need to Know Instructor: Bill Ward	Ballroom A
8:30 a.m. – 4:30 p.m.	Mini Sessions (zipLogix, Bright MLS, DSHA) see program	Diamond #1
9:30 a.m. – 12:30 p.m.	Module 2: Ethics – Current Issues Instructor: Roz Williams	Diamond #2 4 th Floor
9:30 a.m. – 12:30 p.m.	Module 7: Five Stellar Steps to Creating Exceptional Buyer Experience Instructor: Andrea Selvaggio	Diamond #3 4 th Floor
10:00 a.m. – 7:00 p.m.	TRADE SHOW OPENS <i>CLOSED BETWEEN 5:00 – 6:00 p.m. for DAR 302 Road 2 Excellence</i>	Ballroom B
11:00 a.m. – 2:00 p.m.	CLASS BREAK / BUFFET LUNCH Sponsored By: COOCH & TAYLOR	Ballroom B & C
<u>AFTERNOON TRACK</u>		
12:30 – 3:30 p.m.	Module 1: Agency & Fair Housing Instructor: Mike Rushe	Chesapeake
12:30 – 3:30 p.m.	Module 4: Risk is for REal Instructor: Stephen Marcus	Silver Lake
12:30 – 3:30 p.m.	Module 5: Being a Prepared Tenant in Delaware Instructor: Michael Morton	Delaware
1:00 – 4:00 p.m.	Module 3: Family Feud: RE Documents and Practices Instructor: Barbara Brodoway	Ballroom A
8:30 a.m. – 4:30 p.m.	Mini Sessions (zipLogix; Bright MLS, DSHA) see program	Diamond #1
1:30 – 4:30 p.m.	Module 2: The GOLD Standard, Professional Standard for Real Estate Professionals Instructor: Harry Wooding	Diamond #2 4 th Floor
1:30 – 4:30 p.m.	Module 7: VA Lending, Credit, Loan Qualifying and SCRA Rights Instructor: Darren Corder	Diamond #3 4 th Floor
5:00 – 6:00 p.m.		Ballroom B & C
6:00 – 7:00 p.m.	President's Reception – Sponsored By: CRS - COUNCIL OF RESIDENTIAL SPECIALISTS OF NJ/DE FEDERAL HOME LOAN BANK PITTSBURGH	Ballroom B & C
<u>EVENING TRACK</u>		
6:30 – 9:30 p.m.	Module 4: Real Estate Jeopardy: Office Management Instructor: Nancy Law	Chesapeake
6:30 – 9:30 p.m.	Module 6: Real Estate Jeopardy: Documents & Practices Instructor: Barbara Brodoway	Silver Lake
6:30 – 9:30 p.m.	Module 7: Realtor® Safety & Self Defense Instructor: Scott Deputy	Delaware