




**55th ANNUAL CONVENTION AGENDA
THURSDAY, OCTOBER 4, 2018**

7:30 a.m.	REGISTRATION OPENS	Rollins Center Lobby
8:00 – 10:30 a.m.	CONTINENTAL BREAKFAST	Various Locations
<u>MORNING TRACK</u>		
8:30 a.m. – 4:30 p.m.	NAR PSA Certification – DREC Modules 6/7 - Pricing Strategies Advisor (<i>additional fee required</i>) <i>Instructor: Stephen Marcus</i>	Diamond #3 4 th Floor
8:30 – 11:30 a.m.	Module 1: Agency & Fair Housing <i>Instructor: William Ward</i>	Chesapeake
8:30 – 11:30 a.m.	Module 4: Supervision Disclosure Review & Update <i>Instructor: Walter Taraila</i>	Silver Lake
8:30 – 11:30 a.m.	Module 5: Legislative Issues <i>Instructor: Andy Taylor</i>	Delaware
9:00 a.m. – Noon	Module 3: “Family Feud” – First Time Homebuyers: Guiding a Buyer into a First Home <i>Instructor: Barbara Brodoway</i>	Ballroom A
9:00 a.m. – Noon	Module 7: Five Stellar Steps to Create the Exceptional Seller Experience <i>Instructor: Andrea Selvaggio</i>	Kent
9:30 a.m. – 12:30 p.m.	Module 2: Professional Standards <i>Instructor: Shirley Kalvinsky</i>	Diamond #1 4 th Floor
9:30 a.m. – 12:30 p.m.	Module 7: zipForm Fundamentals – Master Your Free zipForm Member Benefit <i>Instructor: Laura Clark Prasad</i>	Diamond #2 4 th Floor
10:00 a.m. – 7:00 p.m.	TRADE SHOW OPENS CLOSED BETWEEN 4:30 – 5:30 p.m. for DAR 302 Road 2 Excellence	Ballroom B & C
11:00 a.m. – 2:00 p.m.	CLASS BREAK / BUFFET LUNCH	Ballroom B & C



**55th ANNUAL COVENTION AGENDA
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AFTERNOON TRACK

12:30 – 3:30 p.m.	Module 1: Agency & Fair Housing <i>Instructor: Meghan Hudson</i>	Chesapeake
12:30 – 3:30 p.m.	Module 3: Real Estate Documents <i>Instructor: Bruce Plummer</i>	Silver Lake
12:30 – 3:30 p.m.	Module 5: New Disclosure Forms – What You Need to Know <i>Instructor: Nancy Law</i>	Delaware
1:00 – 4:00 p.m.	Module 4: Real Estate “Jeopardy” – Office Management <i>Instructor: William Ward</i>	Ballroom A
1:00 – 4:00 p.m.	Module 7: Understanding Older Homes & Their Peculiarities <i>Instructor: John Kerrigan</i>	Kent
1:30 – 4:30 p.m.	Module 2: Ethics – Current Issues <i>Instructor: Roz Williams</i>	Diamond #1 4 th Floor
1:30 – 4:30 p.m.	Module 6: What Every Agent Should Know – Pricing Property, Rental & Property Management <i>Instructor: Harry Wooding</i>	Diamond #2 4 th Floor
4:30 – 5:30 p.m.		Ballroom A
5:30 – 7:00 p.m.	President’s Reception – Sponsored By: RESIDENTIAL REAL ESTATE COUNCIL	Ballroom C

EVENING TRACK

6:30 – 9:30 p.m.	Module 5: Real Estate “Jeopardy” – Legislative Issues <i>Instructor: Barbara Brodoway</i>	Chesapeake
6:30 – 9:30 p.m.	Module 6: Introduction to Commercial Real Estate <i>Instructor: Bill Lucks</i>	Silver Lake
6:30 – 9:30 p.m.	Module 7: DSHA – Home Buyer Purchase Programs <i>Instructor: Bill Salamone</i>	Delaware
6:30 – 9:30 p.m.	Module 7: Safety Course for Real Estate Professionals <i>Instructor: Walt Taraila</i>	Kent