



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

<b>7:30 a.m.</b>	<b>REGISTRATION OPENS</b>	<b>Rollins Center Lobby</b>
<b>8:00 – 10:30 a.m.</b>	<b>CONTINENTAL BREAKFAST</b>	<b>Various Locations</b>
<b>9:00 – 11:00 a.m.</b>	<b>Learning Lab: Presented by Sussex Environmental – <i>Property Environmental Concerns: How to NOT lose a home sale</i></b>	<b>Mezzanine (by Sussex Room)</b>
<b><u>MORNING TRACK</u></b>		
<b>8:30 a.m. – 4:30 p.m.</b>	NAR PSA Certification – DREC Modules 6/7 - Pricing Strategies Advisor ( <i>additional fee required</i> ) <i>Instructor: Stephen Marcus</i>	Diamond #3 4 <sup>th</sup> Floor
<b>8:30 – 11:30 a.m.</b>	Module 1: Agency & Fair Housing <i>Instructor: William Ward</i>	Chesapeake
<b>8:30 – 11:30 a.m.</b>	Module 4: Supervision Disclosure Review & Update <i>Instructor: Walter Taraila</i>	Silver Lake
<b>8:30 – 11:30 a.m.</b>	Module 5: Legislative Issues <i>Instructor: Andy Taylor</i>	Delaware
<b>9:00 a.m. – Noon</b>	Module 3: “Family Feud” – First Time Homebuyers: Guiding a Buyer into a First Home <i>Instructor: Barbara Brodoway</i>	Ballroom A
<b>9:00 a.m. – Noon</b>	Module 7: Five Stellar Steps to Create the Exceptional Seller Experience <i>Instructor: Andrea Selvaggio</i>	Kent
<b>9:30 a.m. – 12:30 p.m.</b>	Module 2: Professional Standards <i>Instructor: Shirley Kalvinsky</i>	Diamond #1 4 <sup>th</sup> Floor
<b>9:30 a.m. – 12:30 p.m.</b>	Module 7: zipForm Fundamentals – Master Your Free zipForm Member Benefit <i>Instructor: Laura Clark Prasad</i>	Diamond #2 4 <sup>th</sup> Floor
<b>10:00 a.m. – 7:00 p.m.</b>	<b>TRADE SHOW OPENS</b> <b>CLOSED BETWEEN 4:30 – 5:30 p.m. for</b> <b>DAR 302 Road 2 Excellence</b>	<b>Ballroom B &amp; C</b>
<b>11:00 a.m. – 2:00 p.m.</b>	<b>BUFFET LUNCH – Sponsored By:</b> <b>Copeland Taylor, LLC</b>	<b>Ballroom B &amp; C</b>
<b>11:00 a.m. – 3:00 p.m.</b>	<b>Learning Lab: Dotloop Training – 3 sessions starting at 11 a.m., 12:00 p.m., and 1:00 p.m.</b>	<b>Mezzanine (by Sussex Room)</b>
<b>2:00 – 2:30 p.m.</b>	<b>Learning Lab: ZipForm Q&amp;A</b>	<b>Mezzanine (by Sussex Room)</b>
<b>3:00 – 4:00 p.m.</b>	<b>Learning Lab: Dotloop Training</b>	<b>Mezzanine (by Sussex Room)</b>



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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 <sup>th</sup> 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 <sup>th</sup> Floor

**4:30 – 5:30 p.m.**



**Ballroom A**

**5:30 – 7:00 p.m.**

**President’s Reception – Sponsored By:  
DeIPAC & 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