



NAREB MID-WINTER CONFERENCE AGENDA
ARIZONA GRAND RESORT
8000 S. ARIZONA GRAND PARKWAY
PHOENIX, ARIZONA 85044
(877) 800-4888 or (602) 659-6300



February 10- 14, 2010

Tuesday, February 9, 2010		Location
6:00 pm - 9:00 pm	Conference Committee Meeting	Camelback F
WELCOME TO PHOENIX		
Wednesday, February 10, 2010		
8:00 am - 4:00 pm	Registration	Lobby 1B
	<u>National Affiliate Meetings</u>	
8:00 am - 5:00 pm	Vender Resources Management (VRM) VRM University's comprehensive training provides the insider's edge you need to boost your REO Business	Noble - Level 2
9:00 am - 10:00 am	Young REALTIST® Division (YRD) This Affiliate facilitates the new member orientation. Open to new or recent members. Gerald Dixon, President	Palm 3B Level 3
10:00 am - 11:00 am	Real Estate Management Brokers Institute (REMBI) This Affiliate provides training and development courses specializing in the property management. REMBI have several certified designation programs. Open to all attendees. E. Jean Webber, President	Palm 3B Level 3
11:00 am - 12:00 pm	United Developers Council (UDC) This Affiliate brings together developers from around the country to exchange information, education and ideas in the residential and commercial development arena. Open to all attendees. Michelle Calloway, President	Palm 3B Level 3
	Classes	
1:00 pm - 5:00 pm	NID-HCA Annual Counseling Training This course is for NID-HCA Certified Counselors Only	Bougainvillea/ Copperwood Level 1
1:00 pm - 5:00 pm	NID-HCA Training This course is designed for persons interested in becoming an NID-HCA counselor	Kaibab/Lantana Level 2
6:00 pm - 9:00 pm	NAREB Executive Board Meeting	Noble – Level
8:00 pm - 9:00 pm	Women's Council Executive Meeting	WC President's Suite

Thursday, February 11, 2010		
8:00 am - 4:00 pm	Registration	Lobby 1B
8:00 am - 12:00 pm	Vender Resources Management (VRM) VRM University's comprehensive training provides the insider's edge you need to boost your REO Business	Ironwood Level 1
9:00 am - 5:00 pm	NID-HCA Annual Counseling Training This course is for NID-HCA Certified Counselors Only	Bougainvillea/ Copperwood Level 1
9:00 am - 5:00 pm	NID-HCA Training This course is designed for persons interested in becoming an NID-HCA counselor	Kaibab/Lantana Level 2
5:30 pm - 7:00 pm	Women Investing In Women Series - Part 1 "Protecting Your Investment" Presenter: Felicia Shaw, Community Reinvestment Advisor, State Farm Bank	Acacia – Level 1
7:00 pm - 9:00 pm	Women's Council Local Chapter Meetings	Acacia – Level 1
	<u>National Committee Meetings</u>	
6:00 pm - 7:00 pm	Budget & Finance Committee, Jeffrey Hicks, Chair	Palm 2A-Level 2
6:00 pm - 7:00 pm	Membership/Subscription Committee, Sharon Henry, Chair	Palm 2B-Level 2
6:00 pm - 7:00 pm	Mentoring/Faith-Based Committee, Valencia Batson, Chair	Palm 2C- Level 2
6:00 pm - 7:00 pm	Education Committee, Rasheedah Jones, Chair	Palm 3A-Level3
6:00 pm - 7:00 pm	REO Task Force, Ronald Branch, Chair	Palm 3B-Level 3
6:00 pm - 7:00 pm	Technology Committee, Walter Simmons, Chair	Palm 3D-Level 3
7:00 pm - 8:00 pm	Public Relations, Annette Collier, Chair	Palm 2A-Level 2
7:00 pm - 8:00 pm	Mortgage Committee, Carolyn Matthews, Chair	Palm 3B-Level 3
7:00 pm - 8:00 pm	Affinity Partnership Committee, Gerald Dixon, Chair	Palm 2C- Level 2
7:00 pm - 8:00 pm	Political Affairs Committee, Henry Wade, Chair	Palm 3A-Level 3
7:00 pm - 8:00 pm	Grievance & Arbitration, Phyllis Brent, Chair	Palm 3B-Level 3
8:00 pm - 9:00 pm	Regional Vice Presidents	Palm 3D-Level 3
Friday, February 12, 2010		
7:00 am - 8:00 am	Continental Breakfast	Plaza Upper Level
8:00 am - 9:00 am	Opening Ceremony	A/B/C/D-Level 1
8:00 am - 4:00 pm	Registration	Lobby 1B
9:00 am - 10:00 am	Business Opportunities Presenter: Cheryl Crawford <i>Vendor Resource Management - VRM</i> Presenter: Felicia Shaw, Community Reinvestment Advisor <i>State Farm Bank</i> Presenter: Everett Glenn enter: <i>Entertainment Sports Plus (ESP)</i>	A/B/C/D-Level-1
9:00 am - 10:30 am	Women's Council Board of Governors Meeting	Palm 3A-Level 3
10:00 am - 11:00 am	How to Do Business with Bank of America Presenter: Sheila Sellers Strategic Relationship Executive, Bank of America Home Loans Neighborhood Lending Group	A/B/C/D-Level 1

10:00 am - 5:00 pm	Exhibitors Expo	Lobby 1B
11:15 am - 11:45 am	USDA Government Products Presenter: Earl Moore, JPMorgan Chase National Channel Executive, Multicultural and Affordable Lending	A/B/C/D-Level 1
12:00 pm - 1:00 pm	Lunch on your own	
1:00 pm - 1:45 pm	Short Sales Presenter: Tracy King, Wells Fargo AZ Short Sales Manager Learn how to help your clients who are facing mortgage payment challenges and the possibility of foreclosure. Understand whether or not they are eligible for a short sale transaction.	A/B/C/D-Level 1
1:45 pm - 2:30 pm	Housing & Economic Recovery Act (HERA), Home Ownership & Equity Protection Act (HOEPA) Presenter: Milton Dellosier, Wells Fargo Regional Diverse Segments Manager Learn more about the Housing & Economic Recovery Act (HERA) and Home Ownership & Equity Protection Act (HOEPA) and what it means for you and your clients.	A/B/C/D-Level 1
2:45 pm - 3:45 pm	Introducing to Commercial Real Estate - 101 Presenter: T. Dallas Smith Overview for Tenant Representation	A/B/C/D - Level 1
2:45 pm - 3:45 pm	Women Council General Meeting “Developing Your Local Market Plan” Presenter: Allyson Powers, Chase, VP Relationship Manager “Creating Wealth” Presenter: Laraine Davis, Wells Fargo, VP Government & Industry Relations	Palm 3A - Level 3
3:45 pm - 4:45 pm	Diversity in the Real Estate Market Casa Latino Real Estate Different topics of conversation about diversity in the industry and market place along with franchise information about Casa Latino Real Estate, the world’s fastest growing multi cultural real estate franchise. <u>Panel Members and Moderator</u> Joseph La Rosa - President and COO of Casa Latino Franchise Corporation Tom Mestas - Advisory Board Director & Owner Operator of Casa Latino Albuquerque, New Mexico Stephanie Burg-Brown - President, Women’s Council of Philadelphia, (NAREB), Casa Latino of Philadelphia Agustin Hernandez - Casa Latino of Phoenix, Arizona	A/B/C/D - Level 1
4:45 pm - 5:45 pm	Constitution & Bylaws Meeting . H. Bernie Jackson, Chair	Camelback D
5:15 pm - 6:15 pm	Bus pick up schedule: 5:15 pm; 5:45 pm; 6:15 pm for transportation to Welcome Reception Site	Lobby Level 1 Foyer
6:00 pm - 10:00 pm	Welcome Reception & Entertainment	Off Site

Saturday, February 13, 2010		
7:30 am - 9:00 am	Prayer Breakfast - Women Council	Honeysuckle Level 1
8:00 am - 12:00 pm	Registration	Lobby 1B
9:00 am - 5:00 pm	Exhibitors Expo	Lobby 1B
9:30 am - 12:00 pm	Success Selling Government Property - HUD Presenter: Marla Webb, Senior Instructor, Default Servicing University President, Cambrian Asset Management Company & Director, National Home Management Solutions for Education, Outreach, Marketing & Broker Relations The Default Servicing University (DSU) will present this government course. It is one of the required courses to become a Certified Default Services Professional – CDSP. The CDSP is the Certified Default Service Professional designation that is a hallmark of achievement for the industry. This course will provide all the information needed to successfully sell HUD homes.	A/B/C/D-Level-1
12:00 pm - 2:00 pm	Lunch/Speaker – Raphael Bostic, Assistant Deputy Secretary for Policy Development and Research Department of HUD	Honeysuckle Level 1
2:30 pm - 4:00 pm	HUD Class - Cont	A/B/C/D - Level 1
4:30 pm - 8:30 pm	NAREB Board Meeting Dinner will be provided	Eucalyptus Level 1
Sunday, February 14, 2010		
9:00 am - 12:00 pm	Success Selling Government Property - FDIC Presenter: Marla Webb, Senior Instructor, Default Servicing University President, Cambrian Asset Management Company & Director, National Home Management Solutions for Education, Outreach, Marketing & Broker Relations The Default Servicing University (DSU) will present this government course. It is one of the required courses to become a Certified Default Services Professional – CDSP. The CDSP is the Certified Default Service Professional designation that is a hallmark of achievement for the industry. This course will provide all the information needed to successfully sell and market FDIC properties.	A/B/C/D Level 1
12:00 pm - 1:00 pm	Lunch - On your own	
1:00 pm - 4:00 pm	FDIC Class - Cont	
4:00 pm - 5:00 pm	Certification Class Exam	
	Enjoy Valentine Evening	
Monday, February 15, 2010		
	<i>The conference agenda is subject to change Depart - Have a safe travel</i>	