



**NAREB MID-WINTER CONFERENCE**  
**February 19-22, 2019**



**Miami Marriott Biscayne Bay Hotel**  
**Miami, Florida**

**AGENDA**

<b>Pre-Conference</b>	
<b>Tuesday, February 19, 2019</b>	
12:00pm – 5:00pm	<b>National Committees and Affiliates' Meetings and Development Sessions</b>
4:00pm – 6:00pm	<b>Mid-Winter Conference Committee Meeting</b> <b>Presiding:</b> Joan Chambers, Meeting Planner, NAREB
6:00pm – 8:00pm	<b>NAREB Executive Committee Meeting</b> <b>Presiding:</b> Jeffrey Hicks, President, NAREB
<b>Conference</b>	
<b>Wednesday, February 20, 2019</b>	
8:00am – 5:00pm	<b>Mid-Winter Conference Registration</b>
9:00am – 12:00pm	<b>National Committees and Affiliates' Meetings and Development Sessions</b>
1:00pm – 2:15pm	<b>URE: It Ain't Over: REO Revisited</b> This session will revisit and prepare you for the next REO real estate cycle with REO Applications, REO Companies, and Asset Managers.
1:00pm – 2:15pm	<b>URE: Winning Sub-Grants and Private Financial Opportunities for your NID Branch Office</b> Learn from a national network of HUD approved housing counselors and community-development consultants on how to obtain financial opportunities for your NID branch office.
2:30pm – 3:15pm	<b>URE: New Down Payment Assistance Program for Realtists Home Buyers</b> NAREB-Sales Division has launched a REALTIST members Down Payment Assistance Program to help home buyers.
3:45pm – 5:00pm	<b>URE: UDC – Fundamentals of Real Estate Development</b> Learn fundamentals of Real Estate Development: The Construction Phase, the Financial Feasibility Analysis & the Financing of Commercial Real Estate.
3:45pm – 5:00pm	<b>Partners' Roundtable</b> Join the discussion with NAREB Partners to learn their top markets to increase homeownership for African Americans communities. Meet partners and discuss how to create new or strengthen partner relations in your market with Freddie Mac, Union Bank and Equity Prime.
6:00pm – 8:00pm	<b>Welcome Reception</b>
<b>Thursday, February 21, 2019</b>	
8:00am -- 6:00pm	<b>Mid-Winter Conference Registration</b>

8:30am – 9:30am	<b>Continental Breakfast</b>
9:00am – 11:00am	<b>Opening Ceremony &amp; General Session</b>
11:30am – 1:00pm	<b>Exhibitors' Showcase Opening &amp; Lunch - [All Registrants] - (Boxed Lunch)</b>
11:30am – 5:30pm	<b>Exhibitors' Showcase</b>
12:00pm – 3:30pm	<b>NAREB National Partners' Advisory Board Meeting &amp; Lunch [By Invitation Only]</b>
1:00pm – 2:15pm	<b>URE: How to Start &amp; Sustain a Profitable Real Estate Brokerage</b> Learn how to build and scale a successful company.
2:30pm – 3:45pm	<b>URE: Build Wealth with Online Auctions</b> Learn bidding and marketing strategies to profit from this unique skill-set.
4:00pm – 5:00pm	<b>URE: How to Legally Earn Fees on Commercial &amp; Investor Loans</b> Learn how to add another income stream to your real estate business by servicing investors.
4:00pm – 5:00pm	<b>URE: Growing Your Business with Opportunity Zones</b> Gain insight on tax incentive benefits and possible investments in Opportunity Zones.
5:00pm – 8:00pm	<b>NAREB Board of Directors' Meeting</b> <b>Presiding:</b> Robert Hughes, Chairman, NAREB
<b>Friday, February 22, 2019</b>	
8:00am – 9:30am	<b>NAREB Prayer Breakfast</b> <b>Host:</b> Women's Council of NAREB
9:30am – 2:00pm	<b>Exhibitors' Showcase</b>
10:00am – 11:45am	<b>URE: 10+ Little-Known Secrets of Top Listing Agents</b> Learn why you should "list to last" and discover how you can control the inventory which controls the market.
10:00am – 12:00pm	<b>Realtists Civic &amp; Community Engagement Training: Faith-Based</b> University of Southern California (USC)
10:00am – 12:00pm	<b>Faith-Based Info Session [Clergy Only]</b>
12:30pm – 1:30pm	<b>Legislative Luncheon</b>
1:30pm – 2:45pm	<b>URE: How to Generate Substantial Revenue Streams with Insurance</b> Learn how to complement your real estate business with diverse revenue sources.
1:30pm – 5:30pm	<b>Realtists Civic &amp; Community Engagement Training: Faith-Based – [Continued]</b> University of Southern California (USC)
2:45pm – 4:00pm	<b>URE: Earn Top Dollars in Commercial Real Estate</b> Discover the diverse income streams in the commercial industry from experienced NAREB panelists.
4:15pm – 5:15pm	<b>URE: REMBI – Property Management</b> Learn from a panel of experts how to put property management on auto pilot with revenue.
5:30pm – 6:00pm	<b>Conference Wrap-Up</b>
<i>Safe Travel</i>	

\*Agenda subject to change without notice

"DEMOCRACY in HOUSING"

Updated: 1/23/19