

NATIONAL ASSOCIATION OF REAL ESTATE BROKERS



ANNUAL Convention 2023

"Restore. Rebuild. Retain."

AUGUST 1-6, 2023



Hilton Americas Hotel
1600 Lamar Street | Houston, TX 77010

DOWNTOWN HOUSTON, TEXAS



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Our exclusive Chase Homebuyer Grant¹ gives your clients \$2,500 or \$5,000 to lower their mortgage costs or reduce the amount they'll pay at closing.

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National Association of Real Estate Brokers, Inc.®

"The Premier Network of Black Real Estate Professionals"

9831 Greenbelt Road - Suite 309 | Lanham, MD 20706

August 1, 2023

Greetings Realists and Friends,

I take this opportunity as your 32nd President to extend a warm welcome to our 76th National Convention and to the great city of Houston, TX known for its World-renowned museums, spectacular space research facilities, musical centers, cultural heritage, and diverse cuisines. We always say, "EVERYTHING IS BIG IN TEXAS". Please take the time to visit its great attractions.



Let this be a year of unprecedented achievement!! As REALTISTS, our charge has always been to make sure that our messages are delivered with bold clarity. We take every opportunity to 'drive home' our 'Democracy in Housing' agenda! We are visionary; we are smart; we are intrepidly resilient! And because of that, I am filled with much enthusiasm for the months that lie ahead!

We are celebrating survival on many levels; yet, not losing sight of a Realtists' charge to **Build Black Wealth through Homeownership** while strengthening our capabilities to achieve business success. This year's convention agenda reflects this commitment and offers business development innovations, marketing trends and penetration strategies; as well as, up-to-the-minute legislative initiatives and policy changes that affect your business now, and into the near future.

Over the years, NAREB has ELEVATED to providing Coaching, Business Opportunities, and a Wealth of knowledge designed to TAKE YOU TO THE NEXT LEVEL. From the creation of our 5 Pillars of Building Black Wealth Initiatives and the Programs that support them, to our Black Summit, NAREB has done extraordinary things that have raised the bar.

I hope that you enjoy the speakers, workshops, break-out sessions, networking opportunities and vendor displays. As we close out with our Installation Ceremony to install the 33rd President of NAREB, let us remain mindful of another milestone. For the 1st time, two female Presidents will consecutively lead NAREB. Congratulations to our membership for allowing this back-to-back, historical accomplishment. I am confident our Incoming President will offer an ambitious agenda that will be impactful and most memorable.

Thanks to the extraordinary work of Rose Dixon, the National Convention Chair, and her team of tireless committee members. My thanks also go out to Local Board President Felicia Guidry, State President Kimberly Henson Barnes, RVP Andrea Cooksey, and local board members for their groundwork to make this convention what we know will be an absolute success. It takes a village and NAREB certainly has the best!

As I close out my years as National President, let's pledge to share our perspectives, support each other, and move forward as a strong national team of diversified partners who never give up on our unified purpose. Be ready to work hard, learn more, network at every opportunity and have some fun. Upon your return home, please share your new-found knowledge with those chapter members unable to attend.

Again, thanks for your Realtist energy and determination. Enjoy the convention!

In the Realtist® spirit,
"Restoring Stability, Rebuilding Communities and Retaining our Legacy"

Lydia M. Pope
President
National Association of Real Estate Brokers, Inc. (NAREB)



Democracy in Housing



www.nareb.com / 301.552.9340 / Fax: 302.552.9216

History

After World War II, the nation found itself facing a mood of deep-seated social segregation it could no longer tolerate or afford. Yet the South, confidently proclaimed itself to be the new plus ultra (uppermost limits) of Southern tolerance. Thus, was born the Civil Rights movement- a period of the most difficult but necessary struggle to topple the crumbling walls segregation had erected between Americans who had fought- and died together.

The postwar years indeed gave African Americans inspiration, confidence, strength and hope for a better America. The United Nations had been formed, and Ralph J. Bunche had become the United Nations Division Trustee. African Americans were gaining better paying jobs, and the Supreme Court had finally passed a ruling that restrictive covenants and private agreement to exclude persons of designated race from the ownership of real property were not enforceable under the law.

Although the lives of African Americans were now changing for the good, and a few victories had been won, schools were still segregated under the "separate but equal" theory- and equal housing had yet to become a reality. This is what drove the men and women who met in Tampa, Florida, on the sweltering night of July 29, 1947, to form the National Association of Real Estate Brokers- NAREB.

These twelve pioneers, one woman and eleven men hailing from seven states across the country are NAREB's recognized founders.

Nannie Black, Detroit, MI
Carleton Gains, Detroit, MI
O. B. Cobbins, Jackson, MS
George W. Powell, Jacksonville, FL
F. Henry Williams, Jacksonville, FL
J. W. Sanford, Oklahoma City, OK

Macco Crutcher, Detroit, MI
W. D. Morrison, Jr., Detroit MI
W. H. Hollins, Birmingham, AL
J. R. Taylor, Miami, FL
Horace Sudduth, Cincinnati, OH
A. Maceo Smith, Dallas, TX

On this night, these people dedicated themselves to fair housing for all. They began by electing temporary officers as follows:

- W. D. Morrison, President
- Horace Sudduth, Vice President
- W. H. Hollins, Treasurer



Word soon spread, and NAREB's first convention was held at the Convention Hall in Atlantic City, NJ, on July 19-20, 1948. It was a resounding success-a moment of synergy when men and women across the country were able to come together to voice their opinions as one- and to take a stand against inequity and injustice.

Since then, NAREB and its REALTISTS® have gone on to win victory after victory in support of equal housing opportunities for all. We are an association proud of our past, relentless in our struggle, and 100% dedicated to the REALTIST® creed - *Democracy in Housing.*



National Association of Real Estate Brokers, Inc.®

"The Premier Network of Black Real Estate Professionals"

9831 Greenbelt Road - Suite 309 | Lanham, MD 20706

August 1, 2023

Dear Realist Members,

Subject: Welcome with Gratitude for Attending the 2023 National Association of Real Estate Brokers Convention.



I hope this letter finds you in high spirits and good health. As the Chairman of the Board at the National Association of Real Estate Brokers (NAREB), it is my great pleasure to extend a warm welcome and express my heartfelt gratitude to all the esteemed members of NAREB who are attending this remarkable 2023 NAREB Convention in Houston Texas.

First and foremost, I would like to convey my deepest appreciation to the current President of NAREB, Madam Lydia Pope, for her exceptional leadership and unwavering commitment to advancing the mission of the National Association of Real Estate Brokers. Under President Pope's guidance, NAREB has achieved significant milestones and made substantial contributions to the real estate industry. Her dedication and vision have played a pivotal role in shaping NAREB's success and inspiring positive change within our historical Organization.

I would also like to extend my heartfelt thanks to the current Administration and the board of directors for their exemplary leadership and tireless efforts in supporting NAREB's mission. Your collective expertise and commitment have been instrumental in fostering professionalism, promoting diversity, and advocating for equal opportunities within the real estate sector. Your dedication to creating an inclusive and supportive community for NAREB members is truly commendable.

Furthermore, I would like to take this opportunity to extend a warm welcome and congratulations to the new Administration Leadership at NAREB. I have no doubt that under their capable guidance and strategic vision, NAREB will continue to thrive and achieve new heights of excellence. The leadership transition presents an exciting opportunity to build upon the foundations laid by your predecessors and further advance the goals and aspirations of NAREB.

The 2023 NAREB Convention is a resounding success, bringing together industry experts, thought leaders, and passionate professionals from across the nation. The convention serves as a platform for invaluable knowledge sharing, meaningful networking, and inspiring discussions on the future of the real estate industry. Your presence and active participation at the convention contributed immensely to its success, and I extend my deepest gratitude to every Realist member who has attended.

I am confident that the knowledge gained, connections made, and ideas shared will continue to resonate within our professional community. The spirit of collaboration and camaraderie displayed at the convention reinforces the strength and unity of NAREB and positions us favorably for future endeavors.

Once again, I would like to express my sincere appreciation to all the NAREB members for attending the 2023 NAREB Convention and for your unwavering support of our shared mission. Your dedication and passion for excellence continue to shape the real estate industry and uplift underrepresented communities nationwide.

On behalf of the board of NAREB, I extend my warmest wishes for your continued success in all your future endeavors. May your endeavors be marked by growth, prosperity, and a lasting positive impact.

Thank you once again for your presence and invaluable contributions. I look forward to our continued collaboration and witnessing the remarkable achievements that lie ahead for NAREB.

Yours sincerely,

Derrick Lockett

Chairman of the Board National Association of Real Estate Brokers (NAREB)



Democracy in Housing



www.nareb.com / 301.552.9340 / Fax: 302.552.9216



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August 1, 2023



Dear Esteemed Realist Family, Distinguished Guests, and Valued Partners,

Welcome to the prestigious NAREB's 2023 National Convention! As the Executive Director, it is an absolute honor to have everyone gathered here.

NAREB's conventions have always served as a platform where Realists can transcend boundaries, strengthen business connections, create new business affiliations, engage in insightful discussions, share groundbreaking ideas, and forge collaborative solutions that address the Racial Wealth Gap in Black America.

We have meticulously curated an exceptional lineup of remarkable speakers, panel discussions, workshops, and networking opportunities. Our goal is to inspire growth, foster meaningful connections, and ignite transformative action. This event serves as a powerful catalyst for knowledge exchange, exploration of innovative concepts, and the forging of new alliances.

As we convene, let us embrace the spirit of innovation, ingenuity, purpose and intentionality. Together, we can achieve breakthroughs, uncover fresh solutions, and pave the way for continued progress and prosperity for ourselves and the communities we serve. I encourage each one of you to seize this opportunity to unleash the boundless potential that resides within each of us, harnessing our collective wisdom to educate our communities on how to build multi-generational wealth.

I extend my deepest gratitude to our speakers, partners, volunteers, and the incredible staff and consultants working behind the scenes. Your unwavering dedication and commitment are the driving force behind the success of this event. I also want to express my sincere appreciation to all the Realists who have traveled from far and wide to be a part of this National Convention. Your presence and active participation are a testament to your unwavering commitment to NAREB's mission of closing the Racial Wealth Gap in Black America.

With anticipation and excitement, let us embark on this transformative journey together. May this National Convention leave an indelible mark on each one of us, serving as a catalyst for learning, sharing, and result-driven outcomes.

Thank you and let us wholeheartedly embrace the boundless possibilities that lie ahead!

In The Realist Spirit,

C. Renée Wilson
Executive Director



Democracy in Housing



www.nareb.com / 301.552.9340 / Fax: 302.552.9216



August 1, 2023

Greetings Fellow REALTIST and Friends,

I extend a warm welcome to you as we celebrate this special milestone as NAREB installs its fourth Female President and the passing of the gavel between two women Presidents. As we start the NAREB 2023 Annual Convention in Houston, TX, please remember that our message, "Restoring Stability, Rebuilding Community, Retaining Legacy," is focused on inspiring members to impact their communities positively.

As we celebrate, let's embrace the occasion and remember our mission, "Democracy in Housing," and continue to serve the unserved and underserved communities. We must work on building generational wealth as the youth are our future. This year's Youth Academy is flourishing, with 100 attending under the leadership of Keianna Carty.

Congratulations to Houston's own President-Elect, Dr. Courtney Johnson Rose, newly elected Officers, and this year's Award Recipients. I sincerely thank President Lydia Pope for entrusting me as her convention manager for the past three years and bringing this event to fruition.

I extend a heartfelt thanks to the Houston Black Real Estate Association (HBREA) and Felicia Guidry, the local board President, for their hospitality and for serving as the host chapter. As one of the largest chapters in NAREB, HBREA has proven to be a true champion of the Real Estate Industry in the City of Houston and surrounding communities.

Many thanks to our Convention Committee Team, NAREB's staff, consultants, and the many volunteers for your tireless commitment to serving. I give special thanks to the Convention Co-Chair Monique Winston, Logistic Chair Booker Williams, and Education Chair Shanta Patton-Golar for their wealth of knowledge and tremendous support in producing this event.

Lastly, I hope this convention will exceed your expectations, motivate you, and prepare you to take your business to the next level as you enjoy the convention and city. With pride of accomplishment, President Pope, this outstanding convention team/education team, NAREB leadership and staff, and HBREA have made this one of the largest NAREB convention to date.

In the REALTIST Spirit,

Rose Marie Dixon, CMP

NAREB 2023 Convention Manager, Meeting Planner



05 July 2023

Dear Leaders and Members of NAREB,

On behalf of Region XII, encompassing the vibrant states of Texas, Louisiana, Mississippi, and New Mexico, I extend a warm welcome to each and every one of you as you gather here in Houston. As the President of Region XII, it brings me great pleasure to host such an esteemed group of individuals, as we proudly embrace the title of "The Premier Network of Black Real Estate Professionals."

Houston, one of our region's premier cities, welcomes you with open arms. Known for its rich diversity, Houston offers a tapestry of cultures, excellent shopping opportunities, and a delightful culinary scene that will surely captivate your senses. While you're here, I encourage you to explore all that this remarkable city has to offer.

Allow me to extend my heartfelt congratulations to President Lydia Pope for her outstanding leadership, which has propelled NAREB to new heights. Under her guidance, NAREB has taken significant strides towards achieving excellence in the real estate industry. We commend President Pope for her remarkable achievements and her dedication to advancing the organization's mission.

Moreover, as the gavel is passed to Courtney Johnson Rose, one of Houston's own, we feel a deep sense of pride. Courtney, a respected leader in our community, is poised to lead NAREB on its path towards promoting democracy in housing. We have the utmost confidence in her ability to continue the great work of her predecessors and guide NAREB to even greater success.

As the Vice President of Region XII, I, Andrea Hilliard Cooksey, am thrilled to be part of this momentous occasion. I look forward to collaborating with all of you, sharing ideas, and working together to further strengthen our network and advance the interests of black real estate professionals across our region.

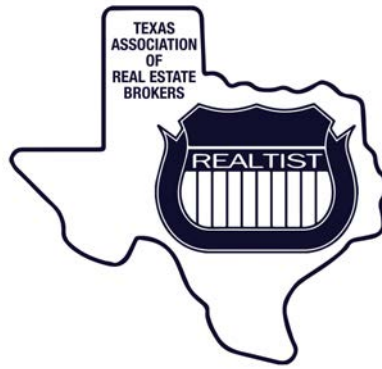
Once again, I extend a warm welcome to Houston and to our esteemed members of NAREB. May this gathering be filled with fruitful discussions, valuable connections, and a renewed commitment to our shared goals.

With warm regards,



ANDREA HILLIARD-COOKSEY

Region XII VP
832-215-9084



August 1, 2023

Greetings REALTIST® and Friends,



Welcome to the great state of Texas where everything truly is bigger and better! Houston is Texas's most populous city and the fourth largest city in the US . Texas has numerous cities that made the list of the Nations most diverse and in 2021 Houston was named number one. In my opinion, there is no better choice to host this years conference than the state of Texas! Where bluebonnets are plentiful boots and cowboy hats are apart of every wardrobe, great food and southern hospitality is synonymous and the natives frequent use of the word yawl has a way of growing on you.

Texas Association of Real Estate Brokers is the state chapter of NAREB and has 7 chapters under its charter, located in Austin, Dallas, Fort Worth, Houston, North Texas, San Antonio and Tyler. TAREB works through partnerships with local and state businesses and like-minded organizations which help promote fair housing and assist its local chapters in providing meaningful events and opportunities to service members and provide information to consumers.

We are excited to be the host state for this years conference. I know it will be a great success and look forward to all it will bring. I want to give a resounding expression of gratitude to our National President Lydia Pope who has lead NAREB with tenacity, strategic vision and grace. Madame President TAREB salutes you and your administration for a job well done!!!

We stand firm and resolute to continue our unwavering support to the incoming administration led by Texas own Dr. Courtney Johnson Rose. As the President of TAREB I couldn't be prouder than to witness history unfold as Dr Rose is the 3rd President out of Texas, the 1st Woman and the 1st out of the city of Houston. Congratulations Dr. Rose!

Kimberley Barnes-Henson

Kimberley Barnes-Henson
TAREB, President



Houston Black Real Estate Association

12401 S. Post Oak Rd. Suite 229 Houston, TX 77045
hbrea-houston.org 713-551-8619 admin@hbrea-houston.org



Greetings, Realtist family, partners, friends, and supporters!

On behalf of the Houston Black Real Estate Association (HBREA), we welcome President Lydia Pope, the Board of Directors, Officers and the entire NAREB family. We are thrilled that Houston, Texas has been chosen to host the NAREB Annual Convention as we continue to celebrate 75 years of fighting for Democracy in Housing.

As the President of HBREA, it is an absolute pleasure to greet all of you. I am humbled and honored to serve this historic and prestigious organization. I firmly believe that we are the sum total of what others have invested in us both directly and indirectly, and for that, I am truly grateful.

President Pope, we celebrate you for your exceptional service to NAREB. Your unwavering focus, intention, and grace have been truly remarkable. Your vision played a pivotal role in shaping the organization's path. You have been a trailblazing leader, making significant contributions to the growth of NAREB. We thank you for your tireless efforts in advancing fair housing initiatives, advocating for policies that promote economic empowerment, and fostering collaboration among industry stakeholders has made a profound impact on countless lives.

NAREB's commitment to promoting diversity and inclusion, and equal opportunities within the real estate industry is exemplary. Under your visionary leadership, NAREB has consistently demonstrated remarkable dedication to increasing Black Homeownership and empowering Real Estate Professionals from all backgrounds. We are immensely grateful for the exceptional service rendered by NAREB to the real estate community.

To our Realtist family, we welcome you all to the highly anticipated NAREB Annual Convention. We extend our heartfelt appreciation to the convention committee for making this event possible. We believe that NAREB's commitment to its mission and the vision of the Five Pillars will provide education and resources to help you expand your presence in local markets.

As we gather this week, we embark on a journey of knowledge, collaboration, and inspiration. Throughout this Convention, we will engage with experts, thought leaders, and industry veterans who will share invaluable insights, best practices, and strategies for success. We urge you to embrace this Convention as more than just a networking opportunity, but as a transformative experience. While reconnecting with those you know, we challenge you to meet at least ten new Realtists from different states to expand your referral database.

President Pope and the current NAREB leadership team, we are inspired by you and want to express our gratitude for your steadfast determination. We take pride in being Realtists, representing The Premier Network of Black Real Estate Professionals, a dynamic community that serves as a symbol of excellence within the industry.

This Convention is special to us as we celebrate the installation of President-Elect Dr. Courtney Johnson Rose, the first NAREB National President from Houston, Texas to serve in this 75-year-old organization. We welcome President Rose's, focus, expertise, and commitment to NAREB's vision. We believe she will be instrumental in shaping the future of the real estate industry and the families we serve. Through continuously advocating for Democracy in Housing, promoting Economic Development, fostering Member Support and Education, promoting Legislative Influence, and prioritizing Technology and Innovation, NAREB is setting an exemplary standard for others to follow.

We encourage you to make the most of your time here in Houston. This vibrant city offers a wealth of Black History, great food, and entertainment. Take advantage of your free time to explore and discover what it has to offer. We hope you find moments of relaxation and enjoyment then return home with a renewed inspiration and enthusiasm to serve the real estate industry with excellence. Enjoy!

In the Realtist Spirit,
Felicia Guidry, President

SHEILA JACKSON LEE
18TH DISTRICT, TEXAS
COMMITTEES:

JUDICIARY
SUBCOMMITTEES:
Ranking Member
Crime, and Federal Government Surveillance
Immigration Integrity, Security, and Enforcement
Constitution and Limited Government

HOMELAND SECURITY
SUBCOMMITTEES:
Cybersecurity and Infrastructure Protection
Border Security & Enforcement

BUDGET COMMITTEE

Congress of the United States
House of Representatives
Washington, DC 20515

CHIEF DEPUTY WHIP
DEMOCRATIC CAUCUS

VICE CHAIR
CONGRESSIONAL PROGRESSIVE CAUCUS

FOUNDER AND CO-CHAIR
CONGRESSIONAL CHILDREN'S CAUCUS

OSCE PA Ad Hoc Committee on Migration

July 18, 2023

Greetings,

On behalf of the constituents of the 18th Congressional District of Texas, it would be my honor to welcome the National Association of Real Estate Brokers, Inc. (NAREB) as it convenes for its 75th Annual Convention in Houston. The NAREB's dedication to expanding inter-generational wealth for Black households is inspiring and most deserving of respect and commendation.

I, too, agree with the motto of "Democracy in Housing", and I am proud of the work the NAREB has done in the real estate industry to ensure equal opportunity for Black Americans. We must continue to repair systemic injustices caused by discriminatory housing and property ownership practices.

I would personally like to congratulate you on this milestone, and I look forward to working with the National Association of Real Estate Brokers, Inc. in the future. This convention is a step in the right direction to crafting a brighter future for Black Americans across the country.

Very truly yours,



Sheila Jackson Lee
Member of Congress



HOUSE OF REPRESENTATIVES
WASHINGTON, D. C. 20515

AL GREEN
9TH CONGRESSIONAL DISTRICT
HOUSTON, TEXAS



August 6, 2023

Dear Friends:

I would like to extend greetings to the National Association of Real Estate Brokers, Inc. as you celebrate your 75th Annual National Convention. On behalf of the constituents of the Ninth Congressional District of Texas, I salute all organizers and participants on their commitment to making this a memorable event.

With great enthusiasm, I salute the National Association of Real Estate Brokers, Inc. for your unwavering commitment to advancing Black homeownership and ensuring that Black Americans have unimpeded access to opportunities, enabling them to realize the American Dream. I congratulate you on this great occasion as you celebrate your 75th Annual National Convention through your theme, "Restoring Stability, Rebuilding Community, Retaining Legacy."

I look forward to working with the National Association of Real Estate Brokers, Inc. on future endeavors and to continue to serve you well as a Member of Congress. Best wishes to all for an exciting and enjoyable convention.

Sincerely,

Al Green
Member of Congress

Texas House of Representatives



RON REYNOLDS

State Representative-District 27-Fort Bend County

August 1 - 6, 2023

GREETINGS AND WELCOME

“The National Association of Real Estate Brokers, Inc. (NAREB)”

It is my honor to welcome The National Association of Real Estate Brokers, Inc. (NAREB), the nation’s oldest, professional minority real estate organization as it convenes it’s 75th Annual Convention in Houston. I want to personally thank everyone who contributed to making this event such a huge success. I would like to congratulate the honorees this evening and thank each of them for their tireless work and dedication to our community.

May your convention be enjoyable and memorable!

YOURS IN SERVICE,

A handwritten signature in black ink that reads "Ron Reynolds". The signature is written in a cursive style.



CITY OF HOUSTON

Sylvester Turner

Mayor

P.O. Box 1562
Houston, Texas 77251-1562

Telephone – Dial 311
www.houstontx.gov

August 1, 2023

Greetings,

As the Mayor of Houston, I am pleased to welcome all attending the 75th Annual National Association of Real Estate Brokers, Inc. (NAREB) convention. NAREB has been acclaimed as the nation's oldest, professional minority real estate organization. We are honored that this year's convention will be hosted by the Houston Black Real Estate Association in Houston, Texas, August 1st – 6th, 2023, at the Hilton Americas Downtown Houston.

During this convention, you will experience a weekend filled with, "Restoring Stability, Rebuilding Community, Retaining Legacy," that epitomizes NAREB's unwavering commitment to advance Black homeownership and ensure that Black Americans are provided opportunities that enable social equity and foster the realization of the American Dream. Through their tireless efforts, NAREB has become a beacon of hope and a catalyst for positive change in the real estate industry.

While you are here for professional empowerment and fellowship, I hope you will be able to spend some time exploring our city. Houston has so much to offer, and I hope you will share in the Houston experience. Please visit a few of our world-class restaurants, appealing museums, and civic and cultural landmarks, taking with you lasting impressions of the spirit, vitality, and tradition that characterize our city. Best wishes for a rewarding convention.

Sincerely,

A handwritten signature in black ink that reads "Sylvester Turner".

Sylvester Turner
Mayor



Council Members: Amy Peck Tarsha Jackson Abbie Kamin Carolyn Evans-Shabazz Dave Martin Tiffany D. Thomas Mary Nan Huffman Karla Cisneros Robert Gallegos Edward Pollard Martha Castex-Tatum Mike Knox David W. Robinson Michael Kubosh Letitia Plummer Sallie Alcorn

Controller: Chris Brown



National Association of Real Estate Brokers, Inc.

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Derrick Lockett, Chair | Robert Hughes, Vice-Chair

Dr. Thom Holmes, Honorary Chair

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<p>ASHLEY THOMAS, III 1st VICE-PRESIDENT 4602 Crenshaw Blvd Los Angeles, CA 90043 (323) 299-7900 – Office (310) 995-2153 – Cell ashley.thomas@nareb.com</p>	<p>RASHEEDAH JONES TREASURER 6832 Marthas PT Memphis, TN 38141 (901) 335-5098 – Cell Rasheedah.jones@nareb.com</p>	<p>EDWARD LONDON HISTORIAN P.O. Box 1885 Atlanta, GA 30301 (404) 688-6607 – Cell elondon@bellsouth.net</p>
<p>DANNY FELTON 2nd VICE-PRESIDENT 600 NW 183rd Street Miami Gardens, FL 33169 (305) 652-9393 – Office (786) 488-5363 – Cell danny.felton@nareb.com</p>	<p>KATHY MANN ASSISTANT TREASURER 107 Brookridge Drive - Suite C Madison, AL 355758 (256) 850-3103 – Office (256) 656-3679 – Cell Kathy.mann@nareb.com</p>	<p>KIMBERLEY BARNES-HENSON PAC CHAIR 15500 Voss Rd – Suite 1025 Sugarland, TX 77498 (713) 742-2424 – Office (832) 731-9370 – Cell kimbarnes.realtor@gmail.com</p>
<p>COURTNEY JONES 3rd VICE-PRESIDENT 2600 S. Michigan Ave Suite 303 Chicago, IL 60653 (773) 495-2170 – Cell courtney.jones@nareb.com</p>	<p>H. BERNIE JACKSON PARLIAMENTARIAN PRO TEM 4908 Liberty Heights Ave Baltimore, MD 33161 (410) 542-8118 – Office bjrinc5106@aol.com</p>	<p>GERALD NEAL GENERAL COUNSEL 462 S. 4th Street Meidinger Twr, Suite 1250 Louisville, KY 40202 bags776@gmail.com</p>
<p>MONROE WOOTON PARLIAMENTARIAN 3731 Stocker Street – Suite 110 Los Angeles, CA 90008 (323) 2994876 Ext. 14 – Office (310) 994-9930 – Cell wooton.monroe@gmail.com</p>	<p>C. RENEE WILSON EXECUTIVE DIRECTOR 9831 Greenbelt Road - Suite 309 Lanham, MD 20706 (301) 552-9340 – Office (713) 480-5046 – Cell crenee.wilson@nareb.com</p>	



National Association of Real Estate Brokers, Inc.

2023 Board of Directors
Derrick Lockett, Chair | Robert Hughes, Vice-Chair
Dr. Thom Holmes, Honorary Chair

DIRECTORS-AT-LARGE

2023	2024	2025
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1991-1993



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1987-1989



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Presidents



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1983-1985



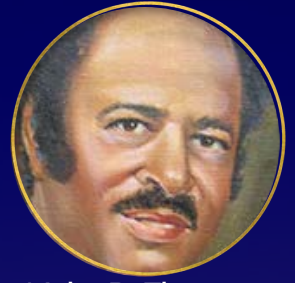
*Robert G. Buckner
1981-1983



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1979-1981



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1975-1977



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1973-1975



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1971-1973



*William J. Hamilton
1968-1971



*Q.V. Williamson
1963-1968



*Charles L. Warden
1960-1963



*George Harris
1953-1960

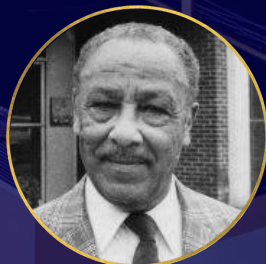


*W. H. Aiken
1951-1953



*W. D. Morrison, Jr.
1947-1951

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Keynote Speaker



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18th Secretary of the U.S.
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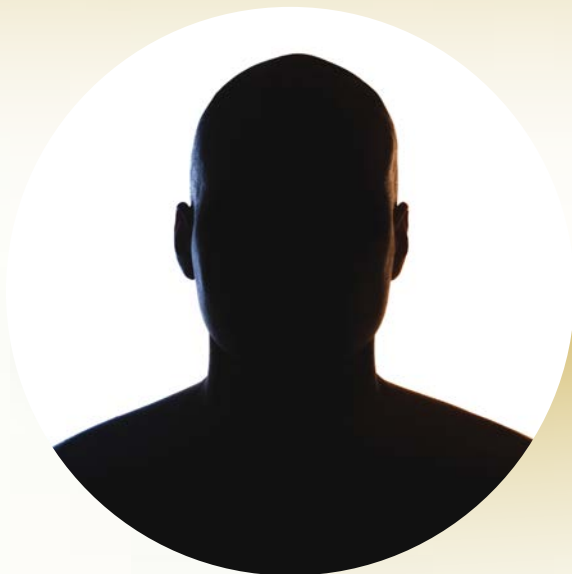
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RA, SRA**

President - National Society of
Real Estate Appraisers (NSREA)
NAREB

Rolanda Wilson
President
NAREB Housing Counseling





Presenters



Jemila Winsey
Broker & Co-Owner
ERA Legacy Living



Gerald Womack
Broker & CEO
Womack Development &
Investment Realtors



**Bishop Craig A.
Worsham**
Director of Faith Based &
Community Partnerships
NAREB



Presenters

Rubye Wright
Membership Director
NAREB



Dr. Malik Yoba
Founder/CEO
Yoba Development

Kamran Zand
Broker/Owner
Luxury Estates International





THE PREMIER NETWORK OF BLACK REAL ESTATE PROFESSIONALS

NEW EPISODES RELEASED WEEKLY!



CO-HOST

ROB PASKER

CO-HOST

AMBER LEWIS



THE REALTIST Real Talk *Podcast*

The **"Realist Real Talk Podcast"** is your go to podcast for insightful interviews with NAREB partners, members and leaders.

Our podcast provides our members a behind the curtain look at how industry leaders, professionals and visionaries plan to move the needle on increasing black homeownership.



SCAN ME!



“RESTORE, REBUILD, RETAIN”
NAREB 2023 Annual Convention
Hilton Americas Hotel
1600 Lamar Street | Houston, TX 77010
713-739-8000
August 1 - 6, 2023

CONVENTION AGENDA

PRE-CONVENTION EVENTS	
Tuesday, August 1, 2023	
7:00am - 2:00pm	4 Player Scramble \$125 Fee Per Golfer <ul style="list-style-type: none"> • Includes 18-holes of golf green fees, riding cart, breakfast, lunch and one raffle ticket. • Bus pick-up 6:30am at Hilton Hotel Lobby off Avenida De Las Americas Street Herman Park Golf Course, 2155 S MacGregor Way, Houston, TX 77030 The Ultimate Golf Clinic for Beginners \$75 Fee Per Golfer Registration includes: 1 golfer clinic, breakfast, lunch and one raffle ticket. Enjoy the clubhouse card & domino games, entertainment, goodie bag, giveaway, and prizes.
8:00am - 5:00pm	Convention Registration Desk 4 th Floor
8:00am - 2:00pm	Regional Vice Presidents/Local Board Presidents Leadership Training Presenters: Dr. Courtney Johnson Rose, President-Elect; Rasheedah Jones, Treasurer; C. Renee Wilson, Executive Director
9:30am - 2:30pm	Own it Tour Ticketed Event - \$50 This tour is designed to show you how to OWN it. The group will tour developments and building projects in the Houston area developed by and owned by our Realtist members. We will discuss ownership and financing structures. Each stop will include light bytes, cocktails, refreshments, and prizes. Bus pick-up 9:00am at Hilton Hotel Lobby off Avenida De Las Americas Street. Hosted by: Houston Black Real Estate Association
2:00pm - 3:30pm	Affiliate Track Real Estate Management Brokers Institute (REMBI) Presiding: Joyce Gibson, President
2:00pm - 3:30pm	Affiliate Track Young REALTIST Division (YRD) Transforming hard work into smart work. Presenters: Tamesha Wells, President, Young Realtist Division, E.L.Craine, VP Education and Sales, Monarch Title of Texas; Jemila Winsey, CEO/Principal Broker, ERA Legacy Living
2:00pm - 4:00pm	Affiliate Track Women’s Council of NAREB - WC Leadership Designation Training Presenter: Latisha Grant, President, Women’s Council of NAREB
3:00pm - 6:00pm	Neighborhood Real Estate Specialist CE Course (Freddie Mac) The Neighborhood Real Estate Specialist (NRES) CE course is a three-hour learning session that: Prepares real estate brokers and agents to meet unique homebuyer needs. Broadens your knowledge of supporting diverse homebuyers. Expands your understanding of affordable programs and solutions available. Enables you to learn from industry experts on working with lenders. Discover ways to leverage the latest state and local homeownership assistance programs. Powered by CMPS Institute NRES is currently available for REPs in Alabama, Colorado, Florida, Georgia, Illinois, Michigan, Minnesota, Missouri, Nevada, New York, Ohio, Oregon, Pennsylvania, Texas, and Washington. Disclaimer: Neighborhood Real Estate Specialist CE Course is offered and approved in AL, CO, FL, GA, IL, MI, MN, MO, NV, NY, OH, OR, PA, TX, and WA. You’ll receive CE credit even if you attend an event that’s not specific to your state. Each live CE event will have some info about state-specific lending programs.



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3:45pm - 5:15pm	Affiliate Track United Developers Council (UDC) “Own It Tour” Follow-up Session - How Real Estate Development Happens Presenters: Kenneth Morrison, President, United Developers Council (UDC); George Johnson, President, GEJ Development; Gerald Womack, Broker & CEO, Womack Development & Investment Realtors; Courtney Pogue, Senior Director, National Development Council Moderator: Michele Calloway, Exit Realty Quality Solutions
3:45pm - 5:45pm	Affiliate Track NAREB Investment Division (NID) NAREB Contractor Division Presenters: Latisha Carlisle, NID; Tammy Willis, NAREB Contractor’s Division
4:00pm - 5:00pm	Affiliate Track Homebuyers Counseling (HC) Training Presenter: Rolanda Wilson, President, NAREB Housing Counseling
6:00pm - 8:00pm	NAREB Board of Directors’ Meeting Presiding: Derrick Luckett, Board of Directors Chair, NAREB
Wednesday, August 2, 2023 CONVENTION EVENTS	
7:00am - 5:00pm	Convention Registration Desk 4 th Floor
8:00am - 10:30am	NAREB Annual Prayer Breakfast Speaker: Bishop Joseph Walker, III, International Presiding Bishop for Full Gospel Baptist Church Fellowship
10:00am - 10:30am	Networking Break
10:30am - 11:40am	NAREB Annual Convention Opening Ceremony & Celebration! Let the FESTIVITIES begin! Don't miss the NAREB 2023 Annual Convention Opening Ceremony as we celebrate the historic HBCU tradition. If you missed TSU's internationally renowned Debate Team during the inauguration of President Joseph R. Biden and Vice President Kamala D. Harris, now is your time to witness greatness. Wear your HBCU, College, Fraternity or Sorority Sash with pride. Keynote Speaker: Secretary Marcia Fudge, U. S. Department of Housing and Urban Development Partner: Jeremy Luke, Executive Director, Senior Lending Manger for J.P. Morgan Chase
11:40am - 11:45am	Black excellence and history on display! Witness the heartbeat and culture of the HBCU experience! It’s BAND TIME! Get ready for the Ocean of Soul.
11:45am - 12:15pm	General Session: Breaking News Alert! NAREB Special Announcement - Exclusive program for Realtist, Historically Black Colleges & Universities (HBCU) and Predominantly Black Institutions (PBI) Special Remarks: The Honorable Alanna B. McCargo, President, Ginnie Mae Partner Announcement: Scott Freudenberger, VP/Head, Community Reinvestment, Strategy & Outreach; Millie Reyes-Williams, Vice President, Relationship Manager, CRA, BMO
12:15pm - 5:00pm	Exhibitors’ Expo Begins with Membership Rally & Ribbon Cutting
12:15pm - 2:00pm	Lunch on your own
2:00pm - 3:00pm	Breakout Partner Spotlight - Planting the Seeds in Advancing Homeownership A home of their own means a lot! Join us in a conversation about building solutions to overcome the challenges facing prospective homebuyers and homeowners. We will discuss opportunities to broaden your reach, helping your clients achieve and sustain homeownership. Presenter: Ewunike Brady, Head of Home Lending, African American Segment, Wells Fargo Partner: Chuck Bishop, Head of Consumer Lending, Customer Experience, Wells Fargo
2:00pm - 3:00pm	Breakout Leverage Track - Black and Branded Effectively use images and language that resonate with Black buyers and sellers, highlight your experience and knowledge of the Black real estate market, including your understanding of the unique challenges and opportunities that come with buying or selling while Black. Leverage social



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	<p>media platforms to share valuable content, such as tips for buying or selling, market trends, and community events. Use relevant hashtags to build your brand's visibility and credibility. Presenter: Share Allen, Content Creator, Black & Branded Company</p>
2:00pm - 3:00pm	<p>Breakout Scale Up Track - Maximizing Your Productivity Learn effective strategies for maximizing productivity by setting specific goals, creating a schedule, using technology to automate tasks, prioritizing tasks, manage time more effectively, streamline workflows, and tips for maintaining a healthy work-life harmony. Presenter: Trasetta Washington, CEO, Profitable Productivity, LLC Partner: Dwyane Graham, Branch Manager, Cardinal Financial Limited Partnership</p>
2:00pm - 4:00pm	<p>Breakout Commercial Track #1 - Navigating the World of Commercial Real Estate Join us for a dynamic discussion with some of the leading voices in the commercial real estate industry and gain a better understanding of the challenges and opportunities that lie ahead. Presenters: Derrick Luckett, President, Commercial Investment Division; David L. Wilson, CLU, ChFC; Del Davis, President/CEO, DLW Enterprise; Victor J. Elmore, CPA, CGMA; Michelle Johnson, Commercial Real Estate Advisor, George E. Johnson Properties</p>
2:00pm - 4:00pm	<p>Breakout Pillar Track - Multi-Generational Wealth: Making Money or Creating Wealth? Let's do both! Making money and creating wealth are essential in achieving financial success, but they involve different approaches and strategies. Making money is important for meeting day-to-day needs and expenses while creating multi-generational wealth is focused on building a foundation for financial freedom and security. This session will provide longer-term strategies to build financial stability and security for you and future generations. Making money is the means to an end while creating multi-generational wealth is a long-term goal that involves a broader set of financial activities and habits. Moderator: William “Bill” Pitre, Multi-Generational Wealth Committee Chair Presenter: James Marshall, President and CEO, Marshall Wealth Management, LLC; Robert Henderson, Jr., Certified Financial Planner, The Henderson Financial Group Facilitator: Danny Felton, 2nd VP, NAREB Partner: Cristian Correa, SVP, National Diversity Lending, Caliber Home Loans, Newrez</p>
3:15pm - 4:15pm	<p>Breakout Broker/Team Track #1 - Building a Powerful Real Estate Team Define team roles and responsibilities, establish performance metrics, develop a culture of collaboration, attract, and retain top talent. Create a budget model and business plan. Presenter: Leisel L. Taylor, Broker/Owner, Village Premier Collection, Maryland Partner: Tish Allen, VP, Community Lending, Hancock Whitney</p>
3:15pm - 4:15pm	<p>Breakout Leverage Track - Mastering Canva for Real Estate Marketing: Create Stunning Visuals to Boost Your Business From eye-catching flyers and brochures to social media graphics and email campaigns, Canva can help you create a cohesive brand identity that resonates with your target audience. Whether you're a seasoned real estate agent or just starting out, this session will provide you with the skills and knowledge you need to take your marketing efforts to the next level. Presenter: Tamany Hall, The Simple Touches</p>
3:15pm - 4:45pm	<p>Affiliate Track National Society of Real Estate Appraisers (NSREA) Appraisal Practice, A Pillar in Generational Wealth Building: Narrow the Black Gap This panel will discuss numerous ways in which becoming an appraiser in Black communities should be considered a generational wealth-building profession. This panel will discuss overcoming barriers and pursuing excellence in valuation services. This panel will discuss appraisal bias, the extent of discrimination in real assets devaluation in Black communities, the impact of technology and modernization in appraisal practice, and the solutions to make the profession better!</p>



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	<p>Presenters: Jacob Williamson, SVP, Single-Family Collateral Risk, Loan Quality and Operational Risk, Fannie Mae; Scott Reuter, Chief Appraiser, Director of Valuation, Single Family, Mortgage Credit Risk Management, Freddie Mac; Danny Wiley, SRA, Senior Director of Valuation, Single Family, Mortgage Credit Risk Management, Freddie Mac</p> <p>Moderators: Robbie Wilson, President, NSREA and John Brenan, President, JSB Consulting</p> <p>Powered by: National Society of Real Estate Appraisers, NAREB</p>
4:30pm - 6:00pm	<p>First Time Attendees and New Members Orientation</p> <p>Presenters: Rubye Wright, Membership Director; Sherita McCray, Membership Chair; Tamesha Wells, President, Young REALIST Division (YRD)</p>
7:00pm - 10:00pm	<p>President’s Welcome Reception <i>Diamonds & Denim</i></p> <p>Welcome to H-Town and the Lone Star State. Join us as we celebrate our National President with Texas line dancing, music, good food and more. Wear your favorite "Diamonds and Denim" attire! Special performance and presentation by Houston's own Big Slim, AKA Slim Thug, who has gained national notoriety as a rapper and homeownership advocate, inspiring young people to focus on long-term investments and "buy back the block"!</p>
Thursday, August 3, 2023	
8:00am - 5:00pm	Convention Registration Desk 4 th Floor
8:00am - 8:30am	Mindset, Mimosas, and Pastries
8:30am - 9:30am	<p>General Session Wellness Track #1- Mindful Real Estate: Prioritizing Mental Health in the Real Estate Industry</p> <p>Presenter: Dr. DeAvila Ford, Owner/Lead Therapist of Ask DeAvila Sadé LLC</p>
9:30am - 9:45am	Networking Break
9:45am - 10:45am	<p>Breakout Mailbox Money Series #2 - The Realtist Author - How to Transform your Business as an Expert in your Becoming a Best-Selling Author</p> <p>Join Jermain Miller as he shares his story along with some tools, principles, and strategies on becoming a 4 x's bestselling author turned publisher and CEO of JM Publishing. You will learn:</p> <ul style="list-style-type: none"> - How to establish yourself as an expert in your field - How to stand out in a field of many, as THE expert - Why your message is your money - How to build a business with a book - How to increase sales in your field with a book - How to turn your story into your legacy <p>Why Jermain says, "You can't make six figures from writing a book, but you can make six figures from what you do with the book." Everyone has a story! Will you tell yours?</p>
9:45am - 10:45am	<p>Breakout Scale Up Track - Secrets to Success: Insights from Top Real Estate Producers</p> <p>Hear from a panel of top-performing real estate agents who have achieved extraordinary success in their careers. They will share their insights and strategies for achieving exceptional results, from building a strong brand and marketing strategy to developing a winning mindset and negotiating deals effectively.</p> <p>Presenters: Monique Slater, Harrison Beacher, Dwight Johnson, Mosi Gatling</p> <p>Moderator: Stephen Lewis, President, Dallas Association of Realtist</p> <p>Partner: Niccole Booker, Community Lender Manager, Prosperity Home Mortgage</p>
9:45am - 10:45am	<p>Breakout Partner Spotlight: Creating Possibilities for Realtist and their Clients</p> <p>As the largest U.S. financial institution, JPMorgan Chase is working to help advance economic inclusion among Black, Hispanic, and Latino customers and communities and enabling individuals and businesses to imagine what’s possible. Hear from a panel of senior leaders from across JPMorgan</p>



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	<p>Chase about the products, programs, and services they’re delivering for you and your clients to help close the racial wealth gap.</p> <p>Moderators: Lydia Pope, President, NAREB; Kelvin D. Good, VP, Partner Relations Manager-West, JP Morgan Chase</p> <p>Panelists: Cerita Battles, Managing Director, Head of Community & Affordable Lending; Maggie O’Sullivan, Executive Director, Community Impact; Seth Jones, Regional Director, Wealth Management, Dan Hofacker, Managing Director, Collateral Valuation Group Executive, JPMorgan Chase; Mikal Quarles, Managing Director, Head of Diverse Strategies</p> <p>Partner: Cerita Battles, Managing Director, Head of Community & Affordable Lending, JPMorgan Chase</p>
9:45am - 10:45am	<p>Breakout Leverage Track - Creating Compelling Real Estate Newsletters: Tips & Tricks</p> <p>Create effective and engaging real estate newsletters that will capture the attention of buyers and sellers. Everything from selecting the right content and images to creating a layout that's easy to read and visually appealing will be covered. Whether you're looking to increase engagement with existing clients, generate new leads, or establish yourself as a thought leader in the industry, a well-crafted newsletter can help you achieve your goals.</p> <p>Presenter: Jason Farris, Broker/Owner, FresYes Realty</p>
10:00am - 5:00pm	Exhibitors' Expo
10:45am - 11:00am	Networking Break
11:00am - 1:00pm	<p>Women’s Council Annual Scholarship Luncheon Ticketed Event</p> <p>2023 Acme Award Honoree: Vanessa E. Wyche, Director, NASA Johnson Space Center</p>
1:00pm - 1:15pm	Networking Break
1:15pm - 2:45pm	<p>General Session 2023 Market Outlook & Partners Roundtable</p> <p>Part I: Access Home: Representation requires Participation. U.S. Bank builds a solution. Partner: Lenny McNeill, EVP, National Head of Strategic Markets, Consumer Lending, U.S. Bank</p> <p>Part II: Dr. McKinney will present an economic overview and the implications for NAREB members and their clients. Presenter: Fred McKinney, Ph.D., BJM Solutions, LLC, Partner Founder</p> <p>Part III: Discover effective strategies for connecting with NAREB Newest Partners, who will highlight a diverse range of resources that create wealth accumulation through homeownership. Partners: Camilo Escalante, Executive Director Diverse Segments, Guaranteed Rate; Loretta Williamson, SVP, Head of Mortgage Strategic Growth, Truist; Dale Baker, President, Home Lending, KeyBank; Geoffrey Cooper, VP, Product Development, MGIC</p> <p>Facilitator: C. Renee Wilson, Executive Director, NAREB</p>
3:00pm - 4:00pm	<p>Breakout Broker/Team Track #2 - Building a Culture of Loyalty</p> <p>Develop effective recruiting techniques, including leveraging social media, networking, and referral programs to attract talented agents. Create a comprehensive onboarding process that sets agents up for success and creates a sense of community within your brokerage. Learn best practices for retaining top agents, such as providing ongoing training and support, offering competitive compensation packages, and fostering a collaborative and supportive environment.</p> <p>Presenter: Dwanna Stanley, Broker/Owner, The Agency Haus</p> <p>Partner: Roderick Hirsch, VP, Area Sales Manager, PNC</p>
3:00pm - 4:00pm	<p>Breakout Mailbox Money Series #2 - Cracking the Code on Successful Vending Machine Businesses</p> <p>Discover the essential steps to starting a successful vending machine business. The session will cover identifying profitable locations, selecting the right products, managing inventory, marketing, and advertising strategies, and maximizing profits.</p> <p>Presenter: Marcus Gram, The Joyner Vending</p>



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3:00pm - 4:00pm	<p>Breakout Commercial Track #2 - From Concept to Reality: Starting and Scaling a Successful Commercial Lending Business</p> <p>Learn how to start a commercial financing business with no license required!</p> <p>Presenter: Alisha Cooper, The GOAT Financial Services</p>
3:00pm - 4:00pm	<p>Breakout Partner Spotlight: Help More Buyers Get to The Closing Table</p> <p>Join Freddie Mac, lenders, and industry experts as they discuss down payment assistance programs and accessing homeownership resources and tools including:</p> <ul style="list-style-type: none"> - Freddie Mac BorrowSmart AccessSM - Available Affordable Mortgage Offerings and Services - Access to the Freddie Mac “A Seat at The Closing Table” Toolkit <p>Presenters: Wilson Santiago-Soler, Sr., Multicultural Campaign Manager; Rocket Mortgage; Glen Reaves, Sr. Loan Originator PrimeLending; Gwen Goins, Community Lending Loan Officer, Prosperity Home Mortgage</p> <p>Partner: Tamela Thurman, Director, Single-Family Equitable Housing, Freddie Mac</p>
4:30pm - 5:45pm	<p>General Session NAREB Presents: Wealth Row with Earn Your Leisure Ticketed Event</p> <p>Presenters: Rashad Bilal and Troy Millings, Co-founders, Earn Your Leisure; Matthew Garland, MG The Mortgage Guy</p>
6:30pm - 9:30pm	<p>NAREB Top 100 Black Wall Street Reimagined</p> <p>A Trailblazing Celebration of Black Excellence.</p> <p>Moderator: C. Renee Wilson, Executive Director, NAREB and Jemila Winsey, NAREB Top 100 Lead</p> <p>Partner: Dionne Cuello, SVP, National Diverse Markets Segments, Citi; Teresa Smith, Chief Diversity, Equity & Inclusion Officer, HomeServices of America; Irving D. Cham, Branch Vice President, Coldwell Banker</p>
Friday, August 4, 2023	
8:00am - 5:00pm	Convention Registration Desk 4 th Floor
8:30am - 9:45am	<p>General Session Business and Brands - Branding Like a Boss</p> <p>A captivating brand story is a game-changer. Craft a brand story that's authentic, captivating, and relatable. Branding isn't just about eye-catching photos. Discover how to create a visual identity that's unique to you and speaks to your audience. Learn effective strategies for communicating your brand message and making it resonate. Uncover the power of storytelling to captivate and connect on a deeper level. From leveraging the power of social media platforms to harnessing the potential of emerging technologies.</p> <p>Presenter: Ronne Brown, CEO, Girl CEO, Inc.</p>
9:45am - 10:00am	Networking Break
10:00am - 5:00pm	Exhibitors' Expo
10:00am - 11:00am	<p>Breakout Wellness Track #2 - Let's Talk “MAN TALK”: A Comprehensive Discussion on Men's Health & Sustaining the Legacy</p> <p>Open discussion about the issues and concerns that affect men’s health such as heart disease and prostate cancer and tips on how to prevent and manage these conditions. This Session will also take a DEEP DIVE into the Foundational Principles of leaving a strong Legacy.</p> <p>Moderator: Courtney Jones, 3rd VP, NAREB</p> <p>Presenters: Derrick Luckett, Chair, NAREB; LeNard Pope Sr., NAREB’s First Gentleman</p>
10:00am - 11:00am	<p>Breakout Mailbox Money #3 - Building a Successful Training Academy</p> <p>Leverage your intellectual property. Explore different delivery methods, such as online masterclasses, in-person training, and hybrid models, and provide guidance on selecting the most effective approach for your academy. Learn about the key elements of a successful training</p>



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	<p>program, including effective instructional design, engaging content creation, and assessment and evaluation strategies.</p> <p>Presenter: Susan Hearn, Owner, Kenekts Global</p>
10:00am - 11:00am	<p>Breakout Wellness Track #3 - Empowering Women Real Estate Agents: Self-Defense Techniques and Strategies</p> <p>Learn the importance of awareness and prevention, and how to assess and manage risk in different scenarios. Develop a personal self-defense plan. Identify and avoid potentially dangerous situations, as well as how to effectively communicate and assert yourself when necessary. Learn self-defense techniques including basic strikes, blocks, and kicks, and how to use everyday objects as improvised weapons.</p> <p>Presenter: Dante Toomer, Senior Operations Manager, Premier Protective Security Inc.</p>
10:00am - 11:00am	<p>Breakout Leverage Track - Luxury Branding: How to Position Yourself as a High-End Real Estate Agent</p> <p>Discover the key elements of luxury branding, including visual identity, messaging, and tone of voice. You'll learn how to develop a unique brand identity that reflects your personal values, style, and expertise, and how to communicate that identity across all marketing channels and touchpoints. Strategies for building a luxury brand, including creating a professional website, developing a strong social media presence, and producing high-quality content that showcases your knowledge and experience.</p> <p>Presenter: Kamran Zand, Broker/Owner, Luxury Estates International</p> <p>Partner: Jesus Cruz, VP Community Lending; Mosi Gatling, Sales Manager, loanDepot</p>
11:00am - 11:15am	Networking Break
11:15am - 1:15pm	Past President's Luncheon Ron Cooper, Honoree, NAREB 27 th Past President
1:15pm - 1:30pm	Networking Break
1:30pm - 2:30pm	<p>Breakout Leverage Track - Mastering the Art of the Listing Presentation: Strategies and Techniques for Success</p> <p>Learn how to customize your presentation to meet the specific needs and preferences of each client, and how to use storytelling and other techniques to engage and persuade your audience. Strategies for generating leads include how to leverage your network, participate in community events, and use technology and automation to streamline your lead generation and follow-up processes.</p> <p>Presenter: Benjamin Lang, Lang Estates</p> <p>Partner: Darryl Freeman, Market Integration Manager, Strategic Markets, First American Title</p>
1:30pm - 2:30pm	<p>Breakout Scale Up Track - Unlocking the Power of Real Estate Virtual Assistants: How to Hire, Train, and Manage a High-Performing Virtual Team</p> <p>Tips and best practices for finding and selecting the right VAs, as well as strategies for onboarding and training them to ensure they are aligned with your goals and vision. Manage and communicate with your VAs to ensure they are working efficiently and effectively, freeing up your time to focus on high-value activities.</p> <p>Presenter: Tristan Ahumada, CEO, A Brilliant Tribe</p>
1:30pm - 2:30pm	<p>Breakout Partner Spotlight - Access Home: Representation Requires Participation. U.S. Bank Builds a Solution</p> <p>U.S. Bank shares the work underway that begins to deliver upon commitments made to increase representation in mortgage. Come hear more and meet members of the, first of its kind, program that serves as the foundation for this important work.</p> <p>Presenter: Sodi Nichols, VP, Director of Strategic Design and Community Impact National Strategic Markets & Affordable Lending, U.S. Bank</p> <p>Partner: Lenny McNeill, EVP, National Head of Strategic Markets, Consumer Lending, U.S. Bank</p>
2:30pm - 2:45pm	Networking Break



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2:45pm - 4:00pm	<p>General Session Pillar Track - Government Relations: The Real on Real Estate Valuations This section provides a deeper dive into industry changes and recommendations surrounding appraisal bias. Special Remarks: Congressman Al Green (D-TX 9th District) Presenters: Andre M. Perry, Ph.D., Fellow, The Brookings Institution; Chrissi Johnson, Founder & CEO, Alinement Advisors Moderator: Ashley Thomas, III, 1st VP, NAREB Partner Remarks: Teresa Bazemore, President & CEO, Federal Home Loan Bank of San Francisco; Tracy Kasper, President-Elect, NAR</p>
4:00pm - 4:15pm	Networking Break
4:15pm - 5:15pm	<p>General Session Transforming Real Estate through Artificial Intelligence: Opportunities and Challenges Learn how AI can help automate and streamline routine tasks, improve decision-making, and enhance customer engagement and satisfaction. Develop a strategy for implementing AI in your real estate business, including identifying the right tools and technologies, and building a team with the necessary skills and expertise. Explore the challenges and considerations of implementing AI in real estate, such as data privacy and security, ethical concerns, and potential biases. Presenters: Tristan Ahumada and Jeff Pfitzer, Co-founders, Drunk on Social</p>
6:00pm - until	Free for All Friday - Refer to the Whoava App for evening events, times, and locations
Saturday, August 5, 2023	
Saturday, August 5, 2023	
8:00am - 12:00pm	Convention Registration Desk 4 th Floor
8:30am - 9:45am	<p>General Session Pillar Track - Women Investing in Real Estate (W.I.R.E.): Women on the Cutting Edge of Real Estate - The Future of Real Estate, Blockchain, and Digital Currency: Explore Blockchain and Cryptocurrency in the Domain of Real Estate. Dive into the relationship between blockchain, cryptocurrency, NFT's, Metaverse, and real estate. Go in-depth about the interplay between real estate and blockchain technology. Gain a comprehensive understanding of real-world use cases of blockchain in real estate. Detailed overview of real estate transactions, land registry, and tokenization. Do not miss the opportunity to learn about the future of real estate. Presenters: Michelle Lilly, Founder of Tokenize Assets LLC; Rochelle Jones, Principal, Aplomb Real Estate; Dr. Sheri Smith, Urban Planning Chair, Texas Southern University; Dr. Carla Brailey, Associate Professor, Texas Southern University; Dr. Vickie McBride, Urban Planning Consultant Moderator: Sheryl Merritt, W.I.R.E Chair, NAREB Facilitator: Dr. Courtney Johnson Rose, President-Elect, NAREB Partner: Dr. Vanessa Montanez, Head of Community Lending, City National Bank</p>
9:45am - 10:00am	Networking Break
10:00am -11:15am	<p>General Session Pillar Track - Faith-based & Civic Engagement: Realtist Connect to Close This general session will feature updates from our National Faith-based & Community Partnerships Committee, the release of the Realtist Community Engagement Toolkit and information about Realtist Lead Generating opportunities. Presenter: Bishop Craig A. Worsham, Director of Faith-based & Community Engagement, NAREB Partner: Telebah Woods, Neighborhood Lending, Retail Banking, Diversity & Inclusion, Bank of America</p>
11:15am -12:45pm	<p>General Session Pillar Track - Diversity, Equity & Inclusion: It's time to Diversify Series. "Get In the Game" Don't just sell the dream. Participate in it! Learn how to strategically create multiple income streams through programs, products, and partnerships. This session will provide alternative methods and</p>



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	<p>resources to acquire, sell, and own real estate assets. This session is designed for owners, investors, current and future REO brokers, and individuals looking for other avenues to buy "back the block". We will discuss fractional ownership, partnerships, and other means of group economics to create residual income and prepare for the ever changing real estate market.</p> <p>Presenters: Dr. Irvin Cohen, Executive Director, LISC Jacksonville; Labrescia Dawson, Dawson's Management; Mark Alston, NAREB/HPP REO Initiative; Malik Yoba, Yoba Development</p> <p>Moderator: Dr. Melissa Chester, Diversity Equity & Inclusion Chair, NAREB</p> <p>Facilitator: Danny Felton, 2nd VP, NAREB</p> <p>Partner: Meaghan Lynch, Federal Public Policy, AirBnB</p>
12:45pm - 2:00pm	Lunch on Your Own
2:00pm - 5:00pm	<p>NAREB General Membership Meeting & Elections (Parade of States) - MEMBERS ONLY</p> <p>Join us as we thank President Pope for her dedication and service to the organization. Let us honor her with gifts from local & state boards. During the parade, you can represent your state with flags, t-shirts, and chants!</p> <p>Presiding: Lydia Pope, President, NAREB</p>
6:30pm - 7:30pm	Cocktails & Conversation
7:30pm - 10:00pm	<p>NAREB Installation & Awards Gala</p> <p>Join us as we "Pass the Torch"! Let's pay tribute to our National President, Madam Lydia Pope and celebrate the transition of leadership to Dr. Courtney Johnson Rose. For the first time in NAREB History, the organization will have two consecutive female presidents. Let us honor the current and incoming administration as NAREB continues to break the glass ceiling. Come celebrate the transition of leadership to Dr. Courtney Johnson Rose.</p> <p>Attire: Black Tie Affair/Formal</p> <p>Entertainment: Shai R&B/Soul Quartet</p>
10:00pm - 12:00am	<p>Installation After Party - Join us as we commemorate this historical transition of leadership. Music provided by Madd Hatta, AKA Mista Madd, Content director for Houston's KTSU-FM on the noted HBCU Texas Southern University campus. Madd Hatta is a rapper, record producer and the former host of the Houston-based radio talk show Madd Hatta Morning Show on KBXX 97.9 The Box. Bring your dancing shoes. It's time to CELEBRATE!</p>
Sunday, August 6, 2023	
8:00am - 10:00am	NAREB Board of Directors' Meeting
10:00am - 2:00pm	<p>Presidential Celebration - Gospel Brunch & Day Party featuring special guest DJ MC Lyte, one of the pioneers of female rap. Also featuring, award winning gospel artist Kathy Taylor, Se7en, The Poet & Tony Henry, Acoustic R&B Guitarist</p> <p>No children will be allowed to enter, this is an adult only event</p> <p>Special Presentations/Toasts By: Martha Castex Tatum, City of Houston Vice Mayor Pro-Tem; Senator Boris Miles, Texas State District 13; Texas Legislative Black Caucus; Delta Sigma Theta Sorority; Alpha Phi Alpha Fraternity; The Greater Houston Black Chamber, The Texas Association of African American Chambers of Commerce, U.S. Black Chamber of Commerce</p> <p>Partners: George E. Johnson Development, Womack Development, Houston Association of Realtors, SIDE, Texas Association of Realtors, KBH Signature Realty Group, CCD Ventures, SWE Homes.com</p> <p>Sponsors: SWE Homes; Womack Development; SIDE; Houston Association, Texas Association of Realtors, CCD Ventures, Reed Title, Houston Housing Finance Corporation, GEJ Development, Inc.</p>
<i>The agenda is subject to change - Safe Travels!</i>	



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Join the NAREB Leadership **AT THE** Congressional Black Caucus

Courtney Johnson Rose President-Elect

Ashley Thomas 1st Vice President

Danny Felton 2nd Vice President

Courtney Jones 3rd Vice President

Kimberly Barnes Henson PAC Chair

Chandra Patterson PAC Co-Chair

FEATURING AN INFORMATIVE PANEL

STATE OF EMERGENCY:

The Inventory Shortage in America & Why we have to Buy the Block



WALTER E. WASHINGTON CONVENTION CENTER

Friday, September 22, 2023

Convention Session

DC Convention Hall | 11:00 am - Noon

NAREB Press Conference & Luncheon

DC Embassy Suites Hotel | 12:30 pm - 2:30 pm

PANELISTS



R. Donahue Pebbles III

Legacy Real Estate Development



Malik Yoba

Yoba Development



Chris Senegal

Buy the Block Project

GUEST SPEAKER & MODERATOR

Van Jones





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NATIONAL ASSOCIATION OF
REAL ESTATE BROKERS, INC.

SAVE the DATE
NAREB 2024
MidWinter
CONFERENCE

Feb. 28 - March 3, 2024

Charlotte, North Carolina
Marriott Crown City Hotel





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NATIONAL ASSOCIATION OF
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**Dr. Courtney
Johnson Rose**

**SPECIAL
GUEST**
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¹Down Payment program and America's Home Grant program: Qualified borrowers must meet eligibility requirements such as being owner-occupants and purchasing a home within a certain geographical area. Maximum income and loan amount limits apply. Minimum combined loan-to-value must be greater than or equal to 80%. The home loan must fund with Bank of America. Bank of America may change or discontinue the Bank of America Down Payment Grant program or America's Home Grant program or any portion of either without notice. Not available with all loan products, please ask for details.
²Additional information about the America's Home Grant program: The America's Home Grant program is a lender credit. Program funds can only be used for nonrecurring closing costs including title insurance, recording fees, and in certain situations, discount point may be used to lower the interest rate. The grant cannot be applied toward down payment, prepaid items or recurring costs, such as property taxes and insurance. Borrowers cannot receive program funds as cash back.
³Additional information about the Down Payment program: Down Payment program is available with one mortgage product. Program funds can be applied toward down payment only. Borrowers cannot receive program funds as cash back in excess of earnest money deposits. Down Payment Grant program may be considered taxable income, a 1099-MISC will be issued, consult with your tax advisor. May be combined with other offers. The Bank of America Down Payment Grant program may only be applied once to an eligible mortgage/property, regardless of the number of applicants. Homebuyer education is required.
⁴Maximum income and loan amount limits apply. Fixed-rate mortgages (no cash out refinances), primary residences only. Certain property types are ineligible. Maximum loan-to-value ("LTV") is 97%, and maximum combined LTV is 105%. For LTV >95%, any secondary financing must be from an approved Community Second Program. Homebuyer education may be required. Other restrictions apply.
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- Available in markets including, but not limited to: Chicago, Milwaukee, Tampa, Indianapolis, Phoenix, Los Angeles, San Francisco, Denver and Minneapolis
- Program exclusively available when working with a NAREB/Realtist agent



Let's connect

Contact a BMO Relationship Manager today to find out more and/or apply:

Chicago/NW Indiana

E: Millie.Reyeswilliams@bmo.com
T: 708-497-0492

E: Loretta.Minor@bmo.com
T: 312-237-5532

San Francisco/Bay Area

E: emmabigge.shi@bankofthewest.com
T: 510-460-8836

Los Angeles/San Diego/Southern CA

E: jennifer.zamora@bankofthewest.com
T: 213-840-9001

E: Daniel.RodriguezMorales@bankofthewest.com
T: 818-697-3476

Milwaukee & Minneapolis

E: Jessica.Noeth@bmo.com
T: 414-429-5002

Indianapolis, Phoenix & Tampa

E: Juliana.Hackel@bmo.com
T: 630-200-2213

Denver

E: beatriz.gonzalez@bankofthewest.com
T: 720-607-6623

All Other Markets

E: Millie.Reyeswilliams@bmo.com
T: 708-497-0492



* The HBCU/PBI Homebuyer Assistance Program offers \$6,000 to qualified borrowers. The assistance provided is in the form of a five-year forgivable grant. Grants are forgiven on a monthly basis over a five-year retention period. Upon completion of five years, the grant is forgiven. Restrictions apply.

† BMO offers affordable mortgage programs and works with government and community organizations that offer down payment and closing cost assistance. The availability and amount of down payment and closing cost assistance varies based on income and property location.

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Down Payment Assistance

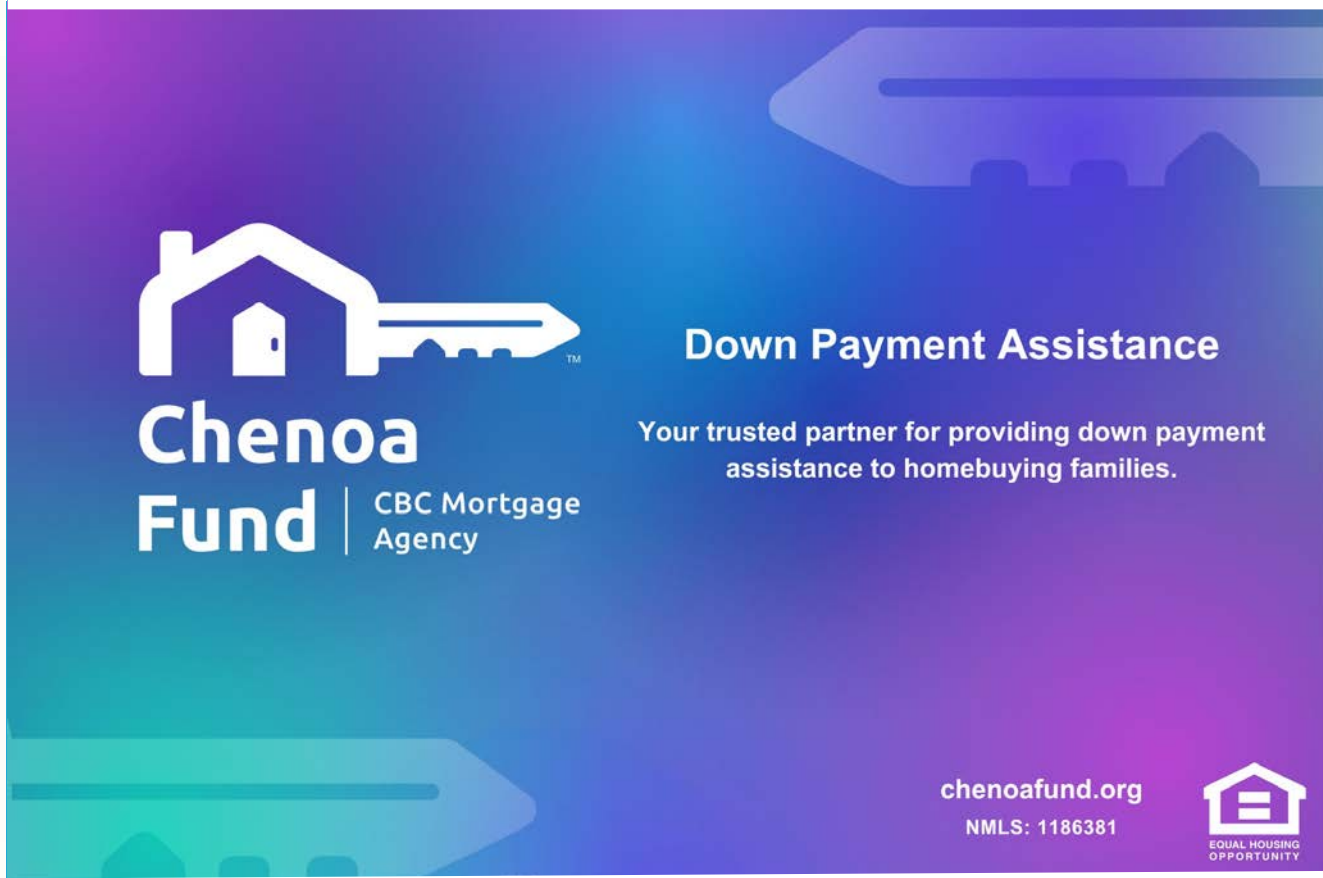
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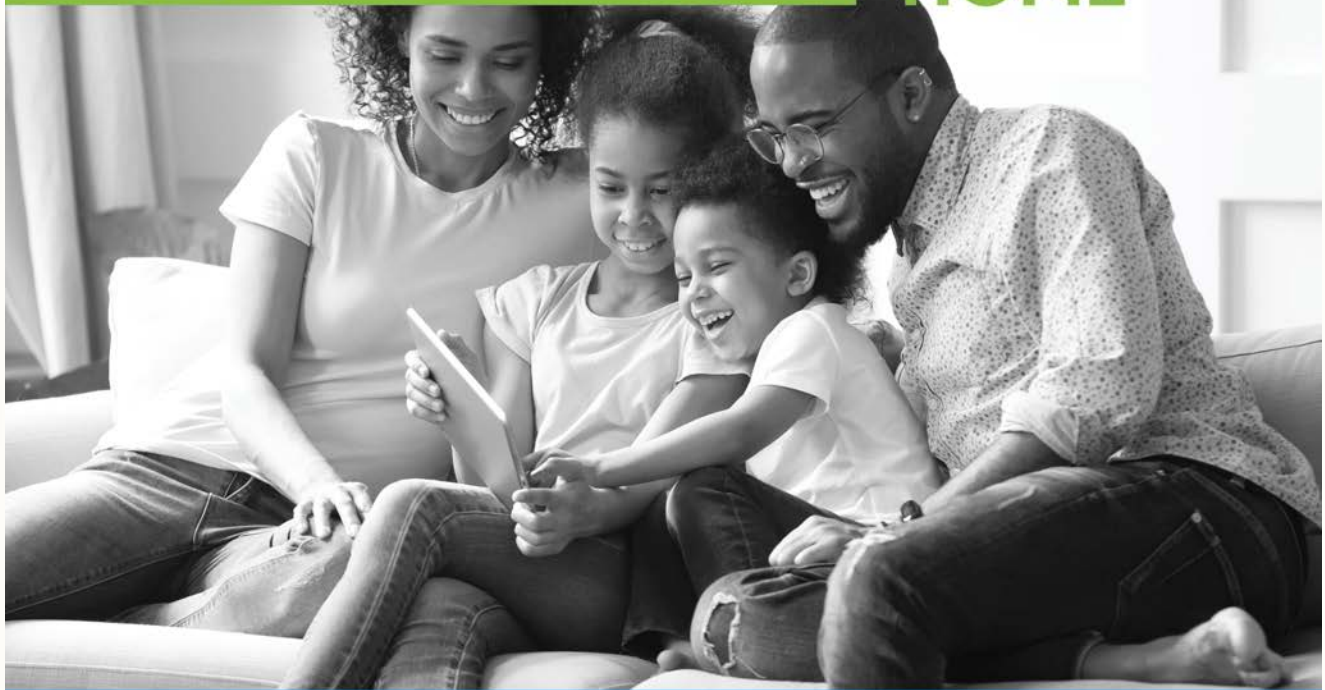
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\$20 BILLION

Commitment in new mortgages to Black borrowers by 2028

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\$88 BILLION COMMUNITY BENEFITS PLAN

4-YEAR PLAN LAUNCHED JANUARY 1, 2022



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\$500 MILLION

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FOR MORE INFORMATION, CONTACT:

Roderick Hirsch
Area Sales Manager

Affordable Lending Mid-Central
NMLS: 847506
216-632-3344
roderick.hirsch@pnc.com

Heather Lytle
Area Sales Manager

Affordable Lending East
NMLS: 1495086
724-880-3892
heather.lytle@pnc.com

Michael Prieto
Area Sales Manager

Affordable Lending West
NMLS: 79816
602-224-7262
michael.prieto@pnc.com

COMMUNITY ADVISORY COUNCIL

PNC will form a council to meet semi-annually to discuss areas of community need across the footprint.

ADVANCING RACIAL EQUITY

PNC will increase recruiting from historically Black colleges and universities and those primarily serving Latinx students. PNC will also increase its spending with diverse suppliers.



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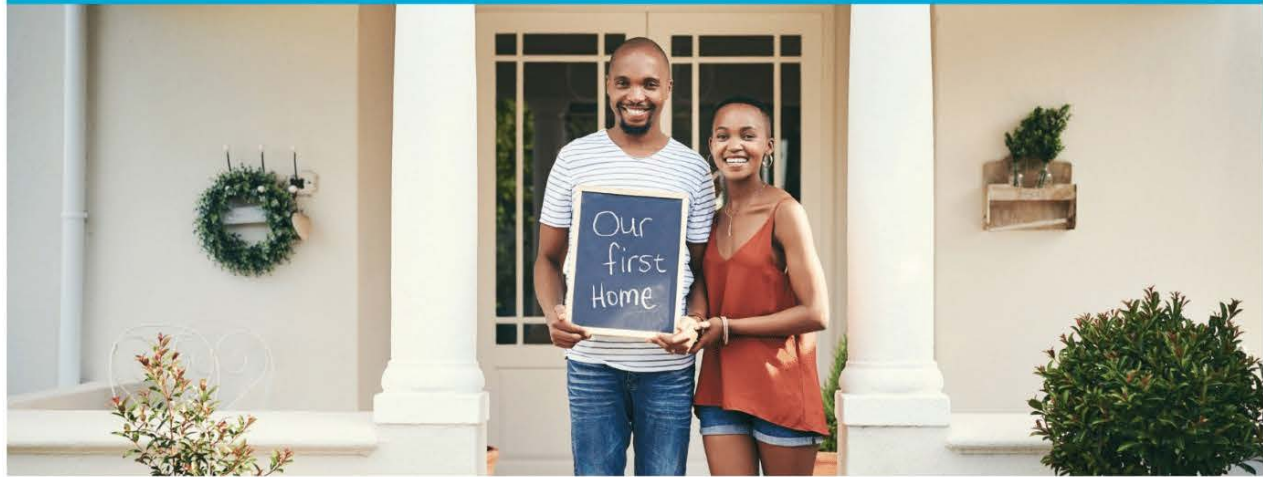
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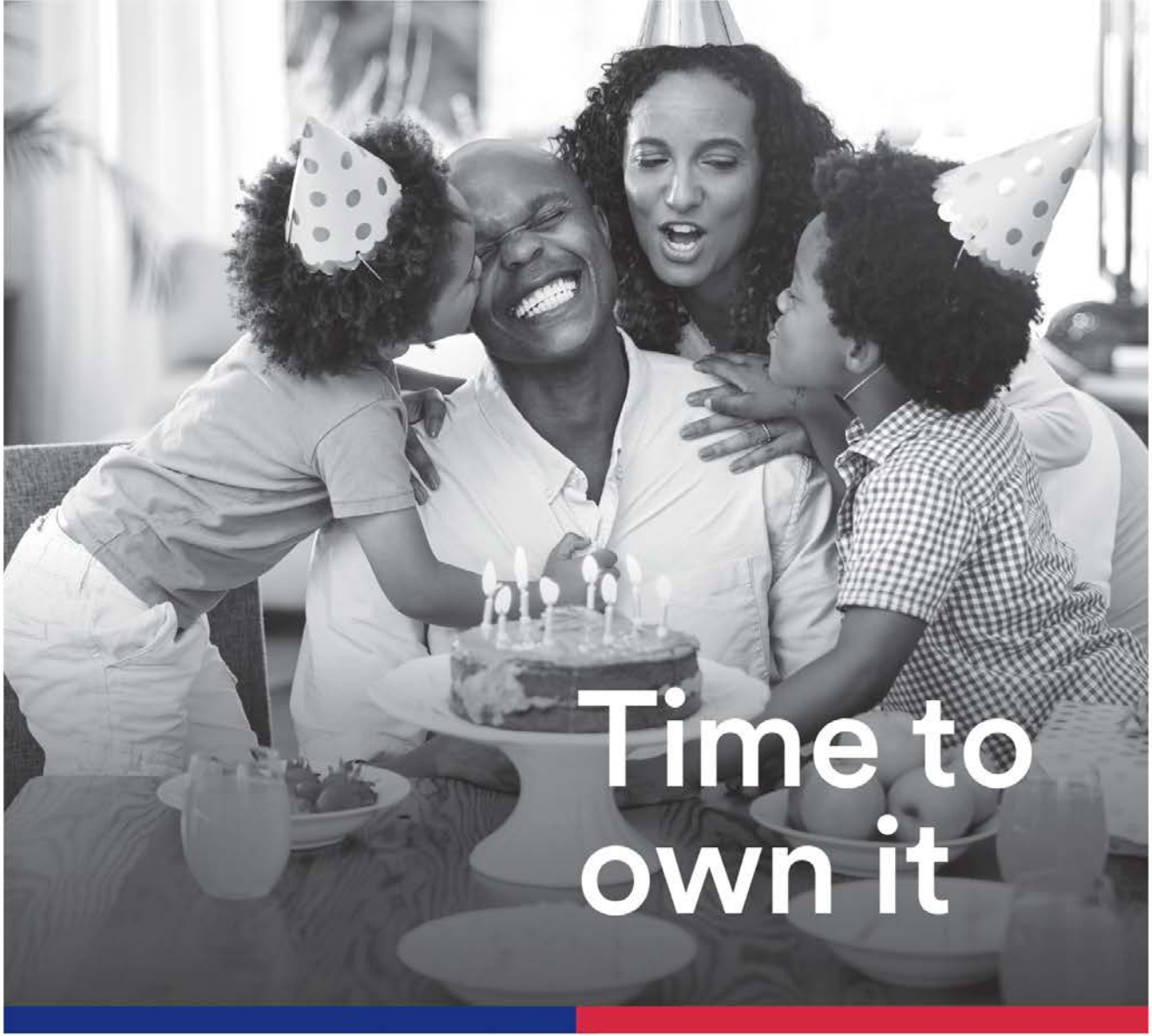
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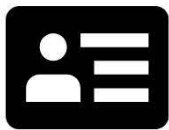
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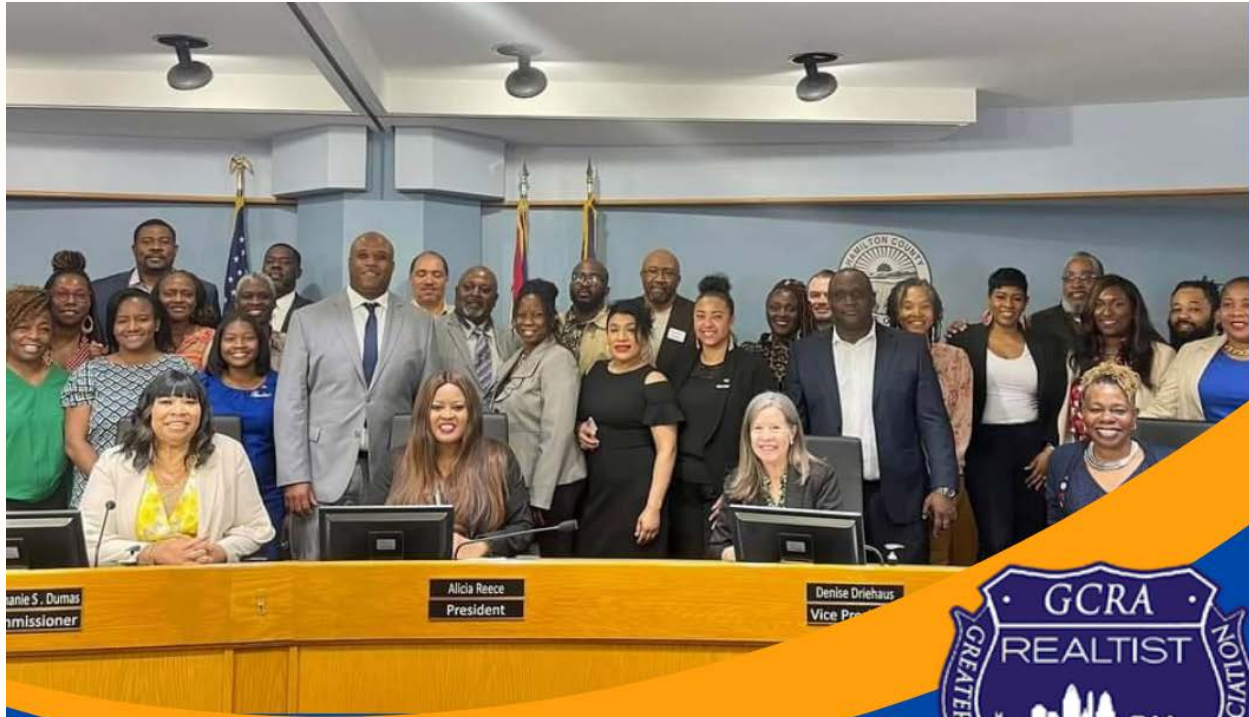
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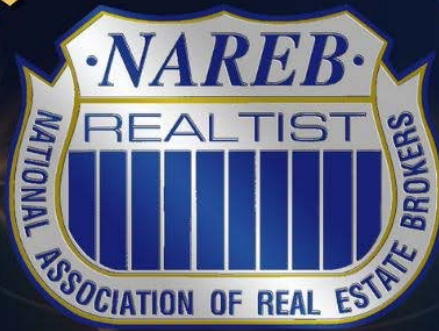


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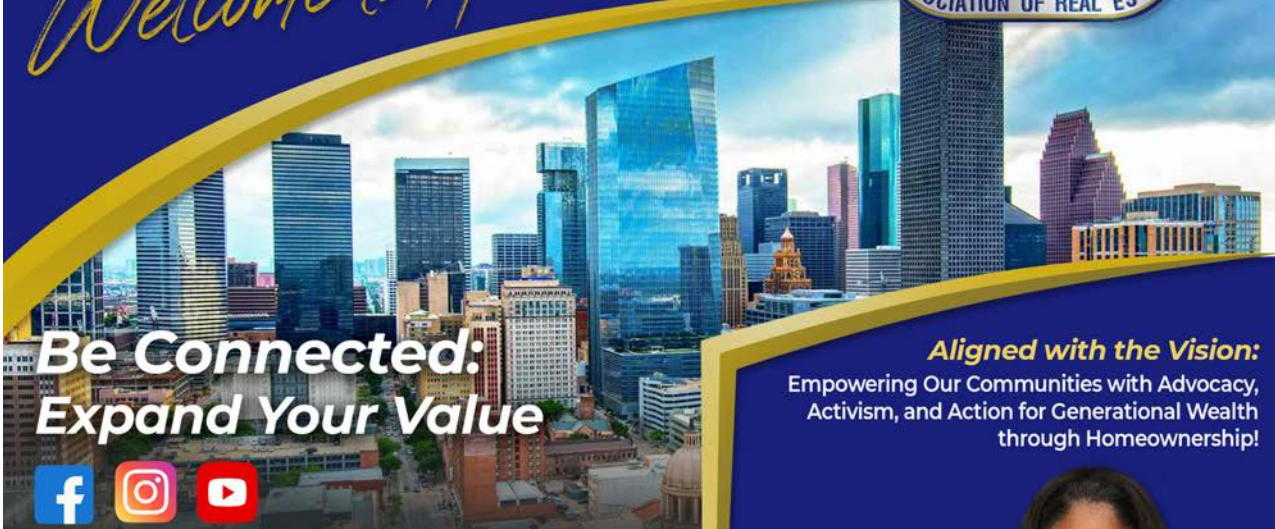
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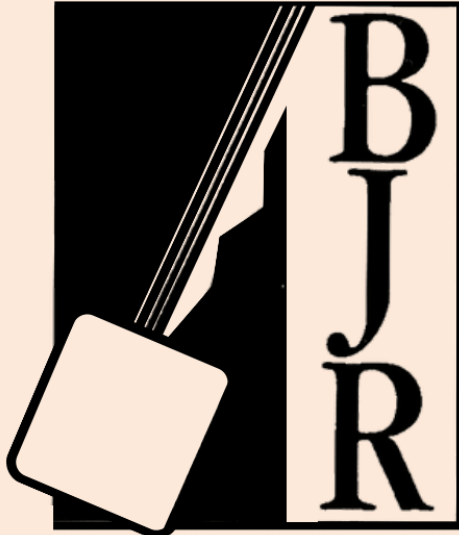
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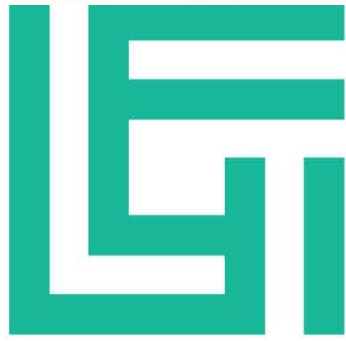
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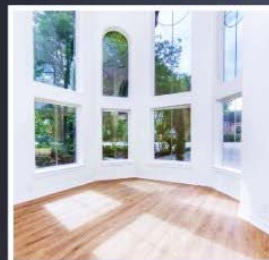
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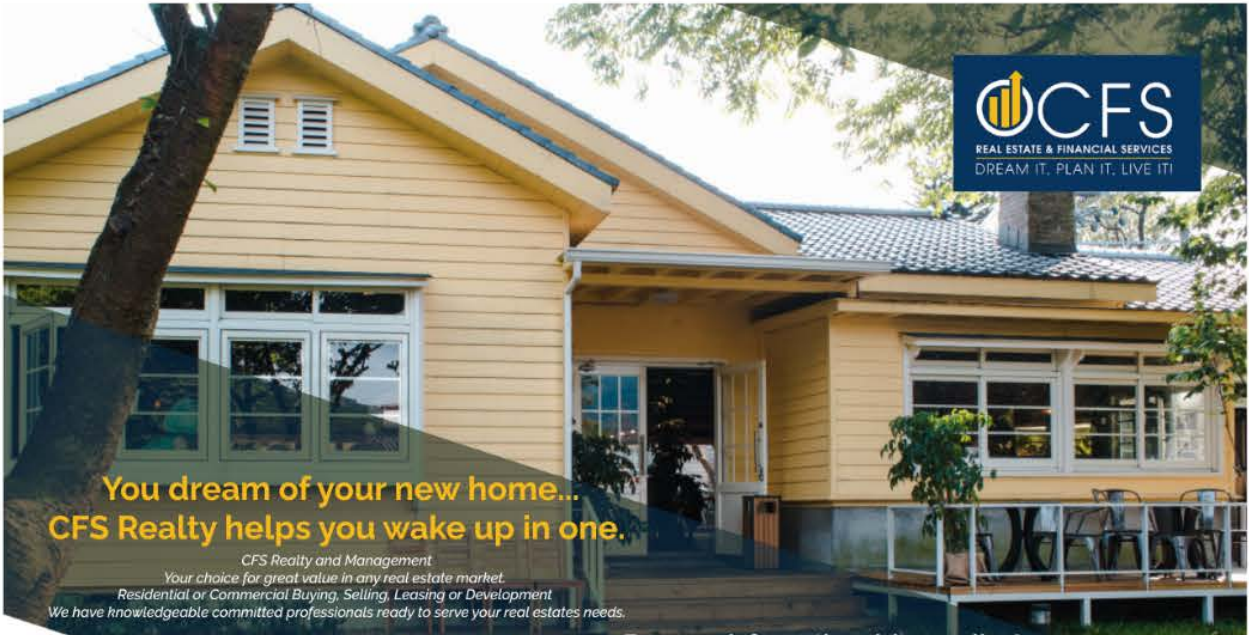


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<p>WEALTHY Wednesday</p> <p>SAVE THE DATE APRIL 5, 2023 AT 1 PM EST</p> <p>Multi-Generational Wealth Pillar</p> <p>Presenters: Denny Patton, William Price</p>	<p>WEALTHY Wednesday</p> <p>SAVE THE DATE MAY 3, 2023 AT 1 PM EST</p> <p>Multi-Generational Wealth Pillar</p> <p>Presenters: Denny Patton, William Price</p>	<p>WEALTHY Wednesday</p> <p>SAVE THE DATE JUNE 7, 2023 1:00 PM EST</p> <p>Multi-Generational Wealth Pillar</p> <p>Presenters: Denny Patton, William Price</p>	<p>WEALTHY Wednesday</p> <p>SAVE THE DATE JULY 5, 2023 AT 1:00 PM EST</p> <p>Multi-Generational Wealth Pillar</p> <p>Presenters: Denny Patton, William Price</p>

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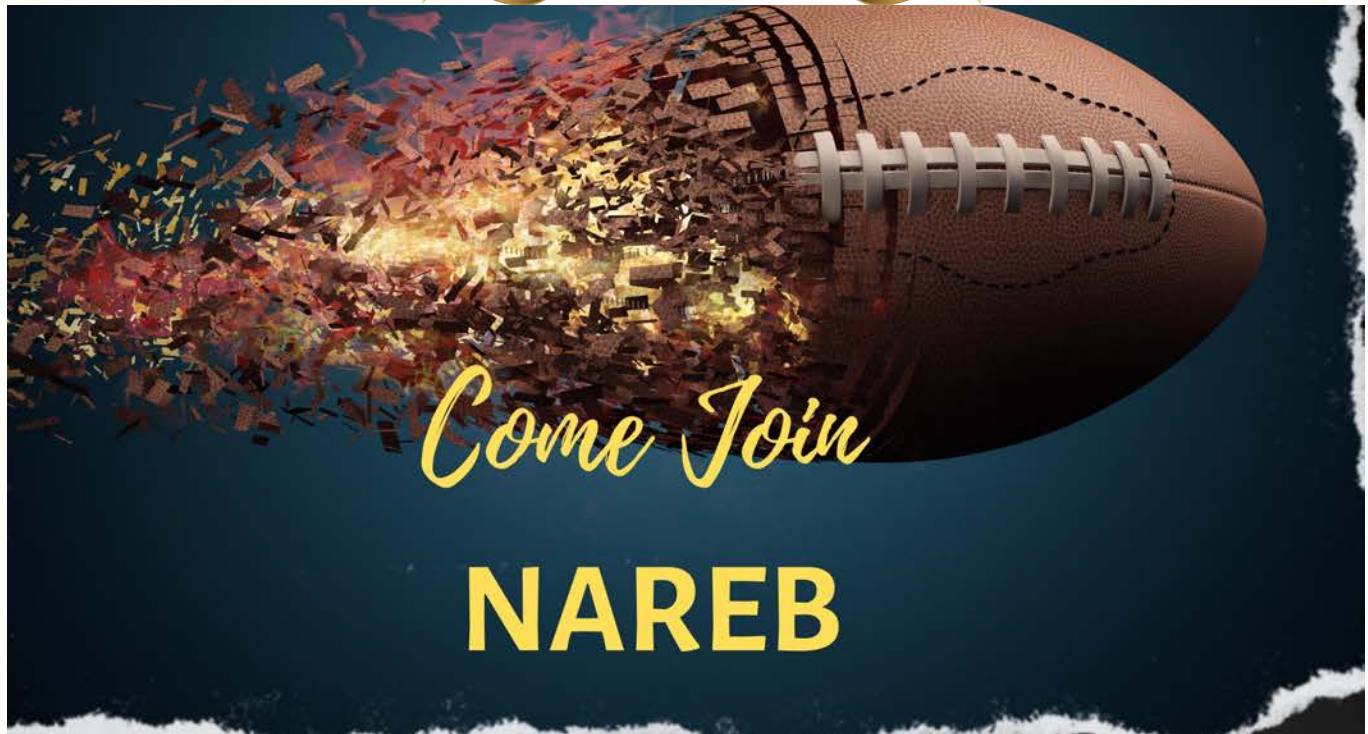


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Mission

The Sacramento REALTIST Association is a minority trade organization. We were created on the principal that all citizens have the right to equal housing opportunities, regardless of race, creed or color. We call ourselves "REALTIST." Professionals from all real estate related industries contribute to the success of our organization. Our Motto is "Democracy In Housing".

The Sacramento REALTIST Association is a Real Estate Trade Organization whose mission is to enhance the economic empowerment of its members and the community through, education, community involvement and legislative involvement. We are committed to democracy in housing, which increases the opportunity for homeownership.

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LaShonda took an interest in the real estate in 2001 during the purchase process of her 1st home in Bellwood IL. In 2005 LaShonda decided to pursue her interest by taking real estate classes and received her license shortly after.

She's worked Part-Time in Real Estate since 2005 up until late December 2018 when she decided to ditch Corporate America as an International Import/Export Coordinator & Supply Chain Logistics Specialist and pursue a Full-Time career in Real Estate. LaShonda earned her Managing Brokers License in 2019 and started her own Independent Real Estate Firm(Living Well Realty Co.)

LaShonda is not a typical Real Estate Agent(due to her strong passion for giving back to the communities & changing the narrative about Home Ownership she goes above & beyond the call of duty by working around the clock), LaShonda specializes in working with 1st time home buyers throughout the city of Chicago and surrounding suburbs. She has a comprehensive understanding of the market and is skillful in strategic pricing and marketing. She whole heartedly believes her Clients are #1 PRIORITY and strives to put their best Interest 1st..... Because she has a passion for helping ALL families achieve their goals rather it's Buying/Selling/Investing/Leasing, she helps clients every step of the way by providing professional and trustworthy full service. She offers straight forward and honest expertise. LaShonda was installed as the Treasurer on the board for RWCI(Realtists Womens Council of Illinois) on January 25th 2019 which has a mission to educate low to moderate income communities about home ownership and property acquisition.

LaShonda enjoys traveling, Great Music (HOUSE Music to be exact), being out in nature and experiencing 1st Time/Life Changing adventures with her Family. She has a strong passion to aid in redeveloping communities and to restore the economic strength & Instilling in Families the importance of building Generational wealth by investing in Real Estate & Leaving Legacies.

LaShonda's Business Living Well Realty Co. was also highlighted & Spotlighted on iHeartRadio Stations as a Brilliantly Black Owned Business in Chicago.

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Ray Carlisle, Sr.
 Co-Founder/CEO
raycarlisle@nidhousing.com



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latishacarlisle@nidhousing.com



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 Assistant General Counsel,
 VP Technology and Fund Development
stevenhicks@nidhousing.com



NID-HCA OAKLAND
Branch Manager
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