

WHERE EXCELLENCE MEETS

Kentucky & Ohio REALTORS®

September 24-27, 2017

Annual Convention & Expo

Cincinnati, Ohio

Saturday, September 23, 2017 CASUAL DAY!

- 11:00 am-1:00 pm KYR/OAR Registration at Hyatt
11:00 am-5:00 pm WCR Meeting, Program, Luncheon
8:00 am-5:00 pm *OAR Leadership Academy

Sunday, September 24, 2017 CASUAL DAY!

- 8:00 am-12:00 N *OAR Leadership Academy
8:30 am – 5:00 pm CRS 120 *Converting Leads into Closings - Chandra Hall*
Sponsored by the **Kentucky REALTORS®**
1:00-4:00 pm **KYR/OAR A Major Investor Hit at the Reds Game! (KYR/OAR)**
6:15-6:30 pm OAR REALTORS® With Heart Unveiling Donated AED – Newport Aquarium
6:30–9:30 pm **KYR/OAR Meet & Greet at the Newport Aquarium Event**
6:30–9:30 pm **KYR/OAR Past Presidents Dinner – Metropolitan Club**

Monday, September 25, 2017

- 8:00 am - 5:00 pm **KYR/OAR Registration at Convention Center**
8:30-9:00 am **KYR/OAR Convention Orientation**
8:30-10:00 am **KYR/OAR Equal Opportunity Diversity Committee**
9:00-10:00 am *OAR Past Presidents Meeting
9:00–10:00 am *OAR RPAC Trustees
9:00-10:00 am OAR Products and Services Committee
9:00-12:00 pm **KYR Committee Meetings**

9:00 am – 12:00 pm **KYR/OAR CONTINUING EDUCATION (3 Credit Hours)**

- 1) Terry Watson *The Yelp Effect (Reputation Management)* Sponsored by Communities First
- 2) *Remodel Your Marketing Strategy* Sponsored by Discover Publications
Panelists: Tarek Kamil, Sara Jackson, Rachel Folz, Glenn Hartong, Jordan Godbey, Matt Doole
- 3) Adorna Carroll *Shift Happens – Generation and Business Trends*

10:00–11:30 am OAR Enlarged Legislative

12:15-1:30 pm *OAR TLT Luncheon

KYR/OAR CONTINUING EDUCATION (3 Credit Hours)

- 1:00–4:00 pm 4) Adorna Carroll *Creating and Finding New Business (YPN)*
Marilou Butcher-Roth and YPN Panel Michelle Billings, Heather Dunn Laura Disney, Randy Newsome
- 2:00-5:00 pm 5) Terry Watson *Easify 101: Relationship Marketing Made Easy (Co-sponsored CRS)*
- 2:00-5:00 pm 6) Adorna Carroll *Business Issues Keeping Brokers/Managers Up at Night*

2:00-3:30 pm Commercial/Industrial Committee

2:30-3:00 pm * **KYR/OAR NAR DIRECTORS**

Conducted by: Charlie Oppler and Sheri Meadows

3:00-4:00 pm *Nominating Committee

2:30-4:00 pm **KYR/OAR AE Workshop (Advocacy, Grants, Core Standards)**

Guest Speaker: Bill Malkasian, NAR VP of Political Strategic Planning

4:30-6:30 pm "Building the Momentum"

OAR Installation of 2018 Leadership at Hyatt

(Ohio Open Reception)

6:00-8:00 pm **KYR Installation for 2018 President Steve Cline**

Monday, continued

- 6:30-10:30 pm OAR/**KYR** B & B Riverboats Cruise (\$100 --Funds to RPAC)
"Set Sail for a three-hour tour!"
- 8:00-11:00 pm **KYR/OAR Joint Installation After Party with Soul Circus**

Tuesday, September 26

- 7:30 am - 5:00 pm **KYR/OAR** Registration
- 7:30 - 9:30 am *OAR RPAC Recognition Breakfast with Charlie Cook
- 8:00-10:00 am **KYR Board of Directors Meeting**

KYR/OAR CONTINUING EDUCATION (3 Credit Hours)

- 8:00 -11:00 am 7) Bruce Ayd *Stay Out of Court and Stay in Business!*

10:00 am – 12:00 Noon WHERE EXCELLENCE MEETS!

KYR/OAR GRAND SESSION (All attendees welcome!)

Announcing the **KYR/OAR REALTOR®** of the Year

Keynote Speaker: Greg Wooldridge, Navy Blue Angels

- 12:15–1:45 pm **KYR/OAR** Combined AE Luncheon
- 12:15–1:45 pm **KYR/OAR** Combined Board Presidents/Presidents-elect Luncheon
- 12:15-1:45 pm OAR/**KYR** Lunch Box for Techies presented by YPN & Business Technology Forum

KYR/OAR CONTINUING EDUCATION (3 Credit Hours)

- 1:00-4:00 pm 8) Juanita McDowell *YouTube, Video Marketing & Data Security (Co-sponsored CRS)*
- 9) Tom Lundstedt *Big League Hard Ball: A Workshop on C/I Real Estate*
- 2:00-5:00 pm 10) Bruce Ayd *Ethics: The Measure of Professionalism (Ethics credit)*
(Sponsored by InFocus Real Estate Group) Introduced by Joe Mock as Professional Standards Chair
- 1:00-2:30 pm **OAR CONTINUING EDUCATION (1.5 Credit Hours)**
- 11) Phil Schulman *RESPA: Is There Such a Thing as a Free Lunch? (Legal Issues Forum)*

- 1:45-2:30 pm YPN Council Meeting
- 2:00– 3:30pm *OAR Finance Committee
- 4:00–5:00 pm OAR Member & Director Forum
- 4:15-5:15 pm KYR Region Caucus Meetings**
- 5:30-10:00 pm "A Most Excellent" **KYR/OAR EXPO** Opening Reception and Party
- 7:00–8:30 pm OAR's Excellent President's Sales Club Dinner
- 7:00–9:30 pm OAR Distinguished Services Award Dinner
- 8:30 pm–12:00 am **KYR/OAR YPN's Night Out on the Rhine**

Wednesday, September 27

- 8:00 am - 3:00 pm **KYR/OAR** Registration
- 8:00-9:30 am **KYR/OAR** MLS Forum
- 8:00-9:00 am **KYR/OAR EXPO** Continental Breakfast
- 8:00 am-1:00 pm **KYR/OAR EXPO** Open
- 9:00 – 11:00 am *OAR Executive Committee

KYR/OAR CONTINUING EDUCATION (3 Credit Hours)

- 12) Pam Ermen *Team Dynamics for Brokers*
- 13) Chris Finney *22 Compelling Issues in Real Estate (Ohio Core Law credit)*
- 14) Jason Vaughn *Scared Straight: How to Avoid the Disclosure Lawsuit 3 hrs Kentucky Law credit*

- 11:45 am-1:00 pm **KYR/OAR** Lunch and EXPO Door Prize Giveaway
- 1:00-1:30 pm OAR Director Check-In
- 1:30–3:00 pm OAR Board of Directors
Presentation of the OAR Community Service Award
- 1:30–3:00 pm KYR Delegate Body, Annual Meeting & Awards**