

2010 Conference Events

Featured Speakers



**Education Speaker
Jillayne Schlicke**

Jillayne researches, writes, and instructs continuing education courses, convention workshops and keynote presentations for the real estate and mortgage industries

on a wide variety of topics as CEO of CE Forward, Inc. She is also the Founder and Executive Director for The National Assoc. of Mortgage Fiduciaries, holds an M.A. in Psych, and a B.S. in Business and Systems and presents hundreds of classes and workshops each year, has published numerous articles for various publications, is a contributing author on Rain City Guide, has been appointed to 38 professional association chair positions or committees and received 12 industry awards.



**General Session
Speaker
Jim Gossett**

No stranger to the concert stage, Jim has opened for such celebrities as Paul Anka, Barbara Mandrell, Jay Leno, Crystal Gayle, Louise Mandrell, and Frankie Valli. He also appears regularly in comedy clubs and college campuses across the country, earning him a substantial following. When not performing, Jim can be heard on a variety of national and regional commercials for Pizza Hut, Ford Trucks, McDonald's, GMC, Kroger, and Wendy's. He's also a featured announcer on the Cartoon Network, and provides humorous commentary on several national radio talk shows.



**Education Speaker
Amy Chorew**

Amy Chorew is a national trainer who is highly experienced at helping managers and agents maximize the opportunities that technology offers them. Her relaxed and confident training style allows students to learn in a stress free and enjoyable environment. Amy also offers CE, GRI and skill development courses across America and Canada, delivered live and through Webinar.



**Education Speaker
Rich Levin**

After majoring in Education and Sports Psychology Rich changed careers from school teacher and tennis professional to Real Estate. He was an agent for five years, a manager for two years, and Broker Owner for a decade. Then in 1996 he devoted his full time to the teaching, training, and coaching of Real Estate professionals. Rich's workshops develop the skills to succeed, the mindset to take action, and the step-by-step processes to immediately and permanently shift productivity to higher levels. His unique approach is refreshingly real and powerfully effective.

Education Speaker- Mike Gamblin

A broker/owner of his own independent real estate firm, Mike has been a consistent Top Producing real estate agent in Boise for the last 18 years. He holds a GRI and CRS designation and has been instructing for the past 10 years. Mike is an enthusiastic instructor whose fast wit and timely examples as a current active real estate broker make him one of the most entertaining and sought after real estate educators in Idaho.

Education Speaker- Nancy Lemas

A seasoned veteran of the commercial real estate industry, Nancy specializes in the sale of commercial investment properties and SBA-504 owner occupied opportunities. She recently affiliated her own company with KW Commercial and sits on the President's Advisory Council and Commercial Leadership Council for KW Commercial International. She earned the 2009 ACAR Circle of Excellence Gold Medal, and received Idaho's 2003 Woman Entrepreneur of the Year Award.

Education Speaker- Jon Galane

Jon holds a NASD Series 8, Series 7, and other securities licenses. He holds life, health, and variable annuity insurance licenses, and is also an Idaho real estate salesperson. Jon obtained his BS in Business Administration and his Masters in Counseling and Educational Psychology from UNLV. He's currently the Principal of Mountain West Entrust IRA, and offers seminars and Idaho CE classes.

Education Speaker- Amanda Schmidt
Amanda became involved in the real estate industry in 2003 and has served as the Assistant Vice President of Exchange Services, Inc. for the past 5 years. In 2008, she earned the Certified Exchange Specialist designation and is an active member of the Federation of Exchange Accommodators. Amanda has taught CE classes to real estate agents, attorneys, lenders and tax specialists in Idaho and Montana.

Education Speaker- Jerome Bowers

Jerry has over 34 years experience as a real estate professional. He is an IREC certified instructor teaching prelicense, broker, and CE classes. He started Genesis Training Group, LLC, in 2006.

Education Speaker- Sharon Patterson

Sharon is owner of Eco Edge, and is LEED Consultant for over 20 LEED H, CI & ND projects. She's Chair of the US Green Building Council Idaho Chapter Board. She's the recipient of the "Grow Smart" award in 2008, and holds a Bachelors Degree in Ecological Design. Her work has been covered by CBS, NBC, the Idaho Statesman, Idaho Press Tribune, Boise Weekly, the Complete Idiot's Guide to Green Building and Remodeling and www.bobvila.com

Education Speaker- Carla Thompson

Carla was raised in Minnesota and holds a Masters degree in Education. She's currently the Team Leader at Keller Williams Realty Boise where she leads and consults 350 REALTORS® in the Treasure Valley.

Special Events

Wednesday

Affiliate receptions, times and locations are to be determined.

Thursday

10:00am- 11:15am President's Welcome & Awards Brunch
Sponsored by First American Title
4:00pm- 5:00pm General Session featuring comedian, Jim Gossett
5:00pm- 10:00pm Expo Extravaganza & RPAC Reception.
Enjoy an evening of food, fun and cocktails while networking with other industry professionals & listening to the Dueling Piano Group, Piano Maniacs

Friday

7:15am- 8:15am Breakfast of Champions with a special guest speaker
8:00am- 12:30pm Board of Directors/ General Membership Meeting
6:00pm- 7:00pm IAR Presidents' Reception
7:00pm- 10:00pm NAR Inaugural Dinner & Entertainment

Saturday (optional events)

8:30am St Luke's Women's Fitness Celebration
5K Run, Walk & Stroll
www.celebrateall.org
TBD BSU vs. Oregon State, at Bronco Stadium.
www.broncosports.com

Conference & Expo

September 22-25, 2010
Grove Hotel, Boise



Idaho Association of REALTORS®

HOTEL INFORMATION

Discounted rooms are being held at The Grove Hotel. To make reservations please call the hotel directly at 1-888-961-5000. Be sure to ask for the Idaho Association of REALTORS® group rate of \$99 plus tax. Once the room block is full or the cutoff date of August 19th has passed, rooms and rates will be subject to availability. This is the same weekend as the Women's Fitness Challenge and the BSU/Oregon football game which means the hotels will sell out so don't wait! For more information log onto www.grovehotelboise.com

2010 Schedule of Events

Wednesday, September 22nd

- 8:00am-12:00pm Advanced Short Sales (EO778)- by Jillayne Schlicke
- 8:00am- 12:00pm Women's Council of REALTORS® Meeting
- 8:00am- 12:00pm IREC Meeting (CM00IS)
- 1:00pm - 5:00pm How to Become an REO Agent (E0714)- by Jillayne Schlicke
- 1:00pm- 5:00pm Commission CORE Course 2010 (C2010)- by Mike Gamblin
- 1:00pm - 4:00pm IAR Executive Committee Meeting (closed)
Affiliate & Sponsor Receptions- details coming soon...

Thursday, September 23rd

- 7:30am- 9:30am Systems, Schedules & Skills of Successful Agents (no CE credit)- by Rich Levin
- 8:30am- 9:30am Past State President's Breakfast
- 10:00am- 11:15am President's Welcome & Awards Brunch,
Sponsored by First American Title
- 11:30am- 3:30pm AE Roundtable
- 11:30am- 3:30pm How to Keep Transactions Intact (E0782)- by Rich Levin
- 11:30am- 1:15pm The Science of Negotiating (no CE credit)- by Nancy Lemas
- 1:30pm- 3:30pm Vacation Homes & Estate Planning within 1031 Exchanges (E0809)
- by Amanda Schmidt
- 4:00pm- 5:00pm General Session Featuring Comedian Jim Gossett
- 5:00pm- 10:00pm Expo Extravaganza & RPAC Reception,
Sponsored by Alliance Title & Escrow Corp.

Friday, September 24th

- 7:00am- 10:00am Expo Open
- 7:15am- 8:15am Breakfast of Champions with Special Guest Speaker
- 8:30am- 12:30pm Board of Directors/General Membership Meeting
- 8:30am- 12:30pm Using Technology to Stay on Track & in Compliance (E0785)- by Amy Chorew
- 12:45pm- 1:45pm Local President's & President Elect Lunch
- 1:30pm-5:30pm Harnessing the Power of Email & Contact Management (E0784)- by Amy Chorew
- 1:30pm- 3:15pm Shifting Your Clients; Shifting Yourself (no CE credit)- by Carla Thompson
- 3:30pm- 5:30pm Using Real Estate & Related Investments Inside IRA's & Other Qualified Plans (E0601)- by Jon Galane
- 6:00pm- 7:00pm IAR's President's Reception
- 7:00pm- 10:00pm NAR Inaugural Dinner & District Competitions

Saturday, September 25th

- 8:00am-12:00pm Commission CORE Course 2010 (C2010)
- by Jerry Bowers
- 8:00am-12:00pm The Green Housing Market (CE approval requested)- by Sharon Patterson

Education

Wednesday, September 22nd

8:00am-12:00pm

Advanced Short Sales with Jillayne Schlicke, 4 Elective Credits, course approval #E0778.

Solve intermediate to advanced level short sale and pre-foreclosure case studies and present cases to your colleagues. This is a hands-on, application-oriented, interactive course. Case studies will grow more complex each hour.

8:00am-12:00pm

IREC Meeting (This is not an official conference event, please register with IREC) A maximum of 4 Elective Credits

1:00pm-5:00pm

REO's; Real Estate Owned- How to Become an REO Agent with Jillayne Schlicke, 4 Elective Credits, course approval #E0714.

Learn about working with banks, asset management companies and their REO properties from the perspective of a listing agent. Understand the commitment of time and financial resources required to become a successful REO agent.

1:00pm- 5:00pm

Commission CORE Course 2010 with Mike Gamblin. tbd CORE Credits, course approval #C2010.

This is the required course developed by IREC each July, and covers case law, legislative changes, and hot topics. NOTE: If you take 2 different CORE classes in a renewal period, one will count for your CORE requirement and the other will count as an elective course!

Thursday, September 23rd

7:30am-9:30pm

Systems, Schedules & Skills of Successful Agents with Rich Levin, No CE Credit

Understand how stronger business practices translate into better service as it raises professionalism, career satisfaction and measurable results.

11:30am- 3:30pm

How to Keep Transactions Intact with Rich Levin, 4 Elective Credits, course approval #E0782

Recognize red flags early, thorough buyer presentations, address appraisal issues, escrow & closing challenges, deal with client fears, kindle enthusiasm, negotiate, earn respect, and much more.

11:30am- 3:30pm

The Science of Negotiating with Nancy Lemas, No CE Credit

We negotiate every day of our lives. An interactive, fast-paced class that describes specific techniques for negotiating and the counter techniques for each tactic. You'll have fun learning to apply the 21 tactics in real situations. 1:30pm- 3:30pm

Vacation Homes & Estate Planning within 1031 Exchanges with Amanda Schmidt, 2 Elective Credits, course approval #E0809

Minimize the risk of potential pitfalls of vacation home exchanges, get updated on primary residence exclusion modification and how it may affect an investor's estate planning strategy. Understand how 1031 exchanges may be utilized in a long-term estate planning strategy to avoid paying capital gains tax. PREREQUISITE: A basic understanding of 1031 exchanges is necessary.

Friday, September 24th

8:30am- 12:30pm

Using Technology to Stay on Track & in Compliance with Amy Chorew, 4 Elective Credits, course approval #E0795

Use the latest tech tools to manage transactions, track agency disclosure, protect consumer information, reduce your legal risk and provide buyers and sellers with extensive information.

1:30pm- 3:15pm

Shifting Your Clients; Shifting Yourself with Carla Thompson, No CE Credit

How do you quickly and readily influence your clients to make the best decisions possible in a shifting market? Learn how to quickly help your clients face reality, explore why they may dig their heels in regarding the price of their home. Learn the process of "how" to help your clients to change.

1:30pm- 5:30pm

Harnessing the Power of Email & Contact Management with Amy Chorew, 4 Elective Credits, course approval #E0784

Uncover built-in features to Outlook, starting with the basics and then advanced tools to stay organized, build marketing messages, and much more.

3:30pm- 5:30pm

Using RE & Related Investments Inside IRA's & Other Qualified Plans with Jon Galane, 2 Elective Credits, course approval #E0601

Learn key tools and strategies available to utilize existing IRA funds to purchase investment property. Explore types of retirement plans that can be self-directed, permitted investments, financing within IRAs, and understand IRS rules.

Saturday, September 25th

8:00am- 12:00pm

Commission CORE Course 2010 with Jerry Bowers, tbd CORE Credits, course approval #C2010

This is the required course developed by IREC each July, and covers case law, legislative changes, and hot topics. NOTE: If you take 2 different CORE classes in a renewal period, one will count for your CORE requirement and the other will count as an elective course!

8:00am- 12:00pm

The Green Housing Market with Sharon Patterson, 4 Elective Credits, CE approval requested

Green homes are more than a trend. Green homes equate to equity and offer the following benefits: more durable, cost less to operate and are healthier. Improve your ability to provide greater service and protection of the public by understanding green home features, benefits, certifications and market trends.

Registration Form

One registrant per form, please.

Please check one:

- REALTOR® Affiliate Non-Member

Name _____

Name on Badge _____

Firm _____

Firm Address _____

City _____ ST _____ Zip _____

Telephone _____

E-mail _____

PAYMENT

Enclosed is my check for \$ _____

Make check payable to the
Idaho Assoc. of REALTORS®

-OR-

Please charge \$ _____

to Visa MC

Card No. _____

Exp Date _____

Billing address (if different than above) _____

Mail to: Idaho Association of REALTORS®
301 South Capitol Blvd. Boise, Idaho 83702
Fax to: 208/336-7958

REGISTRATION POLICIES

- At door registrations will be charged an additional \$50 fee.
- Registrations must accompany payment either by check or credit card to be valid. Faxed copies of mailed checks will not be accepted as a paid registration.
- All mailed registrations and payments must be received or postmarked by Aug. 24th to receive Early Bird discount.

**Early Bird Deadline is
August 24th, 2010 at midnight**

- \$249 First Timer (All classes, meetings and events)
- \$279 Early Bird - prior to August 25th (All classes, meetings and events)
- \$299 Full- on or after August 25th (All classes, meetings and events)
- \$189 REALTOR® Guest - (All meetings and events) In the event a guest is a REALTOR®, that person must pay the REALTOR® registration fee.
- \$199 Education Only (All education classes)
- \$149 One Day Pass (Please indicate which day)
___ Wednesday ___ Thursday ___ Friday
- \$349 At Door or Non-Member

INDIVIDUAL TICKETS

All ticketed functions are included with a First Timer, Full or REALTOR® Guest Registration

Conference Events

- _____ @ \$40 Awards Brunch
- _____ @ \$25 Expo Extravaganza & RPAC Reception
- _____ @ \$25 Breakfast of Champions
- _____ @ \$60 Inaugural Dinner

**Registration and individual ticket sales will close
September 14th at midnight. After this date
registrations will be considered late and will be
charged the at door registration fee.**

Conference Refund Policy

Refund requests received in writing on or before September 7th will be refunded less a \$50 processing fee. There will be no refunds after September 7th, 2010.

**Register & pay online at
www.idahorealtors.com**

Questions?

Call Jeni Guidry at (800) 621-7553 or (208) 342-3585
E-mail: jguidry@idahorealtors.com
On-line: www.idahorealtors.com