



NATIONAL ASSOCIATION OF REAL ESTATE BROKERS, INC.

72nd ANNUAL CONVENTION



July 27th – August 2nd, 2019

**HARRAH'S RESORT HOTEL
ATLANTIC CITY, NEW JERSEY**

CONVENTION AGENDA

SATURDAY, JULY 27 th	
8:00am – 5:00pm	NSREA RE-CERTIFICATION WORKSHOP
SUNDAY, JULY 28 th	
8:00am – 5:00pm	NSREA RE-CERTIFICATION WORKSHOP
12:00pm – 5:00pm	LOCAL BOARD PRESIDENTS' MASTER MIND SESSION PARTNER: Bank of America
12:00pm – 9:00pm	NAREB AFFILIATES' MEETINGS & TRAINING
4:00pm – 6:00pm	NAREB NATIONAL CONVENTION COMMITTEE MEETING
MONDAY, JULY 29 th	
7:00am – 2:00pm	NAREB GOLF TOURNAMENT HOSTED & SPONSORED BY: The NAREB South Jersey Chapter
7:30am – 6:00pm	NAREB CONVENTION REGISTRATION & TICKET SALES
7:30am – 6:00pm	NAREB YOUTH ACADEMY REGISTRATION Ages: 9 years old – 17 years old PARTNER: BB&T Home Mortgage
8:30am – 12:00pm	FAITHBASED CERTIFICATION TRAINING: ENGAGING THE BLACK CHURCH (COURSE 1) This course is designed to equip Realist Members with the proper tools necessary to engage the Black Church effectively, as a major component to creating 2 million new homeowners. The course will cover: <ol style="list-style-type: none">1. Culture & Context of the Black Church2. Understanding denominational structures3. Understanding the political structure of the church4. Coalescing resources and efforts to have a greater impact5. How to properly approach a Pastor/Bishop SPONSORED BY: Wells Fargo Home Mortgage
8:00am – 5:00pm	NSREA RE-CERTIFICATION WORKSHOP
9:00am – 4:00pm	NAREB AFFILIATES' MEETINGS & TRAININGS
9:00am – 4:00pm	NAREB NATIONAL COMMITTEE MEETINGS & TRAININGS
1:30pm – 5:00pm	FAITHBASED CERTIFICATION TRAINING WITH USC: CIVIC ENGAGEMENT (COURSE 2) This Civic Engagement Course will equip members with key tools to transform underserved communities. Realist Members will also be taught how to become full partners in social change through community development and civic engagement work with HBCU's, Civic Organizations and Political structures. NOTE: Completion of Course 1 is required prior to taking Course 2. SPONSORED BY: Wells Fargo Home Mortgage

4:00pm – 6:00pm	NAREB FOUNDATION MEETING
4:30pm – 6:30pm	NAREB NOMINATING COMMITTEE INTERVIEWS
4:30pm – 6:30pm	NAREB FIRST TIME ATTENDEES & NEW MEMBERS' ORIENTATION
6:00pm – 7:00pm	NAREB EXECUTIVE COMMITTEE MEETING
8:00pm – 10:30pm	PRESIDENT'S WELCOME RECEPTION HOSTED BY: National Association of Real Estate Brokers, Inc. (NAREB)
TUESDAY, JULY 30th	
7:00am – 5:00pm	NAREB CONVENTION REGISTRATION & TICKET SALES
8:00am – 5:00pm	NAREB YOUTH ACADEMY Ages: 9 years old – 17 years old PARTNER: BB&T Home Mortgage
8:00am – 9:30am	NAREB PRAYER BREAKFAST PARTNER: US Bank
10:00am – 1:00pm	EXHIBITORS' SET-UP
10:00am – 1:00pm	NAREB BOARD OF DIRECTORS' MEETING
11:30am – 1:00pm	LUNCH ON YOUR OWN
1:15pm – 1:30pm	EXHIBITORS' SHOWCASE RIBBON CUTTING CEREMONY
1:30pm – 5:30pm	EXHIBITORS' SHOWCASE
1:45pm – 2:45pm	NAREB 72ND ANNUAL CONVENTION OPENING CEREMONY Don't miss the opportunity to be motivated and inspired. PARTNER: Wells Fargo Home Mortgage
2:45pm – 4:15pm	NAREB 72ND ANNUAL CONVENTION GENERAL SESSION As we “Galvanize the NAREB Faith-Based Movement”, don't miss the opportunity to learn how NAREB Local Chapters and our Partners - BBVA, CITI and Wells Fargo Home Mortgage have worked collectively to educate consumers to achieve the dream of homeownership.
4:30pm – 5:30pm	AFFILIATES' ELECTIONS
4:30pm – 6:00pm	URE: Real Estate Auctions Understand the six phases of the online auction real estate process: - Learn strategies to enter the bid. - Learn marketing strategies to profit from this unique skill set. PARTNER INFOMERCIAL: Equity Prime Mortgage
4:30pm – 6:00pm	URE: Who Wants To Be A Real Estate Broker? Understand the steps required to start a real estate brokerage: - Prepare a business plan with pro-forma. - Explore a business model that maximizes profits (Independent vs. Franchise). - Create an action list of start-up steps to complete. - Learn how to build and sustain a successful company. PARTNERS: NRT/Realogy; Berkshire Hathaway HomeServices Real Living Real Estate
4:30pm – 6:00pm	URE: Profit Centers: More Revenue Streams Each NAREB Affiliate will discuss their Realtists' mission and how they work together to build wealth, support and maintain “Democracy in Housing”, to enhance each member economically, as well as the communities they serve. They will also share how each NAREB member can become a member of their prospective affiliate organization and how they benefit by becoming a member. Affiliate Presidents will discuss what their organization is doing on an individual basis to

	<p>successfully contribute to the NAREB two million new black homeowners' program (2M-N5); their efforts to increase black wealth; as well as future projections. Members will be encouraged to ask questions and dialog in an open forum with NAREB Affiliates.</p> <p>PARTNER INFOMERCIAL: SunTrust Mortgage</p>
4:30pm – 6:00pm	NAREB INTERVIEWS (CONTINUED)
7:30pm – 10:30pm	<p>REALTIST AWARDS GALA</p> <p>PARTNER: Chase</p>
WEDNESDAY, JULY 31st	
7:00am – 5:00pm	NAREB CONVENTION REGISTRATION & TICKET SALES
8:00am – 5:00pm	<p>NAREB YOUTH ACADEMY</p> <p>Ages: 9 years old – 17 years old</p> <p>PARTNER: BB&T Home Mortgage</p>
9:30am – 5:00pm	EXHIBITORS' SHOWCASE
9:30am – 11:30am	NAREB NATIONAL PARTNERS' ADVISORY BOARD MEETING
10:00am – 11:30am	<p>URE: Build & Preserve Wealth w/Insurance</p> <p>This session will teach you how insurance can be a major profit center. Learn to compliment your real estate business with diverse revenue sources. You will also learn the need to acquire insurance for your real estate business.</p>
10:00am – 10:40pm	<p>URE: Planning Today for Your Tomorrow</p> <p>Learn how a disciplined planning approach can help you build and maintain wealth.</p> <p>PARTNER: Charles Schwab Bank</p>
10:45am – 11:30pm	<p>URE: Technology and the Modern Real Estate Professional</p> <p>This session will explore the importance of Relationships and Technology to attain success for the modern-day real estate professional.</p> <p>PARTNER: PrimeLending</p>
12:00pm – 1:30pm	<p>WOMEN'S COUNCIL SCHOLARSHIP LUNCHEON</p> <p>PARTNERS: Bank of America, BBVA; Wells Fargo Home Mortgage</p>
2:00pm – 3:30pm	<p>URE: How to Close 50 Deals in 365 Days</p> <p>Sell More Homes with little to no money and Create Your own Opportunities -- Learn how you can take your Real Estate Game to the next level with trade secrets on how to close 50 deals in 365 days.</p>
3:00pm – 3:30pm	<p>URE: The Changing Face of the Homebuyer</p> <p>Freddie Mac will take a deep dive into the state of African American homeownership and the overall market. Learn how the changing demographics of America will affect how we do business. Do you have the tools you need to stay on top of your real estate game?</p> <p>PARTNER: Freddie Mac</p>
2:00pm – 3:30pm	NAREB INTERVIEWS (LAST DAY)
5:00pm – 7:00pm	<p>NAREB & AFFILIATES EMERGING LEADERS RECEPTION</p> <p>PARTNER: Prosperity Mortgage</p>
7:00pm – 11:00pm	NAREB STATES' HOSPITALITY RECEPTIONS
THURSDAY, AUGUST 1st	
8:00am – 5:00pm	<p>NAREB YOUTH ACADEMY & GRADUATION (LAST DAY)</p> <p>PARTNER: BB&T Home Mortgage</p>
8:00am – 1:00pm	NAREB CONVENTION TICKET SALES

8:30am – 10:00am	NAREB LEGISLATIVE BREAKFAST PARTNERS: Federal Home Loan Bank of San Francisco; National Association of Realtors
10:00am – 2:00pm	EXHIBITORS' SHOWCASE (LAST DAY)
10:15am – 11:45am	URE: Growing Wealth for Your Business, Clients and Community. This exciting session will focus on how NID Counselors, as real estate professionals, can effectively serve wealth building needs for their clients, businesses and communities through holistic relationships with Affordable Mortgage, Down Payment Assistance and Acquisition-Rehab programs, to address the low inventory crisis; partnerships with Banking Institutions, GSE's and other related real estate and community development service providers to support your efforts in a HUD OHC compliant manner. The updated NID CD category is designed to leverage our long standing expertise and services with the new Opportunity Zone Program. PARTNER INFOMERCIAL: Union Bank
10:15am – 11:45am	URE: Closing the Black Wealth Gap – A Collaborative Approach Join this discussion on closing the black wealth gap and discover how various collaborative relationships can result in impactful outcomes: HOST: NAREB Political Action Committee
10:15am – 11:45am	NAREB PAST PRESIDENTS' MEETING
11:45am – 12:45pm	LUNCH ON YOUR OWN
1:00pm – 2:30pm	NAREB'S PARADE OF THE STATES
2:00pm – 4:00pm	EXHIBITORS' SHOWCASE DISMANTLE
2:30pm – 5:00pm	NAREB BUSINESS MEETING AND ELECTIONS
7:00pm – 8:00pm	COCKTAILS & CONVERSATIONS
8:00pm – 11:00pm	72nd ANNUAL INSTALLATION BANQUET PARTNER: Bank of America
11:00pm – 1:00am	INCOMING PRESIDENT'S RECEPTION
FRIDAY, AUGUST 2nd	
9:00am – 11:00am	NAREB BOARD OF DIRECTORS' MEETING

Agenda subject to change without notice