

# 2010 GAR Annual Convention and Trade Expo

## Preliminary Schedule of Events

### Tuesday, September 21, 2010

8:30 am - 5:30 pm **Certification Course - Short Sales & Foreclosure Resource Certification**  
*Chuck Jonaitis*  
*(pre-registration required)*  
**Designation Course - ABR Elective: Real Estate Marketing Reboot**  
*Carol Moson*  
*(pre-registration required)*  
**GREC Broker Course**  
*Greg Dunn*  
*(pre-registration required)*

### Wednesday, September 22, 2010

8:30 am - 8:00 pm Registration Desk Open  
 GAR WiFi Zone Open  
 8:30 am - 9:30 am Site Selection Committee  
 8:30 am - 11:00 am Administration & Operations Committee\*  
 9:00 am - 12:15 pm **Education Session A - Feng Shui for Berthas & Berts: Sell Your Listing with Less Work!** - *Carol McGinnis-Yeje*  
**Education Session B - Do's, Don'ts & Risk on the Internet** - *Amy Chorew*  
 9:30 am - 10:30 am Partnership Committee  
 10:30 am - 12:30 pm Convention Committee  
 11:00 am - 12:30 pm Grievance / Professional Standards Planning Session  
 Strategic Planning Committee  
 Trade Expo Set-Up  
 12:00 pm - 4:00 pm Forms Forum  
 12:30 pm - 1:45 pm NAR Directors  
 Regional Directors Committee  
 2:00 pm - 3:30 pm Bylaws and Policy Committee  
 Communications & Public Relations Committee  
 Professional Development / Course Instructor Development Forum  
 Legal Action Committee  
 State and Local Government Affairs Committee  
 3:45 pm - 5:00 pm **Education Session C - Lights, Camera, Action - Using Video to Market Real Estate** - *Amy Chorew*  
**Education Session D - License Laws & Rules Update** - *Greg Dunn*  
 Commercial Connection  
 GRI Board of Governors  
 MLS Forum  
 Nominating Committee\*  
 Special Recognition Committee\*  
 REALTORS® Political Involvement Committee  
 5:00 pm - 6:00 pm Partner Appreciation Reception *(invitation only)*  
 6:00 pm - 6:30 pm First Time Attendee Orientation  
 6:30 pm - 8:00 pm Grand Opening Cocktail Party in the Trade Expo *(ticketed event)*  
 8:00 pm DINNER ON YOUR OWN

### Thursday, September 23, 2010

7:30 am - 8:45 am Coffee Break  
 7:30 am - 5:00 pm Registration Desk Open  
 GAR WiFi Zone Open  
 8:30 am - 10:30 am **Opening Session with Dave Timmons and REALTOR® of the Year Ceremony**  
 10:45 am - 12:15 pm Advisory Council\*  
 International Alliance  
 Legal Action Forum  
 Technology Committee  
 REALTORS® Political Action Committee  
 Trade Expo Open  
 10:45 am - 12:45 pm Lunch On The Go in the Trade Expo *(ticketed event)*  
 11:00 am - 5:00 pm Scholarship Foundation Trustees\*  
 12:00 pm - 1:30 pm **Education Session E - Objection Overruled - Taking Care of BUYER Objections** - *Pat Johnson*

1:00 pm - 2:30 pm

1:00 pm - 4:15 pm

2:00 pm - 4:00 pm

3:00 pm - 4:00 pm

3:00 pm - 4:15 pm

2:45 pm - 3:45 pm

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5:00 pm - 6:30 pm

7:30 am - 9:30 am

7:45 am - 9:15 am

8:15 am - 9:00 am

8:45 am - 9:30 am

9:15 am - 12:00 pm

Equal Opportunity / Cultural Diversity Forum  
 Leadership Connection with David Timmons - Six Strings of Leadership  
 REALTORS® Issues Action Committee  
**Education Session F - Investment Analysis for the Commercial REALTOR®**  
*Andre van Rensburg*  
 WCR Governing Board Meeting  
 GAR Financial Forum  
**Education Session G - Listing the Buyer**  
*Greg Dunn*  
**Education Session H - Right Tools! Right Time!! RIGHT HERE!!!** - *Tom Gillett*  
 GAR Speakers Bureau\*  
 Association Executives Committee  
 Commercial Connection  
 "Happy Hour" in the Trade Expo *(ticketed event)*  
 Finance Committee\*  
 Thursday Night Dance Party *(ticketed event)*

### Friday, September 24, 2010

#### **DESIGNATION DAY**

Registration Desk Open  
 GAR WiFi Zone Open  
**Education Session I - Lease Purchase vs. Lease Option** - *Howell Haunson*  
**Education Session J - Right Tools! Right Time!! RIGHT HERE!!!** - *Tom Gillett*  
**Education Session K - Death & Taxes are Certain...I'll Take Taxes** - *Stan Anderson*  
**Education Session L - At Auction: The Outcome is Income for Agents**  
*Uladia Taylor*  
 Executive Committee\*  
 Trade Expo Open *(door prize drawings to begin at 10:45 am)*  
 CRS Executive Committee Meeting  
 Brokers Council Roundtables with Jeff Ledford  
 Georgia Chapter CCIM Meeting  
 RLI Chapter Meeting  
**Education Session M - The Latest and Greatest: FBI's / GBI's Take on Mortgage Fraud** - *Howell Haunson*  
**Education Session N - You Can't Fool All of the People all of the Time**  
*Dwayne Carte*  
 Brunch in the Trade Expo *(ticketed event)*  
 11:00 am - 12:30 pm CRS General Membership Meeting featuring "Howard Britton's Stars"  
 Tennis Tournament *(ticketed event)*  
 Trade Show Tear Down  
 WCR General Membership Meeting  
**Education Session O - And the Survey Says...** - *Dwayne Carte*  
**Education Session P - Objection Overruled - Taking Care of SELLER Objections** - *Pat Johnson*  
**Education Session Q - Fundamentals of Buying & Selling Rural Properties: Basics of Brokerage of Rural Properties**  
*Don Webb*  
 GAR Candidate Forum *(open to all attendees)*  
 BINGO Tournament  
 RPAC Major Donor Reception *(by invitation only)*

### Saturday, September 25, 2010

Registration Desk Open  
 Continental Breakfast  
 Region Caucuses  
 Board of Directors Check-In  
 Board of Directors Meeting

updated 08/12/10