

# 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

7:30 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 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

12:00 pm - 4:00 pm Strategic Planning Committee

12:30 pm - 1:45 pm Trade Expo Set-Up

Forms Forum  
 NAR Directors  
 Regional Directors Committee  
 Bylaws and Policy Committee  
 Communications & Public Relations Committee  
 Professional Development Committee  
 Legal Action Committee  
 State and Local Government Affairs Committee

2:00 pm - 3:30 pm

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*

3:45 pm - 5:15 pm 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 - 5:30 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 Legal Action Forum  
 Advisory Council\*

Multi Cultural Diversity Forum  
 Technology Committee  
 REALTORS® Political Action Committee

10:45 am - 12:45 pm Trade Expo Open

11:00 am - 5:00 pm Lunch On The Go in the Trade Expo  
*(ticketed event)*

12:00 pm - 1:30 pm

1:00 pm - 2:00 pm Scholarship Foundation Trustees\*

1:00 pm - 2:15 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 - 4:15 pm

2:45 pm - 3:45 pm  
 2:45 pm - 4:15 pm  
 4:00 pm - 5:00 pm

4:00 pm - 6:00 pm  
 8:00 pm - 12:00 am

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

**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

"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

8:00 am - 9:00 am CRS Executive Committee Meeting

8:00 am - 9:15 am **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)*

9:30 am - 11:00 am CRB Roundtables with Jeff Ledford  
 Georgia Chapter CCIM Meeting  
 RLI Chapter Meeting  
 WCR General Membership 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)*

10:00 am - 11:15 am

10:30 am - 12:00 pm

11:30 am - 1:00 pm  
 11:45 am - 2:15 pm  
 12:30 pm - 3:00 pm  
 1:00 pm - 2:15 pm

**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*

BINGO Tournament  
 President's Reception  
 President's Dinner\*\* *(ticketed event)*

### Saturday, September 25, 2010

7:30 am - 9:30 am Registration Desk Open

7:45 am - 9:15 am Continental Breakfast

8:15 am - 9:00 am Region Caucuses

8:45 am - 9:30 am Board of Directors Check-In

9:15 am - 12:00 pm Board of Directors Meeting

updated 03/2/10