

# NARPM Virginia State Conference Speaker Schedule

## Monday – 2/26/18

|                  |   |
|------------------|---|
| 8:00 – 8:45 am   | Registration                                      |
| 8:45 – 9:00 am   | Welcome Remarks                                   |
| 9:00 – 11:45 pm  | General Session – Dr. Lisa Sturtevant - Economist |
| 12:00 Noon       | Lunch Buffet for Attendees and Vendors            |
| 12:00 – 12:30 pm | 2018 NARPM President – Brian Birdy, MPM RMP       |
| 12:30 – 1:00 pm  | Vendor Presentations                              |

## Break Out Classes – 2/26/18

|                  |  |
|------------------|--|
| 1:00 – 2:45 pm   | Ethics w/CE Credit (Additional Cost – See Website)           |
| <b>Option #1</b> | Traci Van Camp, MPM RMP                                      |
|                  | OR   |
| 1:00 – 2:45 pm   | Managing Business Risks of Pets and Service/Companion        |
| <b>Option #2</b> | Animals – John Bradford, MPM RMP                             |
| 2:45 – 3:00 pm   | Cookie Break   |
| 3:00 – 4:45 pm   | Ethics Part 2 w/CE Credit (Must take both Ethics Classes for |
| <b>Option #1</b> | Credit) - Traci Van Camp, MPM RMP                            |
|                  | OR   |
| 3:00 – 4:45 pm   | How To Sign Up More Owners Than You Can Handle.              |
| <b>Option #2</b> | Matthew Miller – Mad Capper Marketing                        |
| 5:00 – 6:00 pm   | Cocktail Party and Vendors Reception                         |

**(Please see Page 2)**

**Tuesday – 2/27/18**

8:00 – 8:45 am Full Country Breakfast  
8:45 – 9:00 am Installation of 2018 VA State Officers  
9:00 – 11:45 am General Session – Legal Update/Questions and Answers  
w/CE Credits - John “Chip” Dicks – Future Law, LLC  
12:00 Noon Lunch Buffet for Attendees and Vendors  
12:00 – 12:30 pm NARPM CEO State of the Industry – Gail Phillips  
12:30 – 1:00 pm Vendor Presentations

**Break Out Classes – 2/27/18**

1:00 – 2:45 pm Realtors Rules w/CE Credits  
**Option #1** Patty Young  
OR  
1:00 – 2:45 pm Take Social Media to the PROFESSIONAL level using VIDEO  
**Option #2** Matthew Miller – Mad Capper Marketing  
2:45 – 3:00 pm Cookie Break  
3:00 – 4:45 pm Appreciation Frustration w/CE Credits  
**Option #1** Patty Young  
OR  
3:00 – 4:45 pm Maintenance Tips from the Trenches, War Stories, and  
**Option #2** Lessons Learned – Michael McCreary, MPM RMP, CPM  
4:45 pm NARPM Closing Remarks

**Wednesday – 2/28/18**

NARPM Class – Growing Your Business  
Instructor – Michael McCreary, MPM RMP, CPM

