

BROKER/
OWNER
*Conference
& Expo*

April 20-22, 2020

Turtle Bay Resort

Oahu, Hawaii



Tentative Agenda

SUNDAY, APRIL 19, 2020

4:00 pm – 6:00 pm Registration Open

MONDAY, APRIL 20, 2020

[Coffee Only – Breakfast on own]

7:00 am – 3:00 pm Registration Open

8:00 am – 9:05 am **General Session:**
It's in the Pause® Leadership
Speaker: Valerie Sargent

9:10 am – 10:15 am **Workshop Sessions 1 – 3**

- 1. Walk Away Wealthy:**
A Focus on Legacy and Retirement
Speaker: Kathleen Richards, MPM® RMP®
- 2. Creating Wins**
Speaker: Dave Holt, MPM® RMP®
- 3. Resident Benefit Packages**
Speakers: Bob Hansen, Second Nature, and Todd Ortscheid, Chairman, President, & CEO, GTL Real Estate

10:15 am – 10:35 am Coffee Break

10:35 am – 11:40 am **General Session:**
Business by the Numbers:
A How-To Guide to Running Your Business
Speaker: Eric Wetherington, MPM® RMP®

11:40 am – 12:20 pm Lunch

12:20 pm – 12:50 pm **Partner Breakout Sessions**

- Zillow
- Rently
- Second Nature

12:55 pm – 2:00 pm **General Session Panel Discussion:**
Survive and Thrive with Acquisitions
Moderator: Michael Catalano, Real Estate Connections

2:05 pm – 3:05 pm **HUD Update with Anna Maria Farias, HUD Assistant Secretary**
Moderator: Monica Gilroy, Esq.

3:05 pm **Networking Reception**

Tentative Agenda

TUESDAY, APRIL 21, 2020

- 7:00 am – 3:00 pm **Registration Open**
- 7:00 am – 8:00 am **Continental Breakfast & Coffee**
- 7:15 am – 7:45 am **Designation Information Session**
Moderator: Melissa Sharone, MPM® RMP®
- 8:10 am – 9:10 am **General Session:**
5 Shark Points: Fundamentals for Success in Business and Life
Speaker: Daymond John
- 9:10 am – 10:10 am **Speaker Meet & Greet / Coffee Break with Vendors**
- 9:15 am – 9:45 am **Partner Breakout Sessions**
- AppFolio
 - Yardi
 - Buildium
- 10:15 am – 11:20 am **Workshop Sessions 4 – 6**
- 4. Improve Employee Performance & Customer Service Using KPIs**
Speaker: Anne Lackey, HireSmart Virtual Assistants
- 5. Are You a Boss or a Coach?**
Speaker: Jo-Anne Oliveri
- 6. Bullet-Proof Financial Controls... and Why Bad Things Happen to Good PMs**
Speaker: Daniel Craig, ProfitCoach
- 11:20 am – 12:35 am **Lunch**
- 12:35 pm – 1:40 pm **General Session Panel Discussion:**
Maintenance Best Practices
Moderator: TBD
- 1:40 pm – 2:10 pm **Coffee / Snack Break with Vendors**
- 2:10 pm – 3:15 pm **General Session:**
Speaker: Juanita McDowell
- 3:15 pm **Vendor Expo and Reception**

Tentative Agenda

WEDNESDAY, APRIL 22, 2020

- 7:00 am – 12:00 pm **Registration Open**
- 7:00 am – 8:30 am **Breakfast with vendors**
- 7:30 am – 8:00 am **Partner Breakout Sessions**
- Rent Manager
 - Point Central
 - Propertyware
- 8:30 am – 10:05 am **General Session:**
Entrepreneurial Operating System (EOS) Workshop
*Speaker: Jeremiah Cundiff, VP of Operations
for Property Management, Inc.*
- 10:10 am – 11:15 am **Power Hour!**
Peer-to-Peer learning in round-table style sessions
- 11:15 am – 11:45 am **Break with Vendors**
- 11:45 am – 12:50 pm **General Session:**
**How You Can Find Superstar BDMs to
Grow Your Business For You**
Speaker: Jeremy Pound, RentScale & Panel
- 12:50 pm – 1:55 pm **Lunch**
- 1:55 pm – 3:00 pm **General Session**
Speaker: TBD
- 3:00 pm **Wrap up and Adjourn for the Day**