

READY >>>>>>>> SET BOSTON!

REALTORS® CONFERENCE & EXPO
NOVEMBER 2-5, 2018

COMMERCIAL SCHEDULE AT-A-GLANCE >>>

>> THURSDAY, NOVEMBER 1ST

12:30PM-2:00PM

Commercial Legislation & Regulatory Advisory Board Meeting

1:30PM-3:30PM

Commercial Research Advisory Board Meeting

>> FRIDAY, NOVEMBER 2ND

7:15AM-8:45AM

COMMERCIAL CAFFEINATED NETWORKING BREAKFAST:

Future of Commercial Data & Tech *(Ticket Required)*

9:00AM-10:30AM

Commercial Committee Meeting

>> FRIDAY, NOVEMBER 2ND CONTINUED

9:00AM-5:00PM

NATIONAL LISTING PLATFORM DEMOS

9:30AM-10:30AM

American Farmland: Rooted in Growth

10:00AM-12:00PM

Global Business & Alliances Committee

10:30AM-12:30PM

Land Use, Property Rights & Environment Committee

11:00-12:00PM

Top Ten Commercial Agent Success Strategies

11:30AM-12:30PM

How Advancements & Disruption in the Global Commercial Real Estate Industry Can Benefit You

11:00AM-12:30PM

REach® Technology Accelerator: Meet the Hottest New Tech Companies of 2018

1:00PM-3:00PM

Commercial Economic Issues & Trends Forum: What's in the 2019 Crystal Ball

1:30PM-2:30PM

Counselors of Real Estate: A Global Case of Study

1:30PM-3:00PM

Property Management Forum: High Times in Real Estate

3:00PM-6:00PM

Commercial Marketplace: Learning Breaks, Marketplace Mixer and Exhibitors

CONTINUED >>

RED CARPET NETWORKING SOCIAL

Connect over cocktails at this private, ticketed event, hosted by WeWork Beacon, 1 Beacon Street.

CAFFEINATED NETWORKING BREAKFAST

Join an open discussion on the future of commercial data and property marketing in an ever-changing tech landscape.

NATIONAL LISTING PLATFORM DEMOS

Test drive finalists and share your feedback to help select a new NATIONAL commercial listing platform.



COMMERCIAL SCHEDULE AT-A-GLANCE >>>

>> SATURDAY, NOVEMBER 3RD

9:00AM-5:00PM

NATIONAL LISTING PLATFORM DEMOS

9:00AM-4:00PM

Commercial Marketplace: Learning Breaks and Exhibitors

10:00AM-12:00PM

Commercial Leadership Forum: Hot Topics Around the Country

11:30AM-12:30PM

RPR® Commercial: Collaborating & Listening to Member Needs Through Partner Integrations

1:30PM-2:30PM

Amazon HQ2 and the Future of Corporate Site Selection

2:30PM-3:30PM

NOI: The Most Important Number in the World!

6:30PM-8:00PM

COMMERCIAL RED CARPET NETWORKING SOCIAL AT WEWORK BEACON *(Ticket Required)*

>> SUNDAY, NOVEMBER 4TH

10:00AM-11:00AM

Blockchain, Bitcoin & Robots in Real Estate

10:00AM-5:00PM

Commercial Marketplace: Learning Breaks and Exhibitors

10:30AM-11:30AM

Update: The Top Ten Impacts on Real Estate 2018-2019

11:30AM-12:30PM

Property Management 101: Must Knows for every REALTOR®

3:00PM-4:00PM

Public/Private Partnerships & Green Building in Boston

>> MONDAY, NOVEMBER 5TH

9:00AM-1:00PM

Commercial Marketplace: Learning Breaks and Exhibitors

THE COMMERCIAL MARKETPLACE AT THE REALTORS® EXPO >>>

A space designed for networking, deal-making and finding technology tools from exhibitors, the Commercial Marketplace is all-things-commercial real estate.

LOOK FOR THE RED CARPET AT THE EXPO TO FIND:

COMMERCIAL SERVICES PAVILION

Stop by for a complimentary cup of coffee, pick up the latest magazine and chat with staff about resources and services. Visit with the Institutes, Societies and Councils – get the latest info on upcoming classroom education and online learning opportunities, including how to earn valuable designations.

LEARNING THEATER IN BOOTH #411

Got 40 minutes? Take a seat and learn about hot topics, industry trends, and new tools useful in your commercial, land or property management business. Experts will give “Learning Breaks” on the hour and half hour, with interactive Q&A time in a small group format.

MARKETPLACE MIXER

Meet your commercial colleagues and mingle with exhibitors on Friday, November 2nd from 4:30-6pm.



NATIONAL ASSOCIATION of REALTORS®

REALTORS® Conference & Expo

Global Reach, Local Focus



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COMMERCIAL LEARNING THEATER SCHEDULE >>>

>> FRIDAY NOVEMBER 2

3:30PM – 4:10PM

“A Look at the Blockchain Revolution in Commercial Real Estate”

Chad Gleason, CCIM

4:15PM – 4:55PM

“NAR’s Commercial Services 101”

Jean Maday, RCE

5:00PM – 5:40PM

“How to Use Tenant In Common Investment Real Estate to Benefit Your Clients”

Kevin Long & Jared Booth, CCIM

>> SATURDAY NOVEMBER 3

9:15AM – 9:55AM

“Improving Your Multi-Family Prospecting With Creative Reinvestment Strategies”

Kevin Long

10:00AM – 10:40AM

“Ten Steps to Starting a Property Management Company”

Joseph Greenblatt, CPM

10:45AM – 11:25AM

“Not Your Father’s Commercial Real Estate: How Technology & Other Mega-Trends are Combining to Level the Playing Field”

Diane Danielson & Deena Zimmerman

11:30AM – 12:10PM

“Seven Simple Tips & Tricks For Conducting Land Transactions”

Jeremy Stephens, ALC

12:15PM – 12:55PM

“The Benefits of Net Leased Investing & How to Deliver Them to Your Small Investors”

J. Adam Long

1:00PM – 1:40PM

“The Ultimate Guide to Determining Land Value”

Kyle Hansen, ALC

1:45PM – 2:25PM

“Accelerating the Use of Social Media & Public Relations in Your Business”

Robert G. Thornburgh, CCIM, CPM, SIOR

2:30PM – 3:10PM

“Everything You Need to Know About Doing Business at MIPIM”

Jean Maday, RCE & others

3:15PM – 3:55PM

“Emotional Support Animals: Best Practices for Property Managers”

Ted Thurn

>> SUNDAY NOVEMBER 4

10:15AM – 10:55AM

“FIVE Tips for Crafting Effective Commercial Communications”

Jacob Knabb, AHWD (moderator); Panelists Jessa Friedrich, MBA, & Rich Rosfelder

11:00AM – 11:40AM

“Up in Smoke: Legalization of Marijuana & Property Management”

Ted Thurn

11:45AM – 12:25PM

“A Look at the Blockchain Revolution in Commercial Real Estate”

Chad Gleason, CCIM

12:30PM – 1:10PM

“Building Relationships to Incentivize Global Commercial Investments”

Paul Daemen, M.Sc., ABR, AHWD, CCIM, CIPS, e-PRO, GRI

1:15PM – 1:55PM

“Getting Started with RPR® Commercial”

Nathan Graham

2:00PM – 2:40PM

“Investment Analysis with Valuate®”

Nathan Graham

2:45PM – 3:25PM

“Using Tech Tools to Scale Your Business”

Yan Khamish

3:30PM – 4:10PM

“Transitioning into Commercial Real Estate”

Jacob Knabb, AHWD (moderator); Panelists Waddell Wright, CCIM, CPM, GRI, & Angela West, CCIM, SIOR

4:15PM – 4:55PM

“Converting Trends Into Deals”

Nathan Graham

>> MONDAY NOVEMBER 5

10:00AM – 10:40AM

“Negotiating Skills: Art, Science, or Luck?”

Rob Nahigian, CRE, FRICS, MCR, SIOR

10:45AM – 11:25AM

“‘Like-Kind’ 101: The Basics of a 1031 Exchange”

Kevin Long

11:30AM – 12:10PM

“EB-5 & Citizenship by Investment”

Mona Shah, Esq. & Clem Turner, Esq.

**GET THE ‘411’ ON COMMERCIAL REAL ESTATE
IN BOOTH #411!**



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