

National Association of REALTORS®

2017 FPC Training & Federal Policy Conference

New FPC Training Conference

Monday, February 6, 2017

- 1:00pm – 6:00pm **New FPC Arrival and Registration**
Registration Location: Columbia West Foyer
- 6:00pm – 7:00pm **New FPC Welcome Reception/Lounge***
Location: Columbia Hall 1-2
**Note: Dinner on Your Own*

Tuesday, February 7, 2017

- 7:30am – 8:30am **New FPC Breakfast & Welcome**
Location: Columbia 1-4
- 8:30am – 8:45am *BREAK*
- 8:45am – 12:00pm **New FPC Training Conference *Part I***
Location: Columbia 5-12
- I. **How to Create Stories to Move the Hearts, Minds, and VOTES of Lawmakers**
- Speaker: Phil Flewallen, Congressional Management Foundation*
- BREAK*
- II. **Nuts and Bolts of Being an FPC**
- The Role
 - The Resources
 - The Money
 - The Team
- III. **Interactive “Question and Answer Game - What did you Learn”**
- 12:00pm – 1:30pm **New FPC Luncheon**
Location: Columbia 1-4
Speaker: Former Congressman Dennis Cardoza (D-CA)
- 1:30pm – 1:45pm *BREAK*

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1:45pm – 3:30pm

New FPC Training Conference *Part II*

Location: Columbia 5-12

- I. Legislative Update NAR Lobbyists
- II. Interactive Role Play: Good and Bad Hill Meeting
- III. Former Congressional Staff Panel: Top Tips for Interacting with Capitol Hill
 - **Dave Ramey**, *Former Chief of Staff to Congressman Ken Calvert (R-CA)*
 - **Hayden Rogers**, *Former Chief of Staff to Congressman Heath Schuler (D-NC) and Senator Joe Manchin (D-WV)*
 - **Michael Andel**, *Former Chief of Staff to Congressman David Scott (D-GA)*
 - **Jennifer Debes Bang**, *Former Chief of staff to Congressman Ander Crenshaw (R-FL)*

6:00pm – 8:30pm

Federal Policy Conference Reception/Dinner

Location: Columbia West (reception) & Columbia Hall 5-12 (dinner)