



Sessions to Take You to a New Wave of Success

Thursday, September 18

- 9:30 - 11:30 **Opening Session**
Featuring Keynote Speaker Stefan Swanepoel
Get an objective evaluation of the market with highlights of the key players and facts that will impact tomorrow.
- 11:30 – 1:30 **Opening of the Tradeshow with lunch**
An opportune time to network – that's what it is all about.
- 1:30 – 4:45 **New NAR Course**
Risk Reduction: International Business Factors Affecting Your Local Markets
• Tony Macaluso, CIPS Instructor
- 1:30 – 5:00 **Instructors Development Workshop**
IDW approved by the Real Estate Commission for all pre-licensing and CE instructors.
• Doug Devitre
- 1:30 – 3:00 **Professional Development Sessions**

Rental Management: Asset or Liability – It's Up to You
• Bill Ramsey, CPM

Understand the Characteristics of Four Generations and How to Market to Each One
• Carolyn D'Agosta
- 3:15 – 4:45 **Professional Development Sessions**

Are You Using Technology to Its Full Potential or Still Trying to Keep Up
• Saul Klein

Updates from Hawaii's Real Estate Commission
• Real Estate Commissioners and Staff
- 5:00 – 6:00 **A Pau Hana Get Together** *Meet you again in the tradeshow!*

Friday, September 19

- 7:30 – 10:30 **Starting the Day on the Wave of Success** Continental breakfast in the tradeshow.
- 8:00 – 10:15 **Power Session**
• HAR Hot Topic Update: Mortgage Rescue Fraud Prevention Act & New Standard Forms
• Economic Update from Bank of Hawaii's Chief Economist Paul Brewbaker
- 10:45 – 12:15 **Professional Development Sessions**

Creating An International Business Plan
• Tony Macaluso, CIPS

Utilizing Social Media: The Power of Blogging
• Bob Stewart, Community Evangelist for ActiveRain, real estate's leading online community.

Using Feng Shui to Help Avoid Obstacles
• Peter Lung
- 12:15 – 1:30 **Meet in the Tradeshow for Lunch**
- 1:30 – 2:30 **Keeping on Top the Wave of Success**
Take the Tyrannosaurus Out of Technology
• Doug Devitre