




















8:30 am to 9:00 am	Registration Opens
9:00 am to 10:00 am Shawnee Room C 	Taxes for REALTORS® - Presented by Hannah Smith and Steve Ridbath, Berberich Trahan & Co <ul style="list-style-type: none"> • Recent Federal Legislation Overview • Entity Selection • Maximizing Deductions • IRS Red Flags • Record Keeping Guidelines
9:00 am to 10:00 am Shawnee Room B 	Digital Marketing Strategy - Presented by Pamela Billups, Kansas Business Solutions <ul style="list-style-type: none"> • Learn how to attract new leads as an on-going initiative • Get your satisfied customers to keep coming back. • Get your existing customers to refer more people to your business for longevity and growth. • Get MORE SALES – reach 9 out of 10 searches that will lead to action such as a phone call or more visit. Improve your REPUTATION – learn why ½ of prospective consumers are not calling you.
9:00 am to 11:15 am Shawnee Room A 	Paragon Quick CMA and CMA Presentation - Presented by Gary Arnett, Black Knight Quick CMA – We will explore how to create a Quick CMA without using the CMA module. In 5 to 10-minutes, an agent can have a Comps Report (using select reports) ready to Print or Email to their Seller. CMA Presentation Packet using the CMA module <ul style="list-style-type: none"> • review what a complete CMA Presentation Packet looks like. • run the CMA Preference Wizard. • run the CMA module Wizard to create a complete CMA Presentation Packet. • generate and review the just completed CMA Presentation Packet.
10:00 am to 10:15 am	MORNING BREAK- PLEASE VISIT OUR VENDORS  Sponsored by Azura Credit Union
10:15 am to 11:15 am Shawnee Room C	Arrange to Sell - Presented by Annette Stahl and Brian Laird - How to stage and take photos to sell faster and for more! <ul style="list-style-type: none"> • Understanding personality types • Use it, Love it, Loose It • Value and benefits of decluttering - Quick tips for each room • Furniture arrangements that make a big difference • Pictures of staging issues and how to fix them • Photography angles and lighting

<p>10:15 am to 11:15 am Shawnee Room B</p>	<p>Title 101 – Does Your Client Really Own the Property? Presented by TJ Lorson, Jared Saunders and Jeff Amrein</p> <p>Every property has a history and a story. This tag team presentation focuses on the important steps on the way to closing. Prepare your clients by understanding these issues.</p> <p>Foreclosures Federal Tax Liens Out of State Closings Probate Divorce Mobile Notary Power of Attorney Judgements Funding after 5:00 p.m. Neighboring Lots</p> <p>    </p>
<p>11:15 am to 12:30 pm Shawnee Room A</p> 	<p>LUNCH BREAK</p> <p>It's EMOJI Mania! Presented by Michele Sloan</p>   <p><i>Sponsored by Zillow</i></p>
<p>1:00 pm to 4:00 pm Shawnee Room B</p> 	<p>Navigating the Generations – Presented by Michele Sloan – 3 hr. CE credit</p> <p>The personality, viewpoint and approach to life vary greatly from generation to generation. Historic events, life experiences and the evolution of technology has had a major impact on how these different groups communicate and relate to each other. What works for one generation may be strange to another, this is called the generation gap.</p> <p><i>Sponsored by Capitol Federal Savings</i></p>  <p><i>True Blue® for over 120 years</i></p>
<p>1:00 pm to 2:15 pm Shawnee Room A</p> 	<p>Paragon Collaboration Center with Extras Presented by Gary Arnett, Black Knight</p> <p>Collaboration Center - Collaboration Center – Buyer Side Portal</p> <ul style="list-style-type: none"> • explore what Buyers will see when their agent sets them up for Collaboration Center. • how to upgrade a prospect from simple Email Notification to Collaboration Center. • how to setup a brand-new prospect for Collaboration Center. • add a listing to a Listing Cart and enabled it for Agent Picks in Collaboration Center. • how an Agent can Enable their Prospects to create their own searches in Collaboration Center. • how an Agent can Disable their Prospect from creating Searches in Collaboration Center. • how an Agent can invoke Agent Preview for their Picky Buyers that want the Agent to screen all listings before they go to Collaboration Center. • run the Preference Wizard for Collaboration Center. <p>Collaboration Center – Seller Side Portal</p> <ul style="list-style-type: none"> • assigning a Listing to a Contact • enable Daily or Weekly reports automatically emailed to the Seller based on Agent and Prospect viewing of their property.

<p>1:00 pm to 2:00 pm Shawnee Room C</p> 	<p>Is that thing a TOY? Not according to the Federal Aviation Administration Presented by Ken Doll, Ken Doll Photography</p> <ul style="list-style-type: none"> • Creating a cinematic journey for your home buyers. -The benefits of aerial photography and video. • Let's go INSIDE! What the heck does the professional photographer see at my listing? • How can Ken Doll Photography help make me money? Quality makes me look amazing.
<p>2:00 pm to 2:15 pm</p>	<p>AFTERNOON BREAK - PLEASE VISIT OUR VENDORS</p>  <p><i>Sponsored by Security 1st Title</i></p>
<p>2:15 pm to 3:15 pm Shawnee Room B</p> 	<p>Strategic Planning Presented by Pamela Billups, Kansas Business Solutions</p> <p>How to set goals and objectives for your business in 2019</p> <ul style="list-style-type: none"> • Learn how to Architect a One-Page Annual Growth Plan and guaranteeing your biggest (\$\$\$) and best year yet. • Step-by-step through the exact same process used at big business • Simple 5-step planning process that you can use every year or quarter <p>Fill-in-the-blank resources to help you set meaningful, attainable goals that really move the needle for your business.</p>
<p>2:15 pm to 4:00 pm Shawnee Room A</p> 	<p>Paragon Search Results Presented by Gary Arnett, Black Knight</p> <p>Results – how to work with a Spreadsheet: Filtering, Sorting, Customizing & Saving. We will also look at Emailing & Printing Results to the agents' prospects and how to add a listing to Listing Carts.</p> <p>Available Reports – Property Reports available to agents and how to make them a Favorite.</p> <p>Property Report Customization (Field Swapping) – how agents can SIMPLY customize property reports to give clients the data they need for property transaction(s).</p> <p>Preference – How to setup the Search Results functionality just demonstrated.</p>

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