

**Virginia Association of REALTORS®**  
**Get Active: VAR's Legislative Advocacy Conference**  
**Tentative Agenda as of 1/10/12**  
**February 14-16, 2012**

**Tuesday, February 14, 2012**

8:00 a.m. - 5:00 p.m.

**Registration**

8:30 a.m. – 10:00 a.m.

**Synergy: Alternatives for Associations**

*Speaker: Jerry Matthews*

There are often compelling business reasons for Associations to consider joining forces with other Associations to create not just a larger entity, but also a more effective one for the members. The challenges of the recession have forced Associations to craft new ways to do business, not for just economic reasons. This presentation focuses on different structures, options, and methods to combine strengths of separate Associations. Included are five issues, rarely addressed, that kill unification efforts. Developed from actual events, the presentation covers emerging concepts in this changed environment, and includes recent examples.

9:30 a.m. - 12:30 p.m.

**3-hour Mandatory Agency Course**

*Speaker: Michael Lafayette*

*Note: This approved mandatory course is required for licenses renewing after July 1, 2012. If your license renews prior to July 1, 2012, you should wait until you renew to take this course.*

10:00 a.m. - 11:30 a.m.

**Property Managers Council**

10:00 a.m. - 11:30 a.m.

**Time to Sign – Why, When, and How to Sign the Buyer Agreement**

*Speaker: Donna Austin, ABR, ABRM, GRI, SRES*

*Pending 1 Hour Real Estate Agency.*

10:00 a.m. - 12:00 p.m.

- **Information Management Committee**
- **Risk Management Committee**
- **Professional Development Committee**
- **Joint Public Policy Committee /Bill Review Subcommittee**

10:30 a.m. - 12:00 p.m.

**Commercial Council**

12:00 p.m. - 2:00 p.m.

**AE Council**

12:30 p.m. – 4:30 p.m.

**Media & Spokesperson Training (ticketed)**

*Speaker: Ron Phipps, 2011 NAR President*

This course is hands-on skills training to teach you how to be a spokesperson for your association. What better teacher than the immediate Past President of NAR who has spent the last year speaking to the press and talking about REALTOR® issues. *(Limited space available so sign up early)*

2:00 p.m. - 3:30 p.m.

- **Virginia Manager's Council**
- **Appraisal Alliance**

**Tuesday, February 14, 2012 (cont.)**

2:00 p.m. - 3:30 p.m.

**Time to Sign – Why, When, and How to Sign the Buyer Agreement** (Repeat of 10:00 a.m. Session)

*Speaker: Donna Austin, ABR, ABRM, GRI, SRES*

2:00 p.m. - 4:15 p.m.

**VAR Board of Directors**

2:00 p.m. - 5:00 p.m.

**3-hour Mandatory Agency Course**

*Speaker: Michael Lafayette*

*Same as for 9:30 Session.*

3:45 p.m. – 5:45 p.m.

**WCR Chapter**

4:00 p.m. - 5:00 p.m.

**Virginia Managers Council – Broker Education**

Picture this: Your real estate office in 2012. There's a knock at your door...2 men dressed in suits flash their badges....One says FBI; the other HUD. They ask for the Managing Broker! As the Broker, what is going through your mind? What happens next? Join FBI Special Agent Dave Swanson and HUD Special Agent Rob Hladik as they share first-hand stories of their real estate fraud investigations. Learn how to spot the signs in your own companies -- before there's a knock at your door.

4:00 p.m. - 5:30 p.m.

**Relocation Council**

4:30 p.m. - 5:30 p.m.

**VLA Alumni**

4:30 p.m. - 6:00 p.m.

**VAR Past President's Forum**

4:45 p.m. - 6:00 p.m.

**VREEF Trustees**

6:00 p.m. - 7:45 p.m.

**Hall of Fame/Awards Reception**

**Wednesday, February 15, 2012**

7:30 a.m.-5:00 p.m. - **Registration**

8:30 a.m. - 9:30 a.m.

**Legislative Briefing at the Omni**

9:30 a.m. - 11:30 a.m.

**One-on-One Hill Visits**

12:00p.m. - 2:00 p.m.

**RPAC/Day on the Hill Lunch (Ticketed)**

*Guest Speaker: David Stevens,*

*President & CEO of Mortgage Bankers Association*

2:15p.m. - 2:45 p.m.

**Regional Housing Trends Caucuses**

3:00 p.m. - 5:00 p.m.

**Housing Policy Forum**

5:00 p.m. - 6:00 p.m.

**NAR Directors**

6:00 p.m. - 8:00 p.m.

**Legislative Reception at the Jefferson**

*(Schedule as of 1/10/12)*

**Thursday, February 16, 2012**

7:15 a.m. - 5:00 p.m.

**Registration**

8:00 a.m. - 9:30 a.m.

**FPC Training**

9:15 a.m. - 10:30 a.m.

**Local Presidents Forum**

9:15 a.m. - 10:30 a.m.

**Local Presidents Elect Forum**

9:15 a.m. - 10:30 a.m.

**Local Treasurers Forum**

9:15 a.m. - 10:30 a.m.

**CRS Chapter**

9:15 a.m. - 10:45 a.m.

**RPAC Trustees**

11:00 a.m. - 11:30 a.m.

**BOD/Delegate Social**

11:30 a.m. - 1:15 p.m.

**Delegate Body Meeting**