

Individual Sessions:
\$17⁵⁰ each

2007 REALTORS® Conference Audio Recordings

#217- Tuesday, November 13

- 001 Real Estate! It's Not About You.....Lerch, Jr.
- 002 Marketing Without Money.....Ryan
- 003 Equal Opportunity Cultural Diversity Forum.....Mathur
- 004 The Socratic Method Of Building Rapport.....Emory
- 005 Creating A Presence Of Value.....Flint
- 006 Develop Successful Land/Commercial Techniques.....Rickard
- 007 Strategies For Selling The 4 Different Personality Types.....Abramson
- 008 Advanced Selling In Any Market.....Roberts
- 009 How To Work The Conference To Build Referrals.....RoAne
- 010 Negotiating: What's Mine Is Mine, What's Yours Is Negotiable.....Hamilton
- 011 Evolving Your Company In A Changing World.....Chris
- 012 Understanding Your Online Competition.....Luther
- 013 Economic Issues & Residential RE Trends Forum.....Yun; Tuccillo
- 014 Marketing Forum: Multicultural/Multigenerational Marketing.....Panel
- 015 Member Information Services Forum: REO Foreclosures.....Mears
- 016 Teach 'Em To Fish: Creating Self-Sufficient Agents.....Herder; Hobbs
- 017 Agent Is The Job Title; Sales Is The Position.....Jaffee
- 018 Smart Real Estate Professionals Finish Rich.....Bach
- 019 Stop Working For Free...Get Hired.....Pendley
- 020 Positioning Yourself As The Marketplace Expert.....Zeller
- 021 Combating Mortgage And Valuation Fraud.....Dollar; Gregoire
- 022 Creating Value In The Client's Eyes.....Zide
- 023 Land Use, Property Rights and Environment Forum.....Mulroy
- 024 Grow Your Business Using The Team Concept.....Crockett-Willis
- 025 Unlock Your Potential: A Foundation For Success.....Madison
- 026 Real Estate Services Forum: AFBA's.....Schulman; Toll
- 027 Keeping Tabs On Who's Who For You.....Zaby
- 028 VoIP - Inexpensive Telephone Systems.....Miller; Brundage
- 029 Success In The New Normal.....Brinton & panel
- 030 Absorption Rate Pricing.....Monroe
- 031 Building Relationships, Not Just Contacts.....Beardsley
- 032 Ten Steps To Success In A Softer Market.....Meyer
- 033 FSBOs: Thinking Outside The Box.....Marovich
- 034 International Forum.....Segrest; McBride
- 035 Economic Issues & Commercial RE Business Trends Forum.....Yun
- 036 The Power Broker Perspective—Female Point Of View....Featherston
- 037 Risk Management & License Law Forum.....Kutschbach
- 038 Auction Forum Auction Strategies.....Courtney & panel
- 039 The Real Estate Professional's Role In Expatriate Relocation.....Smith
- 040 Go Beyond Limits - Be A Winner.....Boyle
- 041 International Business Factors Affecting Your Local Market.....Macaluso
- 042 2007 Don'ts and Do's of Real Estate Marketing.....Dalton
- 043 1031 Exchanges: Issues And Best Practices.....Helmick
- 044 Show Me The Money.....Carroll
- 045 Win Over The Wealthy With Lifestyle Marketing.....Moore-Moore
- 046 Thirteen Proven Strategies To Win In This Market.....Beson
- 047 Regulatory Issues Forum.....Panel
- 048 Unlock The Power Of Digital Cameras And PDAs.....Pigman
- 049 Understanding The Power Of Working Together.....Flint
- 050 How To Hire A Multi-Generational Sales Team.....Abramson

Wednesday, November 14

- 052 How To Become A Champion Objection Handler.....Zeller
- 053 REALTOR.com® - What Comes Next!.....Samuelson
- 054 Marketing 2.0: Technology Driven Results.....McKeever
- 055 Leads Are Leads, If They Lead To Clients.....Sanford
- 056 Demystifying Commercial: Due Diligence.....Eshenbaugh
- 057 Skills and Tools for Putting On A Homebuying Seminar.....Templeman;

West

- 058 Brokers: No Limits To Your Liability.....Madison
- 059 Stay On Top Tomorrow With Today's Top Trends.....Ross
- 060 Home Staging - The Winning Way To Sell Real Estate.....Schwarz
- 061 How To Never Become Obsolete.....Russer
- 062 Housing Opportunities Workshop.....Panel
- 063 Get In The Zone: Protect Your Land Transactions.....Grant
- 064 What Can Windows Vista Do For Your Business?.....Seif
- 065 360 Degree Marketing Integration For Your Business.....Rouda
- 066 The #1 Secret To Sales Success.....Davis
- 067 The 10 Step PROgram: Exclusively By Referral, Part 1.....Hatch
- 068 Understanding Consumer Credit.....Ritchie
- 069 Back to Basics In Buyer Agency.....Hamilton
- 070 Demystifying Commercial: Appraisal Issues.....Kearney

- 071 Resort and Second Home Forum.....Wally; Geerling
- 072 No Limits!.....Flint
- 073 The Reality Of Real Estate.....d'Ancona
- 074 Guaranteed Service = Guaranteed Success.....Hobbs; Herder
- 075 Discovering Your Memory Power.....Seip
- 076 Go Green To Enhance The Business Bottom Line....Canonic; Gingras
- 077 Homes vs. Wildfires; The Battle.....Bailey
- 078 Seller Counseling.....Carroll
- 079 Demystifying Commercial: Compensation.....Schenk
- 080 Staying Focused and Motivated in A Shifting Market.....Watson
- 081 Creative Effective Pre-Listing Packages.....Crockett-Willis
- 082 What's New At Top Producer?.....McDonald
- 083 Luxury Home Market Experts Share Their Secrets.....Moore-Moore
- 084 New Home Sales Trends & Strategies.....Walsh
- 085 Prospering In A Changing Market.....Knox
- 086 Secrets Of Selling To Multicultural Clients.....Lee
- 087 RESPA Realities: RESPA Enforcement, Don't Be A Target.....Schulman
- 088 Feng Shui Secrets For The Top Producer.....Ziegler
- 089 The Underutilized Mortgage Option: Credit Unions.....Dorsa
- 090 Business Technology & Information Systems Forum.....Panel
- 091 Regroup, Restart, Reenergize.....RoAne

Thursday, November 15

- 092 Business Broker Intermediary As A Real Estate Professional....Caputo
- 093 Inside The Threat - Hacking Demonstrated.....McMillan
- 094 Profiting From International Sales & International Buyers.....Knight
- 095 The Anatomy Of Negotiations: It's Dollars And \$ense.....Bush
- 096 New Demographics: Who's Buying Now.....Martinez Myers
- 097 RE Companies: Cash Cows, Shooting Stars, Dogs.....Wong; Cocks
- 098 All In...No Limit Hold 'Em.....Workman
- 099 Stop It! The Ego Marketing Mania.....Rossi
- 100 How To Stay Out Of Court.....Nichols
- 101 Access Your Collaborative Advantage.....Rigsbee
- 102 Life In The 6D's.....Frascona
- 103 Plenty Of Room For The Boutique.....Lerch, Jr.
- 104 The 10 Step PROgram: Exclusively By Referral, Part 2.....Hatch
- 105 Black Belt Negotiating.....Lee
- 106 New Leadership For Challenging Times.....Cross
- 107 Don't Gamble With Your Marketing.....Pigman
- 108 Structuring Your Listing Presentation.....Knox
- 109 The Business Benefits Of Green Building.....Shelton
- 110 Generational Leadership: Engaging Newest REALTORS®.....Ansbach
- 111 More Transactions At A Higher Value And A Balanced Life.....Scott
- 112 Transparent Authentication: Benefits And Data Sharing.....McKeever
- 113 New Standards Of Performance.....Chorew
- 114 Exactly How To Create Clients For Life.....Beson
- 115 Property Management Insights: Australian Perspective.....Blayne;

Dunpey

- 116 Get Your Listings Sold Before They Get Old.....Meyer
- 117 The 4 Measurements of Real Estate Investments.....Still
- 118 Building Bridges To Today's Hispanic Market.....Santelises
- 119 Playing With The Big Boys & Girls In Real Estate.....Pestrak
- 120 Profits, Fun And Leadership Skills For Your Company.....O'Connor
- 121 From First Assistant To 300+ Transactions Team.....Levin
- 122 Managers On A Mission.....Schout
- 123 Targeted, Tailored, and Timely Tools For Tougher Times.....Sanford
- 124 Winning The Name Game.....Seip
- 125 Is Your Image Undermining Your Success?.....Burge

Friday, November 16

- 126 The 5 Principles To Creating A Powerful Office.....Davis
- 127 Essential Elements & Current Strategies For 1031 Exchanges.....Panel
- 128 More Marketing, Now More Than Ever.....Pigman
- 129 API's, RETS And Mashups.....McKeever
- 130 Extraordinary Success With Buyers In Challenging Markets.....Levin
- 131 Connecting With Your Clients: What's Your Likeability Quotient?.....Panel
- 132 Use Your Head...For A Change.....Hatch
- 133 Agents Gone Wild: Don't Try This At Home.....Madison
- 134 Trust Listings From Your Customer Appreciation Event.....Petrusma
- 135 Creating a RETS Powered Broker Website.....Tillman
- 136 Management Choices: Are You Proactive Or Reactive?.....Murray
- 137 Deal Or No Deal: Winning The Negotiating Game.....Meyer
- 138 Keys To Consistent Business Trends - Even In Weak Markets.....Corcoran
- 139 Don't Call Them Wealthy.....Ross

(Session listing subject to change)