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Conference & Expo  
November 7-10, 2008  
Orlando, FL

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# 2008 REALTORS® Conference Audio Recordings

## Friday, November 7

- 006 Economic Issues & Residential RE Business Trends Forum....*Yun; Swanepoel*
- 007 Global Climate Change: Land Use...Forum.....*Panel*
- 008 Using Real World Data to Realign Compensation Plans.....*Cocks; Wong*
- 009 Marketing Survival Guide.....*Pigman*
- 010 Your World One Click Away: Member Services Forum.....*Panel*
- 011 When You Care, They Know!.....*Flint*
- 012 Schools and Housing Choices: Equal Opportunity Forum.....*Panel*
- 013 Staging Communication & Techniques: Turn Listings into Sales!.....*Webb*
- 014 Looking Back to the Future.....*Corcoran*
- 015 Appraisal Challenges: Declining Markets and Sales Concessions...*Ratterman*
- 016 You-Nique Marketing: Podcasting.....*Grimes*
- 017 Enjoy REAL Prosperity - Mastering the Art of Negotiations.....*Boyle*
- 018 Internet Security.....*Garner; McMillan*
- 019 Adapting, Succeeding and Dominating in Transitioning Markets.....*Levin*
- 020 Build a New Kind of Wealth - Social Capital.....*Bjorseth*
- 021 RESPA Reform: Real Estate Services Forum.....*Schulman; Canfield*
- 022 Strength with Sellers in a Challenging Market.....*Bode*
- 023 The Dirty Dozen: 12 Career Sabotaging Mistakes.....*Meyer*
- 024 Economic Issues & Commercial Real Estate Business Trends Forum....*Yun*
- 025 New Home Sales Strategies and Opportunities for 2009.....*Walsh*
- 026 International Business Tools: International Forum.....*Tuccillo & Panel*
- 027 Creating Opportunity for Real Estate: Auction Forum.....*Panel*
- 028 The Power Broker Perspective.....*Featherston*
- 029 Driving REAL Business with Blogs.....*Luther*
- 030 Earn Their Business...Every Market, Every Client.....*Crockett*
- 032 Data to Syndicators.....*McKeever*
- 033 Creating Buyer Urgency.....*Dunsten*
- 034 Automating Form Selection Provides Enhanced Risk Mitigation...*Sharfman*
- 035 Exploring Opportunities with 1031 Exchanges.....*Stone; Mangham*
- 036 Negotiating Secrets for Top Performing Agents.....*Turcotte*
- 037 Increase Your Profits with Global Referrals.....*Boza Valledor*
- 038 Building and Managing a Network of Networks.....*Chris*
- 039 Alternative Energy.....*DeLacey & Panel*

## Saturday, November 8

- 040 How to Successfully Work with International Buyers.....*Wyant*
- 041 How to Value Income Properties and Land.....*Osborne*
- 042 Long-Term Outlook for Commercial Real Estate Investing.....*Dotzour*
- 043 No Excuse Management.....*Flint*
- 044 Digitally Expose Yourself.....*Smith; Terra*
- 045 Becoming RE Professional of Choice...Effective Personal Promotio...*Hatch*
- 046 How Top Real Estate Agents Tackle Tough Times.....*Keller*
- 047 Removing the Long Pain from Short Sales.....*Sanford*
- 048 How to Sell 100 More Homes in a Year.....*Goldwasser*
- 049 Commercial RE Investing: Optimizing Today's Market....*Stone; Mangham*
- 050 Find, Meet, Marry.....*Blayney*
- 051 Freddie Mac's Mortgage Fraud Survival Session.....*Brawley*
- 052 Making Green Building Work for You and Your Clients.....*Morris*
- 053 REALTOR.com® Offers Revolutionary New Innovations.....*Samuelson*
- 054 Ramp Up Your Success: Marketing Forum.....*T. Murphy*
- 055 Voice Over Internet Protocol: Recognizing the Opportunities.....*Miller*
- 056 Avoiding Potholes & Other Rookie Road Hazards.....*Hwang*
- 057 All-Star Resort Panel: Resort Forum.....*Panel*
- 058 How To Double Your Agents' Productivity.....*Davis*
- 059 It's a Sales World After All.....*Jaffee*
- 060 Selling in Today's Market.....*Panel*
- 061 Prospering in a Changing Market.....*Knox*
- 062 Making the Shift from Top Producer to Successful Broker.....*Corcoran*
- 063 Central American Real Estate Boom: Why, Where & How.....*Sabbagh*
- 064 Low-to-No Cost Marketing.....*Zaby*
- 065 A Residential Agent's Transition to Commercial Brokerage.....*D. Murphy*
- 066 Building a Business for Life.....*Monroe*
- 067 Tenancy in Common: Your Roadmap to Success.....*Mosca*
- 068 RETS: Impact of MLS Rule Change.....*Tillman*
- 069 BAK2BASX: Make Your Business Climb in 2009.....*Ross*
- 070 Understanding RE in Real Time: Business Technology Forum.....*Panel*
- 071 Risk Reducing Tips: Office Policy Considerations.....*Carroll*
- 072 Metaphorically Speaking – To Sell, Persuade, and Explain.....*Bush*
- 073 Discovering Your Memory Power.....*Seip*
- 074 Tips for Targeting the Luxury Home Market.....*Moore-Moore*

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## Sunday, November 9

- 075 Seller Counseling Session.....*Carroll*
- 076 Give Your Sales Meetings An Extreme Makeover.....*Mayfield*
- 077 Pitfalls & Possibilities: Presenting and Negotiating Contracts.....*Madison*
- 078 The Accidental Property Manager: Property Management Forum...*Panel*
- 079 The Smart Salesperson's Financial Survival Guide.....*Hwang*
- 080 Instinct-Driven Success.....*McIntyre*
- 081 The 4 Measurements of Real Estate Investments.....*Still*
- 082 America and the Foreign Buyer.....*Yun*
- 083 Discover the Power of Self-Motivation.....*Meyer*
- 084 How to Thrive in Today's Changing Market.....*Brinton*
- 085 Leading Your Agents to the Next Level.....*Workman*
- 086 REALTOR.com Best Practices@.....*Pigman*
- 087 Turning NAR Statistics Into Success!.....*Barnabei; Doyle*
- 088 Friendly Persuasion ... Getting Past NO!.....*Hatch*
- 089 Effectively Serving the Asian Pacific American Housing Markets....*Wong*
- 090 Using Social Media to Engage Clients.....*Luther*
- 091 HEMP: The Highly Effective Marketing Plan.....*Knight*
- 092 Making the Shift from Good to Great.....*Rushton*
- 093 How to Become an Expert Witness.....*Marovich*
- 094 Leadership Luncheon.....*Krause*
- 095 The Perfect Storm for Commercial Investment Real Estate.....*Hatlestad*
- 096 Profiting in the Luxury Home Market.....*Moore-Moore*
- 097 Short Sale Solutions: For Real Estate Agents.....*Spickes*
- 098 Beyond Survival in a Changing Marketplace.....*Zeller*
- 099 Stop The Wheel Spinning: Get Buyers to Buy NOW.....*Davis*
- 100 Quick Updates for a Quicker Sale.....*Fore*
- 101 Building a Thriving Property Management Business.....*Blayney*
- 102 Creating and Developing In-House Training and Coaching Programs...*Levin*
- 103 Achieving the Seller's Goal Might Mean a Lower Price.....*Sanford*
- 104 Life in the "6D's".....*Frascona*
- 105 Look, Clients! I'm on TV!.....*Panel*
- 106 Interview Techniques: Finding Agents who Breathe Success.....*Ades*
- 107 Commercial Investment Analysis - More Than Just Numbers.....*Freyder*
- 108 Get P.A.I.D for Objections.....*Knox*
- 109 The Revolutionary CMA.....*Madison; Rouso*
- 110 Pricing Strategies for the 21st Century.....*Leavenworth*
- 111 Jumpstart Your Business: Turnaround Results in 90 Days.....*Beson*
- 112 Everywhere is My Office.....*Betts*
- 113 Winning the Name Game.....*Seip*

## Monday, November 10

- 114 Shift Happens: Adapting to the Needs of Today's Consumers.....*Carroll*
- 115 Technology Survival Guide.....*Pigman*
- 116 Services You Can Use in Your Business.....*Garner*
- 117 Strategies to Get Hired by the Expired.....*Meyer*
- 118 USNZYLZ: 12 Trends to Take Your Business to the Top in 2009.....*Ross*
- 119 Shown By Appointment Only: How to List Buyers.....*Johnson*
- 120 Successful Selling of Buyers in Tough Times and Tough Markets....*Zeller*
- 121 How To Present Price & Get Your Listings Sold In Today's Market....*Davis*

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- 090 Business Technology & Information Systems Forum.....*Panel*
- 116 Get Your Listings Sold Before They Get Old.....*Meyer*
- 137 Deal Or No Deal: Winning the Negotiating Game.....*Meyer*

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