

2009 REALTORS® Conference Audio Recordings

PRICING:

Individual CDs/MP3s: \$17.95 each

Friday, November 13

- 001 Economic Issues & Residential RE Business Trends Forum... *Yun and Panel*
- 002 Real Estate Marketing in 2010 & Beyond..... *Pigman*
- 003 Digitally Expose Yourself..... *Terra*
- 004 Price It Right..... *Davis*
- 005 Generating Leads for Commercial Real Estate Transactions..... *Droubay*
- 006 Capturing Listings!..... *Cashion*
- 007 He Said, She Said: Bridging The Gender Communication Gap... *Hamilton*
- 008 Sell Twice As Much In Half The Time..... *Ryan*
- 009 Times Are A-Changin'...Are You Able, Willing, and Ready? Part 1.... *Hatch*
- 010 Transitioning From Residential to Commercial Real Estate..... *Murphy*
- 011 The Future of the MLS..... *Wurzer and Panel*
- 012 The Latest on Appraising Green Residential Properties.... *Porter and Panel*
- 013 It's Not Easy Being Green...Or Is it?..... *Given*
- 014 Agent Survival Tips for a Tough Market..... *Hwang*
- 015 Treating Your Business Like A Business..... *Flint*
- 016 Discovering Your Memory Power..... *Seip*
- 017 Introduction to Social Media..... *Wilcox and Panel*
- 018 Luxury Agents Reveal Surviving & Thriving Secrets... *Moore-Moore and Panel*
- 019 Condos, Association Reserves & Mgmt Companies.... *Griswold and Panel*
- 020 Building Profitable Intercultural Relationships..... *Sinunu; Sinnery*
- 021 Economic Issues & Commercial RE Business Trends Forum.... *Yun and Panel*
- 022 Generational Marketing and Negotiating..... *Multhauf and Panel*
- 023 RISMedia's Power Broker Perspective..... *Featherston and Panel*
- 025 Creating a "Winning" Managed Transaction..... *Hagerty*
- 027 How to Avoid, Survive and End Sales Slumps..... *Meyer*
- 028 Working with an Auction Firm to Improve Your Bottom Line.... *Wells; Sheridan*
- 029 Seven Changes Managers Must Make..... *Knox*
- 031 8 Effortless Tips For Tackling Rental Property Mgmt..... *Dizmans; Hickok*
- 032 Real Estate Road Warrior..... *King*
- 033 What Is Your REO IQ?..... *Gaerlan*
- 034 Convert Online Prospects With Email and Web Scripts..... *Russer*
- 035 Drown, Tread Water or Swim..... *Bird*
- 036 Becoming the CEO of your Real Estate Company..... *Corcoran*
- 037 Staging to Sell Makes "Cents" Even in Down Markets..... *Schwarz*
- 038 Commercial Real Estate: Restoring the Trust..... *McCoy*

Saturday, November 14

- 039 Agent 2.0: Efficient, Informed & Empowered..... *Turner and Panel*
- 040 Don't Be Caught By Surprise: Perception or Reality?..... *Stone; Mangham*
- 041 Maintaining Control of Your Business..... *Berg*
- 042 Really Good News in Really Bad Times..... *Casey*
- 043 Distressed Sales: Potential Pitfalls and Opportunities.... *Hwang and Panel*
- 045 7 Steps to Success in Any Market..... *Carte*
- 046 Measuring Up with Laser Measuring Devices..... *Alexander*
- 047 Confessions of a Luxury Real Estate Specialist..... *Cotton, Jr.*
- 048 State of the Real Estate Industry: RE Services Forum... *Rouda, Jr. and Panel*
- 049 How the Global Economy Affects Your Local Market: Int'l Forum... *Brewbaker*
- 050 How to Survive Any Market Shift: Professional Dev Forum..... *Shaw*
- 051 Times Are A-Changin'...Are You Able, Willing, and Ready? Part 2.... *Hatch*
- 052 Bouncing Back!..... *Flint*
- 053 Expanding Commercial RE Investment Opportunities.... *Mosca and Panel*
- 054 Real Estate, the Next Generation..... *Ferrara*
- 055 Smart Real Estate Professionals Manage Market Challenges... *Bach; Buffini*
- 056 The Secrets to Motivating Your Agents..... *Davis*
- 057 Mobile Technology Guide For 2010..... *Pigman*
- 058 Top Technology Ideas for Today's Real Estate Broker..... *Mayfield*
- 059 Survive, Thrive and Prosper in Any Market..... *Beson*

Saturday, November 14 (Continued)

- 060 Building a Boomerang Business: Clients For Life..... *Hamilton*
- 061 Thriving in a Multi-Generational Marketplace: Marketing Forum... *Ansbach*
- 062 Silver Bullet Solutions for Today's Market..... *Selvaggio*
- 063 Write It Right..... *Doudera*
- 064 RETS: Its Impact, Your Data..... *Bybee and Panel*
- 065 30 Leadership Success Skills for Broker Owners..... *O'Connor*
- 066 Profitably Managing Rental Properties..... *Griswold*
- 067 Business Technology & Information Systems Forum.... *Stephens and Panel*
- 068 Listing Property in a List-less Market..... *Sanford*
- 069 Mastering Real Estate Financing in a Shifting Market..... *Lemons*
- 070 Staying Up in a Down Market..... *Featherston and Panel*
- 071 Bringing Value to Your Client Through Lease Negotiations..... *Muhlebach*
- 072 Marketing Your Properties to the World..... *Boza-Valledor*
- 073 Dirt and Dollars..... *Hatfield and Panel*
- 074 Creating and Managing Your Online Persona..... *Ross and Panel*
- 075 Winning the Name Game..... *Seip*
- 076 How to Green your MLS, Association and Office..... *Hart; Pontius*

Sunday, November 15

- 077 The 7 Principles of Persuasive Marketing..... *Knight*
- 078 Next Generation Brokerage: Attracting Future Talent..... *Chris; Forsythe*
- 079 Using Investment & Lease Analysis To Sell or Lease Properties.... *Osborne*
- 080 Shift Happens: Adapting to the Needs of Today's Consumers..... *Carroll*
- 081 Property Management & Housing Opportunity Forum: Foreclosures... *Panel*
- 082 Effective Use of Social Media to Close More Deals..... *Parker; Porter*
- 083 Another View: Short Sales From the Buyer's Perspective..... *Madison*
- 084 Taking Your Personal Production to New Levels of Excellence... *O'Connor*
- 085 Leadership in the Current Real Estate Environment..... *Harney*
- 086 VoIP: Can You Hear Me Now?..... *Degenhardt*
- 087 RE Professionals and Energy Raters: The New Partnership... *Carlson and Panel*
- 088 Leveraging Your REALTOR.com® & Top Producer® Marketing Systems.... *Pigman*
- 089 Breakthrough Ideas to Re-Energize Your Luxury Business.... *Moore-Moore*
- 090 Business Impacts of Identity Theft and Security Breaches.... *McMillan and Panel*
- 091 Turning NAR Statistics Into Success..... *Barnabei; Elder*
- 092 Customer Retention: Maximizing Assets..... *Mosca and Panel*
- 093 Strategies and Systems for Solving Slower Sales..... *Sanford and Panel*
- 094 Overcoming the Toughest Pricing Resistance..... *Knox*
- 095 Going Beyond Listing Data..... *Hahn and Panel*
- 096 Cost Segregation: Improving Cash Flow/Deferring Taxes..... *White*
- 097 The Hook of E-Motion..... *Rossi*
- 098 7 Key Marketing Strategies to Attract International Customers... *Grunbaum*
- 099 Pitfalls & Possibilities: Presenting and Negotiating Contracts..... *Madison*
- 100 RESPA Update: Top 10 GFE and HUD-1 Questions..... *Schulman*
- 103 Turning Homeowners Into Investors: Earn More Commissions Now... *Swire*
- 104 Feng Shui Staging to Move Challenging Listings..... *Ziegler*
- 105 Generational Transitions: Family Business Strategies & Tools... *DiVito Parle*
- 106 Business Unusual - Show Me the Money..... *Carroll*
- 107 Expanding Your Sphere Of Influence: Real World Networking... *Turner and Panel*
- 108 Leverage Your Time And Grow Your Business..... *Ames*
- 109 Transparency and Reputation Marketing..... *Romito*

Monday, November 16

- 110 Lease Options, Land Contracts, Wraps and Bankruptcy: Plan B.... *Frascona*
- 111 Leveraging Technology For Luxury Home Marketing..... *Wheeler*
- 112 Understanding the Internet Buyer in an Evolving Market..... *Rascoff*
- 113 Defining the Social Me..... *Luther*
- 114 Green Gnome for a Day: Marketing Workshop..... *Lamia*
- 115 Put It Local--Take It Global..... *Ross*
- 116 The Why and How of Selling to Generation Y..... *Vernon*
- 117 Achieve Your Goals & Realize Your Dreams..... *Meyer*
- 118 An Hour with the FHA Commissioner..... *David Stevens*

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