NATIONAL ASSOCIATION OF REALTORS®
REALTOR® *The Voice for Real Estate®*

2005 AE Institute
Session Recordings

audio CDs

Beyond Borders

Harness the Power of Opportunity
March 11-15, 2005 · Vancouver, British Columbia

Entire Conference on MP3!

All available sessions are available on MP3 CD-ROM. Share audio files with your entire office on your network fileserver. Download sessions to your portable MP3 player.

The Program:

#225-

Staff Specialists Programming

- ❑ 01 **Conducting and Promoting Education Programs** ..... *Tim Lockwood*
- ❑ 02 **Level the Playing Field—Introducing New Core MLS Services** *Brian Larson & Panel*
- ❑ 03 **Hot Topics for Changing Times** ..... *Ann Hale Bailey*

General Session

- ❑ 04 **Legal Update** ..... *Laurie Janik; Bill Harrington*

AE Vets

- ❑ 05 **Retiring on Your Association Pension** ..... *Chris Bird*
- ❑ 06 **They're Getting Bigger...Now What?** ..... *Jerry Matthews & Panel*
- ❑ 07 **The Difference Between a Rut and a Grave is Just a Couple of Feet** *Walt Frey*
- ❑ 08 **How to Fraud-Proof Your Association** ..... *Thomas Golden*
- ❑ 09 **What Color Are You?** ..... *Janice Parviainen*
- ❑ 10 **Preparing for the Fall—What Happens When the Bubble Bursts?** *Jerry Matthews*
- ❑ 11 **And You Think You're Good?!** ..... *Bill Malkasian; Terry McDermott*
- ❑ 12 **Cover Your Ass-ets—Employment Contracts** *Doug Hinderer; Laurie Janik*
- ❑ 13 **Organizational Identity Theft** ..... *Robert Siciliano*

Industry Issues and Trends

- ❑ 14 **Real Estate Confronts the Future** ..... *Stefan Swanepoel*
- ❑ 15 **What Do Service Standards Mean for Your Association?** *Anne Murray-Randolph; Larry Romito*
- ❑ 16 **Here's What Brokers Are Saying** ..... *Charles McKee & Panel*
- ❑ 17 **Here's Where AEs Can Assist** ..... *Bob Golden & Panel*
- ❑ 18 **Preparing for a Multicultural America** ..... *Alice Martin*
- ❑ 19 **Business Models and Their Impact on the Industry** *Ann Hale Bailey & Panel*
- ❑ 20 **MLS Content: Value, Ownership, Responsility, and Controls** *Ann Hale Bailey & Panel*
- ❑ 21 **NRDS and Managing Membership Data** ..... *Chris DeRosa*

Small But Mighty

- ❑ 22 **Some Years Are Longer than Others** ..... *Janet Mills*
- ❑ 23 **Are You a Club or an Association?** ..... *Andrea Bushnell & Panel*
- ❑ 24 **Association Self-Auditing Process, Part I** ..... *Robert Harris*
- ❑ 25 **Association Self-Auditing Process, Part II** ..... *Robert Harris*
- ❑ 26 **Community Outreach—But We Are the Community** *Melissa Hardy-Trevenna & Panel*
- ❑ 27 **Be Afraid, Be Very Afraid** *Laurie Janik; Ken Mackenzie; Jim Peters; Steven Szentesi*
- ❑ 28 **Tips and Tricks for Success** ..... *Lynn Madison*
- ❑ 29 **Peer to Peer—How to Survive and Thrive** ..... *Carol Shapiro & Panel*

Technology

- ❑ 30 **Another 60 Tech Tips** ..... *Dane Skirtech*
- ❑ 31 **Technology on a Shoestring** ..... *Dennis Gano; Carol Van Gorp*
- ❑ 32 **Technology: Tool or Tightrope? How to Offer What REALTORS® Want and Need** ..... *Stefan Swanepoel*
- ❑ 33 **Electronic Communications Strategies** ..... *Lori McPhee; Dave Phillips*
- ❑ 34 **Ctrl/Alt/Del Your Security Headaches** ..... *Saul Klein*
- ❑ 35 **What Can't I Do Now?** *Marc Lebowitz; Marcia Salkin; Quentin Whitwell*
- ❑ 36 **Whoever Has the Most Gadgets Wins** ..... *Dave Phillips; Terry Penza*

Ordering

❑ Package 1 #225-xc	**The WORKS** - Audio Package ☑ ***36 Sessions on CD*** ☑ ***only $8.19 per session!*** ☑ ***Custom Storage Binders***	**$295**
❑ Package 2 #225-xm	**The WORKS** - MP3 Package ☑ ***36 Sessions on 3 Convenient CDs*** ☑ ***User-friendly MP3 format; audio files ideal for computer listening, storage, sharing and burning individual CDs*** ☑ ***Custom Storage Binder***	**$195**
Individual CDs / MP3	(quantity) _____ @ $15 ea. **Buy 10, Get 2 Free!!**	$_____

Shipping

sub-total $_____

Shipping Options		$1-50 Subtotal	$51+ Subtotal
❑ **Domestic Ground** - USA & Canada	Ship by 3/22/05	**$6**	**$10**
❑ **Domestic EXPRESS!** - USA & Canada	Ship by 3/18/05	**$25**	**$35**
❑ **International** - outside USA & Can. 10-14 days			**$35**

Shipping Total: $_____

Payment

grand total $

☐ Check #_____ ☐ Cash _____ ☐ C.O.D. (Add $10 - US only)
Checks payable to Playback Now in U.S. Funds drawn from a U.S. Bank
Credit Card # ☐ Visa ☐ Mastercard ☐ American Express ☐ Discover

Exp. Date _____ Cardholder Signature _____

Ship to (Attach business card here)

Company _____
Print Name _____
Address Line 1 _____
Address Line 2 _____
City _____ **State** _____ **Zip** _____
Daytime Phone # _____ **Fax #** _____
E-Mail Address _____

Playback Now
Your Media Store for the Best in Conference Recordings
www.PlaybackNow.com

Toll Free:
800.241.7785
Fax: **770.447.0543**

3159 Campus Drive • Suite 500 • Norcross, GA 30071-1477

Ad Code 225-2i

All Prices are in U.S. Funds