

# 2006 NAR AE Institute audio recordings

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## MLS Specialists

- 01 **Information Security—What AES Need to Know**  
*Todd Costigan; Doug Eddy; Mac McMillan*
- 02 **Scraping or Traffic Direction: A Review of New Internet Players**  
*Todd Costigan; Mark Lesswing*

## Special Events

- 03 **Legal Update with Laurie Janik**  
*Laurie Janik*

## AE "Eye" Openers

- 04 **Entering the Matrix—Leveraging the Value of NAR's Designations and Certifications**  
*TBA*
- 05 **The "Ins and Outs" of NAR Dues Policies and Procedures**  
*Tricia Grace; John Pierpoint; Diane Ruggiero*
- 06 **NAR Public Affairs Tools You Can Use**  
*Stephen K. Cook; John G. Most*
- 07 **Simple Steps to Preparing Meeting Minutes**  
*Robert Harris*
- 08 **Podcasting: Take Your Association to the Next Level of Technology**  
*Jeff De Cagna*
- 09 **The Changing Housing Market**  
*David Lereah*
- 10 **Spot International Trends Affecting Your Market**  
*Henry J. DiGiacomo*
- 11 **Small is Beautiful: Powerful Websites on a Shoestring**  
*Lorelei Brown*
- 12 **Counseling Techniques for High Performance**  
*Doug Hinderer*

## Association Aces

- 13 **Implementing Your Vision, Part 1**  
*Roger Turcotte*
- 14 **A New Age Dawning**  
*Steve Murray*
- 15 **How to Retire and Enjoy Your "After Association" Life**  
*Pete Cornell; Michael Lentz*
- 16 **Implementing Your Vision, Part 2**  
*Roger Turcotte*
- 17 **From Good to Great**  
*Terry Watson*
- 18 **Leading Today's Age-Diverse REALTOR® Association**  
*John Ansbach*
- 19 **Power and Influence: How to Get It and How to Use It**  
*Steven Katz*
- 20 **Bless Me Father for I have Sinned—  
Turn Mistakes into Learning Opportunities**  
*Terry Penza*

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## Industry Wild Cards

- 21 **Real All About It—It's News to Me**  
*Jim Sherry & Panel*
- 22 **Flush or Bust—Surviving in a Thriving Real Estate Market**  
*Jerry Matthews; Anne Marie Howard*
- 23 **It's a Full House—Content, Spam and System Policies**  
*Peter Spicer; Garry Marsoubian; Dane Skirtech*
- 24 **Covering Your Assets—Copyright, Intellectual Property, Trademark**  
*Bonnie Drinkwater; Laurie Janik*
- 25 **Management by Transaction—Dealing from a New Shoe**  
*Josh Sharfman; Jonathan Hill*
- 26 **The Future Face of REALTOR® Associations and MLSs**  
*Ann Hale Bailey & Panel*
- 27 **Risky Business—Risk Management**  
*Jim Fabris & Panel*
- 28 **The Rules of Engagement: Eat, Drink, Play...but Be Careful**  
*Keith Holm; Bill Martin*
- 29 **How to Beat the Dealer—Political Advocacy**  
*Rick Miller*

## Jack of All Trades

- 30 **Add the "C" in CEO .....** *Robert Harris*
- 31 **Putting Your Best Foot Forward .....** *Margaret Fitch-Hauser*
- 32 **Association Legal Primer .....** *Greg McClelland*
- 33 **Microsoft Outlook Bootcamp .....** *Saul Klein*
- 34 **HR Issues for Small Associations .....** *Doug Hinderer*
- 35 **Association Financial Policies and Procedures, Part 1**  
*Ed McMillan*
- 36 **Association Financial Policies and Procedures, Part 2**  
*Ed McMillan*
- 37 **NAR, Politics, and Me ...** *Monty D. Newman; Henry Ray, Jr.*
- 38 **NRDS—What Do I Really Need to Know?**  
*Chris DeRosa*

## Leadership: Betting to Win

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*Mary Jane Pories*
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*Jeff De Cagna*
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*Richard Mendenhall*
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*Andrea Bushnell*
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*Ann Atkinson*
- 44 **Lion Taming: Working Successfully with Leaders, Bosses,  
and Other Tough Customers**  
*Steven Katz*
- 45 **This Is not Your Father's Association—  
A New Look at Governance Models**  
*Ann Atkinson*
- 46 **Overcoming the Five Dysfunctions of a Team**  
*Dave Phillips*

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Real Estate Confronts the Future · Business Models and Their Impact on the Industry ·  
What Happens When the Bubble Bursts? · Introducing New Core MLS Services ·  
Cover Your Ass-ets—Employment Contracts

