



# 2007 NAR AE Institute Audio Recordings

| 227- Session Title                                                                                | Presenter                                                        | Track                   |
|---------------------------------------------------------------------------------------------------|------------------------------------------------------------------|-------------------------|
| ☐ 227-01 Major Internet Sites and Their Plans for Real Estate                                     | Mark Lesswing; Justin D. McCarthy; Kristen Veraldi               | Staff Specialist        |
| ☐ 227-02 Information Security – What Responsibilities Do I Have?                                  | Keith Garner; Mac McMillan                                       | Staff Specialist        |
| ☐ 227-03 The “Ins and Outs” of NAR Dues Policies and Procedures                                   | Tricia Grace; John Pierpoint                                     | AE “Eye” Openers        |
| ☐ 227-04 Train Your Crew: Employee Retention                                                      | Doug Hinderer                                                    | AE “Eye” Openers        |
| ☐ 227-05 Keep the Pirates at Bay: Cyber Criminals and Your Network                                | Mac McMillan                                                     | AE “Eye” Openers        |
| ☐ 227-06 Celestial Navigations: Managing Your Stakeholders                                        | Mark Allen; Karen Gehle; Ann Guiberson; Matt Maire; Dale Stinton | Leadership              |
| ☐ 227-07 Avoid Running Aground: Disaster Planning and Recovery                                    | Christine Todd; Doug Hinderer; Jacquelyn Stanly; Sue Simpson     | Risk Management         |
| ☐ 227-08 Steer Clear of the Bermuda Triangle: Strategic Planning                                  | Gar Anderson; Moe Veissi                                         | Newer AEs/Staffs of One |
| ☐ 227-09 Dropping Anchor in a Sea of Government Affairs                                           | Mary Morrissey                                                   | Old Salts – Veteran AEs |
| ☐ 227-10 From Ensign to Captain: Becoming a Leader                                                | Adorna Carroll                                                   | Leadership              |
| ☐ 227-11 Be on the Lookout for Fraud                                                              | Ed McMillan                                                      | Risk Management         |
| ☐ 227-12 All Hands on Deck: Intergenerational Leadership                                          | Richard Mendenhall; Elizabeth Jane Mendenhall                    | Newer AEs/Staffs of One |
| ☐ 227-13 Converting Stow-Aways to Crew: Apathy Prevention                                         | John Ansbach                                                     | Old Salts – Veteran AEs |
| ☐ 227-14 Is NRDS Real Time?                                                                       | Chris DeRosa                                                     | AE “Eye” Openers        |
| ☐ 227-15 Inside the Huddle                                                                        | Reggie Rivers                                                    | AE “Eye” Openers        |
| ☐ 227-16 Buried Treasure: Gems on REALTOR.org                                                     | Pamela Geurds Kabati; Hilary Marsh                               | AE “Eye” Openers        |
| ☐ 227-17 Mapping the Commercial Culture                                                           | Mike Lipsey                                                      | Leadership              |
| ☐ 227-18 Don’t Walk the Plank: Risk Management for the 21st Century                               | Matt Farmer                                                      | Risk Management         |
| ☐ 227-19 The Conspiracy to Put You Out of Business                                                | Blanche Evans                                                    | Newer AEs/Staffs of One |
| ☐ 227-20 Catch the Pirates: The Many Faces of Fraud                                               | Ed McMillan                                                      | Old Salts – Veteran AEs |
| ☐ 227-21 Stop Me Before I’m Keel-Hauled: Getting It All Done in 24 Hours                          | Meagan Johnson                                                   | Leadership              |
| ☐ 227-22 The Ocean Wave: Overcoming Obstacles                                                     | Reggie Rivers                                                    | Newer AEs/Staffs of One |
| ☐ 227-23 Keep Your Ship on an Even Keel: Get a Life                                               | Trevor Perry                                                     | Old Salts – Veteran AEs |
| ☐ 227-24 From Guppies to Old Salts:<br>Leading Today’s Age-Diverse REALTOR® Association           | John Ansbach                                                     | Leadership              |
| ☐ 227-25 Man Overboard SOS: Antitrust                                                             | Matt Farmer                                                      | Risk Management         |
| ☐ 227-26 Scuffle on the Deck: Bullies at Work                                                     | Deborah Dubree                                                   | Newer AEs/Staffs of One |
| ☐ 227-27 Make a Shared GAD Work for You                                                           | Gerald Allen; Chip Ahlswede; Cindy Doll                          | AE “Eye” Openers        |
| ☐ 227-28 The Leadership Partnership: An Art and a Science                                         | Russell Salzman                                                  | AE “Eye” Openers        |
| ☐ 227-29 Merchants of Venice: How to Create<br>a Commercial Group at Your Residential Association | Carol Kairis                                                     | AE “Eye” Openers        |
| ☐ 227-30 What Color Are Your Sails? Diversity in the Workplace, Part I                            | Lee Mun Wah                                                      | Leadership              |
| ☐ 227-31 Smooth Sailing: Distress!                                                                | Steph DeWaegeener                                                | Old Salts – Veteran AEs |
| ☐ 227-32 What Color Are Your Sails? Diversity in the Work Place, Part II                          | Lee Mun Wah                                                      | Leadership              |
| ☐ 227-33 Traversing the Bermuda Triangle: A Risk Reduction Primer                                 | Laurie Janik                                                     | Risk Management         |
| ☐ 227-34 Plot Your Course: Planning Successful Meetings                                           | Colette Trohan                                                   | Newer AEs/Staffs of One |
| ☐ 227-35 Weathering the Storm: Working With the Media                                             | Peter L. Mosca                                                   | Old Salts – Veteran AEs |
| ☐ 227-36 Public or Private Websites? Sold or Active Data? These are the Questions                 | Bob Hale; Charles Melidosian                                     | Leadership              |
| ☐ 227-37 Navigating the Abyss: Complying with CAN-SPAM                                            | Myron Adams; Gregg Knopp; Mary Stark Hood                        | Risk Management         |
| ☐ 227-38 Don’t Bury Your Head in the Sand: Tap into NAR Research                                  | Zan Monroe                                                       | Newer AEs/Staffs of One |
| ☐ 227-39 A Ship’s Log: Knowledge Management                                                       | Cindy Farris                                                     | Old Salts – Veteran AEs |
| ☐ 227-40 Over the Border: To Tijuana and Back                                                     | Mark Allen; Janet Ruddick; Debbie Thomas                         | Leadership              |
| ☐ 227-41 Castoff: When It’s Time to Let Go of an Employee                                         | Doug Hinderer; Jonathan A. Siegel                                | Risk Management         |
| ☐ 227-42 Channel Markers of MLS: Interpreting MLS Data                                            | Ken Fears; Lawrence Yun                                          | Newer AEs/Staffs of One |
| ☐ 227-43 What Is on the Horizon? Technology Trends                                                | Saul Klein                                                       | Old Salts – Veteran AEs |
| ☐ 227-44 Legal Update with Laurie Janik                                                           | Laurie Janik                                                     | Special Events          |

## 2007 NAR AE Institute Top Twelve Package

**Sessions Include:** Information Security—What AES Need to Know • The Ins and Outs of NAR Dues Policies and Procedures • Simple Steps to Preparing Meeting Minutes • A New Age Dawning • From Good to Great • Leading Today’s Age-Diverse REALTOR® Association • Power and Influence: How to Get It and How to Use It • Read All About It—It’s News to Me • Covering Your Assets—Copyright, Intellectual Property, Trademark • The Future Face of REALTOR® Associations and MLSs • Add the “C” in CEO • Leaders Must Lead

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