

Individual Sessions
MP3/iPod Audio or CDs
\$19.⁹⁵ each

2009 Triple Play Recordings

269- Tuesday, December 8

- 01 (T) Staying on Track and In Compliance with Your Clients and Customers..... Amy Chorew
- 02 (P) The Power of You..... Andrew Wooten
- 03 (L) RESPA: The New HUD-1 and GFE..... Brett Woodburn
- 04 (L) New Financing Realities for a New Market Chandra Hall
- 05 (C) Trends in Green Building Joe Scarpa
- 06 (T) Real Estate Marketing in 2010..... Max Pigman
- 07 (L) Crossing State Lines and Keeping It Legal (NJ &PA) Melanie McLane and Joe Marovich
- 08 (A) Documenting Your Way Out Of Liability Issues .Michelle Bradley
- 09 (P) Secrets of Instant Rapport Jerry Rossi
- 10 (L) How to Negotiate a Short Sale John D. Rothamel, Esq.
- 11 (B) Motivating and Retaining Your Best Agents..... Roger Turcotte
- 12 (P) Ethics, Energy, and Efficacious Behavior..... Jerry Rossi
- 13 (T) 60 in 60 Linda Davis
- 14 (P) The 1,2,3's of Accessibility: The Coming Wave of Housing™ ... Ruth Fennell
- 15 (AE) Protecting the Association's Most Valuable Asset .. Andrew Wooten
- 16 (L) Reverse Mortgages and You..... Art Reed
- 17 (L) Tax Talk for Real Estate Professionals..... Chandra Hall
- 18 (L) PAR Agreement of Sale Hank Lerner & Mike Barth
- 19 (T) Leveraging Your REALTOR.com and Top Producer Marketing Systems..... Max Pigman
- 20 (A) Know Your Listings.....Michelle Bradley
- 21 (C) Turning Real Estate Knowledge into Income..... Tim Conley
- 22 (A) AVMs and The AppraiserMelanie McLane
- 23 (L). Get Your Papers in Order! Prabhjit Singh
- 24 (L) Negotiating Secrets for Top Performing Agents... Roger Turcotte
- 25 (P) Selling to Active Adults - What do they want?..... Ruth Fennell
- 26 (T) How Top Agents Attract Clients..... Amy Chorew
- 27 (T) Curb Appeal Amy Chorew
- 28 (B) There's No Crying in Real Estate Roger Turcotte

Wednesday, December 9

- 29 (L) Buyer Counselling Session Adorna Carroll
- 30 (L) Legal & Financial Resources in Today's Real Estate Market..Chandra Hall
- 31 (AE) Building Organizational Value Doug Devitre
- 32 (C) Analyze This: Determining To Buy or Not To Buy Investments..... Prabhjit Singh
- 33 (L) Environmental Issues of the 21st Century..... Ron Passaro
- 34 (L) Real Estate Investing Made Easy Tom Lundstedt
- 35 (S) Is Your Real Estate Career Becoming An Adventure?.... David Fialk
- 36 (B) Taking Back Control Gerald Brown, Sr.
- 37 (P) The Great and Powerful Ah: Think Forward and Get Remarkable Karel Murray
- 38 (T) Connecting With the On-Line Consumer Bill Lublin
- 39 (A) How Your Closing is Affected by New Appraisal Regulations.....Michelle Bradley
- 40 (S) Real Estate Auctions George Fuchs

269-

- 41 (L) Clearing Roadblocks for Foreign Real Estate Purchasers H. Ronald Klasko, Esq.
- 42 (T) Mobile Technology Guide for 2010 Max Pigman
- 43 (P) Economic and Trend Update Stefan Swanepoel and Lawrence Yun
- 44 (T) Identity Theft Red Flag Rules and What They Mean to REALTORS..... Austin Moran
- 45 (T) Understanding Social Media Bill Lublin
- 46 (S) Secret Agents Don't Have Buyers and Sellers Calling!.....David Fialk
- 47 (B) Driving Your Company's Value Gerald Brown, Sr.
- 48 (B) Real Estate Makeover: It's not Personal, It's just Business. Sharon Tucker
- 49 (P) A Thousand Things Went Right Today Chandra Hall
- 50 (L) A Basic Guide to 1031 Tax Deferred Exchanges ... Todd R. Pajonas
- 51 (L) Seller Counselling Session Adorna Carroll
- 52 (C) Reinvent Yourself..... Billy Procida
- 53 (S) Power Prospecting Doug Devitre
- 54 (L) Buyer Agency - An Advanced Risk Reduction Module James L. Goldsmith, Esq.
- 55 (AE) Staff/Volunteer Retention and Motivation - Your Process Matters! Karel Murray
- 56 (S) Staging Strategies & Techniques: High-Impact, Low-Cost. Martha Webb
- 57 (L) Heating, Ventilating and Air Conditioning Ron Passaro
- 58 (L) The One Test You Don't Want to Fail..... Roseann Farrow
- 59 (L) Using Return on Equity to Double Your Income .. Tom Lundstedt
- 60 (T) Why You Can't Succeed Without a SmartPhone.....G. William James
- 61 (S) Coping With Bear Market Uncertainties: What To Tell Clients Now..... Max Bolka
- 62 (B) Mergers & Acquisitions: Should I Stay or Should I Go? ... Sharon Tucker
- 63 (T) Hooked on Blackberry..... G. William James
- 64 (S) The Big 10 Questions Every Client is Thinking, Even If They Don't Ask..... Max Bolka

Thursday, December 10

- 65 (L) RADON - What Every Real Estate Professional Should Know to Reduce Liability.....Arick Amspacker
- 66 (A) Technology and the Appraiser--Geezer or Geek?...Melanie McLane
- 67 (L) Update on Real Estate Tax Strategy & Estate Planning.. Peter Karl, Esq.
- 68 (L) New York Legal UpdateAnthony Gatto
- 69 (L) New Jersey Legal Update..... Bob Goodman
- 70 (L) Pennsylvania Legal Update.....James L. Goldsmith, Esq.
- 71 (T) Getting a Finger on iPhone G. William James
- 72 (L) 10 FAQ's a Realtor Needs to be Able to Answer Gregory Rakow
- 73 (L) Gadgets Dawgs Austin Moran
- 74A (C) Commercial Marketing Session Part 1 Bob Gliniecki
- 74B (C) Commercial Marketing Session Part 2 Bob Gliniecki
- 75 (L) NAR Legal Update..... Ralph Holmes, Esq.

SESSION TRACK KEY:

A - Appraisal	L - Legal/Tax/Environmental/Ethics
AE - Association Executive	P - Professional Development
B - Brokerage/Management	S - Sales/Marketing
C - Commercial	T - Technology

2008 Triple Play Top Ten Package

- The top ten best sellers from last year
- Package includes BOTH MP3 Audio and iPod Audio

- Mega Agent Survivor 2009..... Jim Pugliese
- Conducting Successful Homebuyer Seminars.....Randy Templeman
- Superstar Success: How the Pros Stay on Top Jim Pugliese
- Effective Negotiating: The Way to Advance Your Success . Steve Harney
- Exceptional E-mail: Learn Seven Ways to Maximize Outlook..... Amy Chorew
- Stay on Top Tomorrow with Today's Top Trends Bernice Ross
- Power E-mail Marketing Allen Hainge
- Survival of the Prepared: Adapting to Changing Markets Rich Levin
- The Millionaire-Maker: Secrets of Potato Chip Marketing . Jennifer Cummings
- Using Today's Technology to Dominate Your Market Allen Hainge

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