

***“RESTORE, REBUILD, RETAIN”***

**NAREB 75th Annual Convention  
JW Marriott Hotel  
510 Water Street  
Tampa, FL 33602**

**Pre-Convention | August 1-2, 2022  
Convention | August 3-6, 2022**

**PRELIMINARY CONVENTION AGENDA**

| <b>PRE-CONVENTION DATES</b>    |                                                                                                                                                                                                                                                                                                                                                                                                                                                |
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| <b>Sunday, July 31, 2022</b>   |                                                                                                                                                                                                                                                                                                                                                                                                                                                |
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| 8:00am - 5:00pm                | <b>Affiliate Track:</b> National Society of Real Estate Appraisers (NSREA) Training<br>Desktop Appraisal and ANSI Standards (8 hours CE)                                                                                                                                                                                                                                                                                                       |
| <b>Monday, August 1, 2022</b>  |                                                                                                                                                                                                                                                                                                                                                                                                                                                |
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| 7:30am - 5:00pm                | Conference Registration                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 8:00am - 2:00pm                | <b>Affiliate Track:</b> NID-HCA Training   Part 1                                                                                                                                                                                                                                                                                                                                                                                              |
| 8:00am - 4:00pm                | <b>Affiliate Track:</b> National Society of Real Estate Appraisers (NSREA) Training<br>USPAP Update 7 Hour Course (7 hours CE)                                                                                                                                                                                                                                                                                                                 |
| 8:00am - 5:00pm                | <b>Affiliate Track:</b> National Society of Real Estate Appraisers (NSREA) Training<br>USPAP 15 hours Course for new entrants into the appraisal profession (Qualifying Education (QE) with examination   Part 1                                                                                                                                                                                                                               |
| 12:00pm - 3:00pm               | <b>Affiliate Track:</b> United Developers Council (UDC) Training                                                                                                                                                                                                                                                                                                                                                                               |
| 3:00pm - 7:00pm                | <b>Affiliate Track:</b> NAREB Sales Division Training                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>Tuesday, August 2, 2022</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 7:00am - 2:00pm                | <b>The Roland Somerville Annual Golf Tournament</b><br><b>Westchase Golf Club</b><br>1602 Westchase Golf Drive; Tampa, FL 33626<br>Shotgun Four Man Scramble <ul style="list-style-type: none"> <li>• <b>Cost - \$125.00</b></li> <li>• Includes entry into all events, 18-holes of golf, riding cart, breakfast, lunch and a chance to win prizes.</li> <li>• Bus pickup 6:30am</li> </ul> <b>Hosted by:</b> Bay Area Association of REALTIST |
| 7:30am - 5:00pm                | Conference Registration                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 8:00am - 11:00am               | RVP Training                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 8:00am - 12:00pm               | <b>Affiliate Track:</b> Commercial Industrial Division Training                                                                                                                                                                                                                                                                                                                                                                                |
| 8:00am - 2:00pm                | <b>Affiliate Track:</b> NID-HCA Training   Part 2                                                                                                                                                                                                                                                                                                                                                                                              |
| 8:00am - 5:00pm                | <b>Affiliate Track:</b> National Society of Real Estate Appraisers (NSREA) Training<br>USPAP 15 hours Course for new entrants into the appraisal profession   Part 2                                                                                                                                                                                                                                                                           |
| 12:00pm - 6:00pm               | <b>Affiliate Track:</b> Women’s Council of NAREB Leadership Designation Training                                                                                                                                                                                                                                                                                                                                                               |

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|                                  | <i>Continued - Tuesday, August 2, 2022</i>                                                                                                                                             |
| 1:00pm - 5:00pm                  | <b>Affiliate Track:</b> Young REALTIST Division (YRD) Training                                                                                                                         |
| 2:00pm - 5:00pm                  | <b>Affiliate Track:</b> Real Estate Management Brokers Institute (REMBI) Training                                                                                                      |
| 3:00pm - 6:00pm                  | <b>Affiliate Track:</b> Homebuyers Counseling Training                                                                                                                                 |
| 3:00pm - 6:00pm                  | <b>Pillar Track:</b> Diversity and Inclusion Certification                                                                                                                             |
| 6:00pm - 8:00pm                  | <b>NAREB Board of Directors' Meeting</b><br><b>Presiding:</b> Derrick Lockett, Board of Directors Chair, NAREB                                                                         |
| <b>CONVENTION DATES</b>          |                                                                                                                                                                                        |
| <b>Wednesday, August 3, 2022</b> |                                                                                                                                                                                        |
|                                  |                                                                                                                                                                                        |
| 7:00am - 5:00pm                  | Conference Registration                                                                                                                                                                |
| 8:00am - 10:00am                 | <b>Prayer Breakfast</b>                                                                                                                                                                |
| 10:15am - 12:00pm                | <b>General Session   NAREB 75th Annual Convention Opening Ceremony &amp; Celebration!</b>                                                                                              |
| 12:00pm - 12:15pm                | <b>Exhibitors' Expo Begins ~ Ribbon Cutting!</b><br>Join us for the kick-off opening of the Exhibitors EXPO! Meet and Greet the Exhibitors, Partners, Sponsors and Affiliates of NAREB |
| 12:15pm - 1:30pm                 | Lunch on your own                                                                                                                                                                      |
| 12:15pm - 5:00pm                 | <b>Exhibitors' Expo</b>                                                                                                                                                                |
| 1:30pm - 2:30pm                  | <b>Breakout   Investment Track - Real Estate Group Investing</b>                                                                                                                       |
| 1:30pm - 2:30pm                  | <b>Breakout   Leverage Track - Building a Brand</b>                                                                                                                                    |
| 1:30pm - 2:30pm                  | <b>Breakout   Leverage Track - Lead Generation with Facebook Communities</b>                                                                                                           |
| 1:30pm - 5:30pm                  | <b>Breakout   Pillar Track - Faith Based and Civic Engagement Training</b>                                                                                                             |
| 2:45pm - 3:45pm                  | <b>Breakout   Leverage Track - Becoming an Influencer/YouTube</b>                                                                                                                      |
| 2:45pm - 3:45pm                  | <b>Breakout   Leverage Track - Luxury Real Estate, Part 1</b>                                                                                                                          |
| 2:45pm - 3:45pm                  | <b>Breakout   Leverage Track - CRM Demos</b>                                                                                                                                           |
| 4:00pm - 5:00pm                  | <b>General Session   The NAREB Journey: Celebrating 75 Years</b>                                                                                                                       |
| 7:00pm - 10:00pm                 | <b>President's Welcome Reception</b>                                                                                                                                                   |
| <b>Thursday, August 4, 2022</b>  |                                                                                                                                                                                        |
|                                  |                                                                                                                                                                                        |
| 8:00am - 5:00pm                  | Conference Registration                                                                                                                                                                |
| 8:00am - 8:30am                  | <b>Mimosa &amp; Pastries</b>                                                                                                                                                           |
| 8:30am - 9:30am                  | <b>General Session   Real Estate Trends</b>                                                                                                                                            |
| 9:00am - 5:00pm                  | <b>Exhibitors' Expo</b>                                                                                                                                                                |
| 9:45am - 10:45am                 | <b>General Session   Tech Showcase</b>                                                                                                                                                 |
| 11:00am - 12:00pm                | <b>General Session   Legislative Update</b>                                                                                                                                            |
| 12:00pm - 1:30pm                 | Lunch on your own                                                                                                                                                                      |
| 12:15pm - 3:45pm                 | <b>Top Producer Mastermind   Separate Ticket Event</b>                                                                                                                                 |
| 1:30pm - 2:30pm                  | <b>Breakout   Fireside Chat - Mortgage Updates</b>                                                                                                                                     |
| 1:30pm - 2:30pm                  | <b>Breakout   Investment Track - Cryptocurrency, Blockchains and NFTs (non-fungible token)</b>                                                                                         |
| 1:30pm - 2:30pm                  | <b>Breakout   Leverage Track - Generating Listings in a Low Inventory Market</b>                                                                                                       |
| 1:30pm - 2:30pm                  | <b>Breakout   Pillar Track - Leadership Training/Become a REALTIST Plug</b>                                                                                                            |
| 2:45pm - 3:45pm                  | <b>Breakout   Investment Track - Tiny Houses/Accessory Dwelling Units (ADUs)</b>                                                                                                       |
| 2:45pm - 3:45pm                  | <b>Breakout   Investment Track - Financial Overhaul</b>                                                                                                                                |
| 2:45pm - 3:45pm                  | <b>Breakout   Leverage Track - Videos that Sell</b>                                                                                                                                    |
| 7:00pm - 10:00pm                 | <b>NAREB 75<sup>th</sup> Anniversary Celebration Gala</b>                                                                                                                              |

| <b>Friday, August 5, 2022</b>   |                                                                                                                             |
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|                                 |                                                                                                                             |
| 8:00am - 2:00pm                 | Conference Registration                                                                                                     |
| 9:00am - 10:30am                | <b>General Session</b>                                                                                                      |
| 9:00am - 5:00pm                 | <b>Exhibitors' Expo</b>                                                                                                     |
| 10:45am - 11:45am               | <b>Breakout   Leverage Track - Virtual Assistants</b>                                                                       |
| 10:45am - 11:45am               | <b>Breakout   Pillar Track - Government Relations Advocacy</b>                                                              |
| 10:45am - 11:45am               | <b>Breakout   Investment Track - Investor Niche</b>                                                                         |
| 10:45am - 11:45am               | <b>Breakout   Leverage Track - Building a Profitable Team</b>                                                               |
| 12:00pm - 2:00pm                | <b>Women's Council of NAREB Scholarship Luncheon   Separate Ticket Event</b>                                                |
| 2:30pm - 3:30pm                 | <b>Breakout   Leverage Track - Monetizing your Brand</b>                                                                    |
| 2:30pm - 3:30pm                 | <b>Breakout   Leverage Track - Breakthrough Broker</b>                                                                      |
| 2:30pm - 3:30pm                 | <b>Breakout   Investment Track - Airbnb/Short Term Rentals</b>                                                              |
| 2:30pm - 3:30pm                 | <b>Breakout   Pillar Track - Women Investing in Real Estate (W.I.R.E.)</b>                                                  |
| 3:45pm - 5:00pm                 | <b>General Session   REALTIST Affiliates' Roundtable</b>                                                                    |
| 7:00pm - 10:00pm                | <b>Dinner Cruise     Separate Ticket Event</b><br><b>Hosted by: Bay Area Association of REALTIST</b>                        |
| <b>Saturday, August 6, 2022</b> |                                                                                                                             |
|                                 |                                                                                                                             |
| 8:00am - 12:00pm                | Conference Registration                                                                                                     |
| 8:00am - 11:00am                | <b>NAREB General Membership Meeting, Elections &amp; Parade of States</b><br><b>Presiding: Lydia Pope, President, NAREB</b> |
| 12:00pm - 2:00pm                | <b>NAREB Installation &amp; Awards Luncheon   The 75<sup>th</sup> Celebration Continues</b>                                 |
| 2:30pm - 3:30pm                 | <b>Breakout   Pillar Track - Legacy Building   Wills, Trusts, Estate Planning</b>                                           |
| 2:30pm - 3:30pm                 | <b>Breakout   Leverage Track - Become an Influencer   TikTok/Instagram</b>                                                  |
| 2:30pm - 4:30pm                 | <b>Breakout   Investment Track - Stocks</b>                                                                                 |
| 2:30pm - 6:30pm                 | <b>Breakout   Chapter in the Box</b>                                                                                        |
| 3:45pm - 4:45pm                 | <b>Breakout   Get Plugged with Partners - Mix &amp; Mingle</b>                                                              |
| 3:45pm - 4:45pm                 | <b>Breakout   Leverage Track - Luxury Real Estate, Part 2</b>                                                               |
| 3:45pm - 4:45pm                 | <b>Breakout   Creating Work Life Harmony</b>                                                                                |
| 5:00pm - 7:00pm                 | <b>Emerging Leaders' Reception</b>                                                                                          |
| <b>Sunday, August 7, 2022</b>   |                                                                                                                             |
|                                 |                                                                                                                             |
| 8:00am - 1:00pm                 | <b>NAREB Board of Directors' Meeting</b>                                                                                    |
|                                 | <i>The agenda is subject to change - Safe travels</i>                                                                       |