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2011 REALTORS® Conference & Expo November 11-14 Anaheim, CA



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2011 REALTORS® Conference Session Recordings

NEW! AudioPoint Format

PowerPoints synced with session audio!
(format availability subject to change)

- Audio AudioPoint*
- #211-
- 01 Economic Issues & Residential Real Estate Business Trends Forum..... Yun; Peach
 - 02 Equal Opportunity Cultural Diversity Forum..... Panel
 - 03 Land Use, Property Rights and Environment Forum..... Panel
 - 04 Preparing to Lease Buildings and Represent Tenants..... Muhlebach
 - 05 Retaining & Recruiting Quality People..... Flint
 - 06 How Co-Working Spaces Can Work for You..... Panel
 - 07 Keeping Current Matters..... Harney
 - 08 International Forum: Meeting Global Buyer Expectations... Lauster & panel
 - 09 Getting Started in Commercial Brokerage..... McComb
 - 10 An Update on the Greening of the MLS, Lenders & Appraisers..... Porter & panel
 - 11 Marketing Without Money..... Ryan
 - 12 Enhancing Your Cash Flow with Real Estate Auctions..... Wells; Shea
 - 13 RPR Agent Tools: User Group..... Young; Nicolay
 - 14 Economic Issues & Commercial Real Estate Business Trends Forum..... Yun and panel
 - 15 Risk Management & License Law Forum: He Posted What! Lublin
 - 16 Property Management Forum..... Achilles; Hardigree
 - 17 Credit Solutions for Real Estate Buyers!..... Sworan
 - 18 Connecting with Today's Mobile & Tech Savvy Agent..... Max Pigman
 - 19 Presenting Your Listings in their Best Light..... Ames
 - 20 The One Thing Power Brokers Can't Live Without... Featherston and panel
 - 21 EES: Radically Practical Meets Practically Radical..... Taylor
 - 22 Introducing the Gen X Office Manager..... Forsythe and panel
 - 23 Global Investment Markets..... Turbow and panel
 - 24 Luxury Real Estate: Behaviors of the Affluent Buyer..... Boomsma
 - 25 Seize the Opportunity: Add Land to Your Product Mix..... Turner
 - 26 Make 2012 Your BREAKTHROUGH Year!..... Davis
 - 27 Building Business in 2011: How to Serve More Homebuyers.. Bach; Buffini
 - 28 Listings By the Dozen..... Leavenworth
 - 29 Professional Development Forum: Top Mobile and Tablet Trends for Real Estate..... Chorew; Wilcox
 - 30 8 Proven Strategies To Successful Property Management..... Dizmang; Hickok
 - 31 Appraisals: What You Absolutely Need to Know..... Panel
 - 32 Capture the Secret Magic of Sales Stardom!..... O'Connor
 - 33 Be Bigger Than the Beatles..... Courtney
 - 34 Views From the Frontier of Commercial Real Estate..... Clarke and panel
 - 35 Marketing Forum: High-Tech, High Touch Marketing Techniques Panel
 - 36 Housing Opportunity Forum..... Jensen and panel
 - 37 Courageous Leadership in a Challenging Market..... Harney
 - 38 Selling Luxury Homes..... Cotton
 - 39 Resort and Second Home Forum..... Panel
 - 40 New Tricks for Older Homes: The Latest Resources..... Stukel and panel
 - 41 Manager C.P.R. - Coach, Present, Recruit..... Knox
 - 42 Luxury Marketing's New Wave -- Fresh Ideas That Work!..... Moore-Moore and panel
 - 43 Business Technology & Information Systems Forum.... Thompson & Panel
 - 44 4 Secrets To Closing The Deal..... Flint
 - 45 Underwriting Sustainable Commercial Properties..... Mosca and panel
 - 46 Really Want This Listing?..... Sanford
 - 47 Branding Yourself for Greater Success..... Ames
 - 48 Easy and Effective 12 Month Communication Plan..... Boyle
 - 49 Buyer or Renter Nation?..... Johnson
 - 50 Cracking the Credit Code: Key to Buyer Recovery..... Hall
 - 51 Luxury Experts Unscripted..... Moore-Moore and panel

*AudioPoint format not available for all sessions.
Visit Playback Now booth for availability updates.

(session availability subject to change)

- Audio AudioPoint*
- 52 EXTRA-ordinary Compelling Service During the Transaction..... Hatch
 - 53 Re-Invent! How to Succeed in the New Normal..... Gardner
 - 54 Marketing Masterclass - Leading Agents Top 40 Ideas..... Knight
 - 55 CE02: Solving Difficult Leasing Issues..... Muhlebach
 - 56 CE01: Today's Buyers and Sellers: What They Need to Know..... Madison
 - 57 Unlock the Seven Secrets of Great Real Estate Leaders!..... O'Connor
 - 58 RPR Broker Tool Sets: User Group..... Panel
 - 59 Real Estate ROCKS!..... Knox
 - 60 Property Management Bootcamp - Real Solutions Real Results..... Blayney
 - 61 Power Marketing for Luxury Real Estate..... Michonski
 - 62 10 Quick Start Tips to Video Success..... Copeland and panel
 - 63 Top Ten Lead Generation Tips for the Green Market..... McLean; Stukel
 - 64 Are You on the Bullet Train to Irrelevance?..... Gonzales
 - 65 EES: Success Principles? Part I..... Canfield
 - 66 New Business Now - Double Your Income..... Sanford
 - 67 Marketing Commercial Real Estate in the 21st Century..... Keim
 - 68 CE03: Disclosure, Defendants, Damages..... Frascogna
 - 69 Power Negotiation Approaches for Buyer's Agents..... Hayman; Wenner
 - 70 Create Standing Room Only Events..... Davis
 - 71 EES: Success Principles? Part II..... Canfield
 - 72 Selling With Style: DIScovering Your Client's Needs..... Leavenworth
 - 73 Success Strategies for Better Health and Greater Wealth..... Boyle
 - 74 Today's Success Strategies with FSBOs and Expireds..... Meyer
 - 75 Selling a Home with Madison Avenue Methods..... Barron
 - 76 EXTRA-ordinary Compelling Service Beyond The Transaction..... Hatch
 - 77 Seize Every Day Regardless of Market Conditions..... Meyer

Google Tech Camp Package

- 78 Google Communication Tools..... Corbett
- 79 Google Automated Tools..... James
- 80 Google Docs and Wrap-Up..... Kraft

WordPress Tech Camp Package

- 81 WordPress Tune-Up..... Nicolay; Nicolay
- 82 WordPress: Customized Landing Pages, Your Communication Tools..... Koehler
- 83 How and When to Hire a WordPress Developer and Wrap-Up..... Zehngut

Outlook Tech Camp Package

- 84 Organize Your E-Mail Box: Microsoft® Outlook and More..... Porter
- 85 Customize Your E-Mail Box: Microsoft® Outlook Organizational Tools..... Porter
- 86 Simplify Your E-Mail Box: Maximize Microsoft® Outlook Top Tips and Wrap-Up..... Porter

Video Tech Camp Package

- 87 Packaging Your Video: Creating the Story..... Copeland
- 88 Creating Your Video: Creating the Story..... Smythe-Harris
- 89 Distributing Your Video: Who's the Audience and Wrap-Up..... Ungar

Added Sessions

- 90 Brokers: What You Need to Know About Short Sales in Your Office..... Arends; Moyle
- 91 Rounding Out Your Business Portfolio With Short Sales..... Arends; Moyle
- 92 Legislative and Political Forum..... Castellanos; Robinson
- 93 Creating a Robust Website with the Latest Tools..... Curry
- 94 Refinancing Owner-Occupied Commercial Real Estate--What's New!... Panel
- 95 Photography To Help You Sell..... Pacinelli
- 96 Does Your Online Reputation Equal Your Offline Reputation?..... Pigman; Pacinelli
- 97 Tough Questions in Tough Times Equals Closed Transactions..... Blank

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