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2012 REALTORS® Conference Session Recordings

AudioPoint Format

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

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Audio
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#212-

Friday, November 9

- 01 Economic Issues & Residential RE Business Trends Forum.....*Yun; Vitner*
- 02 Housing in Our Multicultural Communities.....*Panel*
- 03 A Hands-On Guide to Going Paperless! 1....(repeated)....*Kinzler (Moderator)*
- 04 Land Use, Property Rights and Environment Forum.....*Panel*
- 05 Commercial Real Estate for Residential Agents.....*Murphy*
- 06 Farmland - Hottest Commodity in the World.....*Hertz*
- 07 Selling Luxury Homes: Seven Steps to Getting Started.....*Cotton, Jr.*
- 08 Opportunities in Troubled Assets: Property Management Forum.....*Ralston*
- 09 Using Social Media Tools to Recruit and Hire A-Players.....*Abramson*
- 10 Combining Yesterday's Practices With Today's Trends.....*James*
- 11 Enhancing Your Cash Flow with Real Estate Auctions.....*Wells (Moderator)*
- 12 Consulting for Appraisers.....*McLane*
- 13 What Are You Saying? Cross Generational Literacy.....*Phipps; Phipps*
- 14 Housing Finance: Today and Tomorrow.....*Panel*
- 15 Prospects for the Global Economy.....*Cooper*
- 16 5 KEY Success Strategies ... POWER UP Performance.....*Hatch*
- 17 The Psychology of Real Estate Personal Branding.....*Flint*
- 18 Detecting and Deterring Money Laundering Schemes.....*Panel*
- 19 Strategic Syndication.....*Beardsley*
- 20 Train Your Brain for Success: Winning the Name Game.....*Weber*
- 21 Economic Issues & Commercial RE Business Trends Forum.....*Yun; Schnure*
- 22 Industry Updates and the Data Dictionary.....*Overman; Jensen*
- 23 A Hands-On Guide to Going Paperless! 2....(repeated)....*Kinzler (Moderator)*
- 24 Make 2013 Your Break-Through Year.....*Featherston (Moderator)*
- 25 Think of Me When Thinking Real Estate.....*Baris*
- 26 Selling A Green Certified Home.....*Desiderio*
- 27 Social Capital: The Value of Relationships.....*Leader*
- 28 Working With Investors: The Basics.....*Mangham*
- 105 Power in Unlocking Your Hidden Clients.....*Ocana Francis*
- 109 Fannie Mae Short Sale Assistance Desk.....*Eberstein*

Saturday, November 10

- 29 Commercial Caffeinated Networking Breakfast.....*Dotzour*
- 30 Top 10 Technologies & Tools for Real Estate.....*Pigman*
- 31 It's All About Accelerating Your Sales, NOW!.....*O'Connor*
- 32 Building Business in Today's Market.....*Buffini*
- 33 Why Deals Fall Apart.....*Carroll*
- 34 Achieving Discipline.....*Flint*
- 35 Create Investors: Make Your Own Market.....*Mangham*
- 36 Proposed RESPA/TILA Changes.....*Schulman*
- 37 Harnessing Yesterday's Difficulties For Tomorrow's Growth.....*Rawlings*
- 38 Accountability as a Best Practice.....*Abramson*
- 39 Changing Dynamics of Recent Homebuyers and Homesellers.....*Yun*
- 40 One-On-One Feedback Coaching.....*Knox*
- 41 Next Generation Brokerage.....*Chris*
- 42 Ideas In Action.....*Panel*
- 43 Our Jobs Not Done Til They Close - Buyers.....*Madison*
- 44 5 MORE KEY Success Strategies...HIGH POWER Negotiating.....*Hatch*
- 45 Conducting Real Estate Business with China.....*Arriaga (Moderator)*
- 46 8 Strategies for Super-Star Success in Residential Sales.....*Wolff*
- 47 RPR User Group: SaveTime, Save Money, Be More Efficient...*Young; Nicolay*
- 48 America's Booming Rental Markets.....*McLane (Moderator)*
- 49 Increasing Your Market Share Via 1031 Exchanges.....*DelRosso*
- 50 Raise Your Social Media Marketing to the Next Level.....*Bailey (Moderator)*
- 51 Behind the Walls, House Secrets Revealed.....*Jones; O'Brien*
- 52 Powerful Advertising That Wins Every Listing & Sells More.....*Grace*
- 53 Developing APP-titude.....*Panel*
- 54 Due Diligence for Redeveloping Existing Buildings...*Robson; Arthur; Huggins*
- 55 Hot Global Markets Equals Cool Local Opportunities.....*Turbow (Moderator)*
- 56 Agent Ratings: To Play or Not to Play?.....*Romito*
- 57 5 Survival Strategies for Successful Leaders.....*Leavenworth*
- 58 Pricing The Luxury Home.....*Cotton, Jr.*
- 60 Structuring Your Business Plan To Include Prop. Mgmt.....*Dizmag; Hickok*
- 61 Leadership in the Current Real Estate Environment.....*Harney*

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Sunday, November 11

- 62 Hyperlocalism: How to Dominate a Market in the Digital Age.....*Gardner*
- 63 Our Jobs Not Done Til They Close - Sellers.....*Madison*
- 64 Passion, Tenacity, and Success: Building Offices That Matter.....*Friedman*
- 65 Tech Tools- K.I.S.S. (Keeping It Sweet & Simple).....*Lublin*
- 66 Mastering the Art of Listing FSBOs & Expireds.....*Davis*
- 67 Back to the Future: 7 Income Generating Secrets.....*Leader*
- 68 NAR's Code of Ethics AM.....*Mosley*
- 69 5 BONUS KEY Success Strategies ... Take ACTION NOW!.....*Hatch*
- 70 Forty Irrefutable Laws of Real Estate Brokerage.....*O'Connor*
- 71 Show Me the Money: Getting the Lender to Yes.....*Hall*
- 72 Making Solar Work.....*Addison; Parades*
- 73 Pull Some Time-blocks Out of Your Hat.....*Sanford*
- 74 Pricing Strategies for Unrealistic Sellers.....*Leavenworth*
- 75 Serving Those Who Served: Working with our Veterans.....*Meyer*
- 76 RPR User Group: Save Time, Save Money, Be More Efficient...*Young; Nicolay*
- 77 5 Ways Google Can Drive Your Real Estate Business.....*Grandinetti*
- 78 Grow Your Business with Public Service Applications.....*Stukel; Lasky*
- 79 Changing the Landscape of Commercial Real Estate.....*Curry*
- 80 Preparing to Engage the International Buyer.....*Silver (Moderator)*
- 81 NAR's Code of Ethics PM.....*Mosley*
- 82 Hispanic 2.0: Reaching the Next Generation.....*Valentin; Castejon*
- 83 Value Added Selling, How to Avoid the Commissionectomy.....*Knox*
- 84 The Anatomy of Results.....*Plantenberg*
- 85 The Good, The Bad & The Ugly – Useful & Useless Technology.....*Lublin*
- 86 Digital Manager, Digital Agent, Digital Consumer.....*Harris (Moderator)*
- 87 Distressed Property on Trial.....*Lind; Watson*
- 88 Connect with Consumers with Real Estate Today Radio!.....*Gasque*
- 89 Creating Magical Moments In Your Life.....*Davis*
- 90 Social Media Lead Generation.....*Pacinelli*
- 91 Gifting Real Estate: Is It for You or a Client?.....*Stark-Hood*
- 92 The State of WordPress.....*Nicolay; Nicolay*
- 93 7 Ways to Increase Your Bottom Line.....*Steinhoff*

Monday, November 12

- 94 Your Proven Growth Profit System: GPS for Real Estate Success.....*Hall*
- 95 The Wizardry in Top Agent Profitability.....*Sanford*
- E-Marketing Strategies with Microsoft Outlook**
- 96 Top Tips and Tricks.....*Porter*
- 97 Contact Management Systems and Organization.....*Porter*
- 98 One E-Mail Address for Life(TM).....*Porter*
- Google**
- 99 Gmail and Google Voice.....*James*
- 100 Google Calendar, Drives, Docs.....*James*
- 101 Marketing Tools, Photos, Videos.....*James*
- WordPress**
- 102 Content.....*Nicolay; Nicolay*
- 103 Community.....*Nicolay; Nicolay*
- 104 Conversion.....*Nicolay; Nicolay*
- Effective Video**
- 106 What to Shoot.....*Singer*
- 107 What to Say.....*Singer*
- 108 Putting It All Together.....*Singer*

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