

Tuesday, September 16th

	Room: Marion	Room: Webster/Clayton	Room: Dallas	Room: Chambers	
7:30	<input type="checkbox"/> RLI				
7:45	Committee &				
8:00	Board of	<input type="checkbox"/> IAR - How to Set Up Email Marketing Campaign 8:00- 8:50		<input type="checkbox"/> IAR Leadership/RVP Bylaws Committee 8:00-9:00	
8:15	Directors				
8:30	Meetings 7:30-10:30		<input type="checkbox"/> Tom Lundstedt - 7 Key Money Issues Pt. 1 8:30-9:20		
8:45				<input type="checkbox"/> Executive Committee 9:00-10:00	
9:00		<input type="checkbox"/> **Top Producer Demo - Drive More Business by Mastering your Marketing 9:00- 9:50			
9:15			<input type="checkbox"/> Tom Lundstedt - 7 Key Money Issues Pt. 2 9:30-10:20		
9:30				<input type="checkbox"/> Executive Board Officers 10:00-11:30	
9:45		<input type="checkbox"/> **Fidelity MLS Systems & Solutions Demo 10:00- 10:50			<input type="checkbox"/> RPAC Trustees 10:00-11:00 Room: Salon B
10:00			<input type="checkbox"/> Tom Lundstedt - 7 Key Money Issues Pt. 3 10:30-11:20		
10:15					
10:30	<input type="checkbox"/> RLI Press Conference 10:30-11:30	<input type="checkbox"/> **Send Out Cards Demo 11:00- 11:50			
10:45					
11:00					
11:15					
11:30	<input type="checkbox"/> RLI Luncheon 11:30-1:00				
11:45					
12:00					
12:15	Room: Salon C				
12:30					
12:45					
1:00		<input type="checkbox"/> Champion Seminars - Office Management 1:00- 1:50			
1:15	<input type="checkbox"/> RLI Ag/Land Tax Update 1:15-2:05		<input type="checkbox"/> Tom Lundstedt - How to Build Wealth w/RE Pt. 1 1:30-2:20	<input type="checkbox"/> Membership Development Forum 1:30-2:30	
1:30		<input type="checkbox"/> Spindustry - Communicating Transactions Costs Through Outlook & Excel 2:00- 2:50			
1:45			<input type="checkbox"/> Tom Lundstedt - How to Build Wealth w/RE Pt. 2 2:30-3:20	<input type="checkbox"/> Public Relations Committee 2:30-3:30	
2:00	<input type="checkbox"/> RLI Ag/Land Tax Update 2:15-3:05				
2:15		<input type="checkbox"/> USDA Rural Development - Get to Know "GUS" 3:00- 3:50	<input type="checkbox"/> Tom Lundstedt - How to Build Wealth w/RE Pt. 3 3:30-4:20	<input type="checkbox"/> Coaching/ Mentoring Task Force 3:30-4:30	<input type="checkbox"/> Techmark BOD Meeting
2:30	<input type="checkbox"/> RLI Ag/Land Tax Update 3:15-4:05				
2:45		<input type="checkbox"/> IAR - Keeping in Touch using Smartphones 4:00- 4:50			
3:00					
3:15					
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4:30					
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5:00					
5:30					
6:00					
6:30					
7:00					
7:30					
8:00					

** You will not receive CE credit for these courses.

Key:

- Meetings
- Events
- Classes

Exhibitor Expo
8:00-5:00

Room:
Des Moines/
Benton

Foundation Auction
5:00-7:00
Room: Polk

Iowa CRS Fun Night
7:00-11:30

Past Presidents Dinner
6:30-?

Wednesday, September 17

Room: Marion	
7:30	<input type="checkbox"/> Josh Hanson - How to Market and Sell Across Multiple Generations Pt. 1
7:45	7:30-8:20
8:00	<input type="checkbox"/> Josh Hanson - How to Market and Sell Across Multiple Generations Pt. 2
8:15	8:30-9:20
8:30	<input type="checkbox"/> Josh Hanson - How to Market and Sell Across Multiple Generations Pt. 3
8:45	9:30-10:20
9:00	<input type="checkbox"/> Josh Hanson - How to Market and Sell Across Multiple Generations Pt. 4
9:15	10:30-11:20
9:30	<input type="checkbox"/> Taura Prosek - Branding Your Business pt. 1
9:45	12:00-12:50
10:00	<input type="checkbox"/> Taura Prosek - Branding Your Business pt. 2
10:15	1:00-1:50
10:30	<input type="checkbox"/> Taura Prosek - Branding Your Business pt. 3
10:45	2:00-2:50
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7:30	
8:00	
8:30	

Room: Salon B	
	<input type="checkbox"/> IAR - Virtual Tours
	8:00- 8:50
	<input type="checkbox"/> **Top Producer Demo - Drive More Business by Mastering your Marketing
	9:00- 9:50
	<input type="checkbox"/> Spindustry - Promoting Client Properties with Word & Publisher
	10:00- 10:50
	<input type="checkbox"/> **Send Out Cards Demo
	11:00- 11:50

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Room: Webster/Clayton	
	<input type="checkbox"/> Jacob Swodeck - Short Sales from A to Z Pt. 1
	8:30-9:20
	<input type="checkbox"/> Jacob Swodeck - Short Sales from A to Z Pt. 2
	9:30-10:20
	<input type="checkbox"/> Jacob Swodeck - Short Sales from A to Z Pt. 3
	10:30-11:20
	<input type="checkbox"/> Jacob Swodeck - Short Sales from A to Z Pt. 4
	12:30-1:20
	<input type="checkbox"/> Jacob Swodeck - Short Sales from A to Z Pt. 5
	1:30-2:20
	<input type="checkbox"/> Jacob Swodeck - Short Sales from A to Z Pt. 6
	2:30-3:20

Room: Chambers	
	<input type="checkbox"/> Foundation Breakfast Meeting
	7:30-8:30
	<input type="checkbox"/> Personnel Committee
	9:00-10:00
	<input type="checkbox"/> Legislative Committee
	10:00-11:00
	Room: Polk
	<input type="checkbox"/> RETS Task Force
	11:00
	<input type="checkbox"/> CRS Luncheon
	11:30-1:30
	Room: Atrium

Exhibitor Expo
8:00-1:30

Room:
Des Moines/
Benton

Key:

- Meetings
- Events
- Classes

Hospitality Hour in Atrium
6:30-7:30
<input type="checkbox"/> Inaugural in Des Moines Room
7:30-?

Thursday, September 18

Room: Clayton

Room: Webster

8:00
8:15
8:30
8:45
9:00
9:15
9:30
9:45
10:00
10:15
10:30
10:45
11:00
11:15
11:30
11:45

Tyler Abens - Principles of Partnership Selling Pt. 1
8:00- 8:50

Mary Ann Bush - Home From Work Pt. 1
8:30-9:20

Tyler Abens - Principles of Partnership Selling Pt. 2
9:00-9:50

Mary Ann Bush - Home From Work Pt. 2
9:30-10:20

Tyler Abens - Principles of Partnership Selling Pt. 3
10:00-10:50

Mary Ann Bush - Home From Work Pt. 3
10:30-11:20

Meet and Greet with IAR Leadership
8:45-9:45
Room: Atrium

Public Policy Committee 10-10:30
Room: Chambers

Executive Committee - Follow up
10:30-11:30
Room: Salon B

Board of Directors 11:30-?
Room: Des Moines

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