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Resort & Spa



**BREAK  
THE ROUTINE**  
Join us for a unique convention!

- beautiful scenery, golf course
- fun for entire family, day trips
- continuing education
- networking
- national speakers
- fantastic entertainment, Capitol Steps
- register today at [www.iowarealtors.com](http://www.iowarealtors.com)
- see you in September

Iowa Association of REALTORS<sup>®</sup> • 2006 Annual Convention  
September 18-20\* Pheasant Run Resort & Spa • St. Charles, Illinois  
Free convention registration! • Register at [www.iowarealtors.com](http://www.iowarealtors.com)



## Convention 2006

- It's Chicago's Resort.....a destination within a destination
- Play a round of golf.
- Get a massage and makeover
- Take care of business.
- Enjoy a night of live entertainment by The Capitol Steps
- This is Pheasant Run Resort & Spa.
- A rare king of place offering business and pleasure...
- In a beautiful, quiet setting just outside the city.

# Iowa Association of REALTORS

**REGISTRATION PACKET**

# Featured Speakers



Robert Morris, CRS 103, Monday September 18th 8:30am-4:00pm. How can one day change your life...Maximize your Potential both Personally and Professionally. The Power of Being on Purpose In Business & Life, Tuesday, September 19th Part One 8:00am-9:30am and Part Two 9:45 to 11:15am. This motivational and educational seminar on goal setting and business planning will review the steps necessary to achieve success!



Josh Hibben, Director of Information Services will be hosting Technology Classes.



JIM MATHIS presents Reaching Beyond Excellence on Wednesday September 20th 8:00am-11:00am. Why is success the wrong thing to strive for? What roles do the right people, the right attitude and overcoming a "culture of lack" play in moving the average person to excellence.



Kerry Kidwell will present Risk Reduction and Technology Use on Tuesday, September 19th 8:00am-11:00am.



Chip Wilson, founder and CEO of 360 Solutions, LLC is a visionary who has helped others develop their entrepreneurial spirit. 360 Solutions, LLC specializes in working with individuals.



Heather Kramer has been appointed by Governor Vilsack to the Iowa Finance Authority Board and began teaching real estate classes the same year. You will find that her knowledge and experience in the real estate industry is very beneficial in teaching those interested in pursuing a similar career.



Paul McLaughlin, CAE, Legal Counsel Iowa Association of REALTORS will be bringing us the most current legal information available.

## Bus Transportation Available

Cedar Rapids	\$50.00	Fort Dodge	\$70.00
Clinton	\$50.00	Iowa City	\$50.00
Council Bluffs	\$75.00	Mason City	\$65.00
Davenport	\$50.00	Storm Lake	\$70.00
Dubuque	\$50.00	Sioux City	\$75.00
Des Moines	\$65.00		

For More Information visit [www.iowarealtors.com](http://www.iowarealtors.com)

# Meeting and Education Schedule

## Monday, September 18th

8:00a.m.-Noon	RLI General Membership Mtg.	Broadway AB
9:00am-4:00pm	CRS 103, Robert Morris, instructor	St. Charles Ballroom
Noon	CRS Sponsored Luncheon	New Orleans Ballroom
Noon	RLI Luncheon	Broadway C
6:30-7:30p.m.	Hospitality Hour	Marsalis Room
7:30pm	The Iowa CRS Chapter sponsors "The Capitol Steps"	Amphitheater

## Tuesday, September 19<sup>th</sup>

7:00am-8:00am	IAR Leadership/RVP's/EO's Breakfast	Ben Hogan Room
8:00am -9:30am	Executive Committee	Marsalis I
8:00-11:00am	Education Session-The Power of Being, Morris	St. Charles Ballroom
8:00-11:00am	Education Session-Build an Empire not just income-Wilson	St. Charles Ballroom
10:00am-11:00am	RPAC Trustees	Ben Hogan Room
11:30am-1:30pm	Awards & Annual Meeting Luncheon	New Orleans Ballroom
12:30pm	Bus Shuttle	Front Lobby
1:00pm	Bus Shuttle	Front Lobby
1:30-4:30pm	Education Session, Today's Legal Issues, McLaughlin	St. Charles Ballroom
1:30-4:30pm	Education Session, Risk Reduction, Kidwell	St. Charles Ballroom
4:00pm-5:30pm	Iowa CRS Chapter General Meeting	Broadway Ballroom
7:00pm	Past Presidents Dinner- invitation only	Marsalis Room
8:00pm	Around St. Charles-Pub Crawl	Pool side

## Wednesday, September 20th

7:30am	Exhibit Hall Opens	St. Charles Ballroom
7:00am-8:00am	REALTORS Foundation Breakfast Meeting	Ben Hogan Room
8:00am-11:00am	Education Session-Reaching Beyond Excellence, Mathis	St. Charles Ballroom
8:00am-9:00am	Legal Action Committee-Laurie Janik, NAR Chief Counsel	Marsalis I
9:00am-10:00am	Professional Standards Committee-Cliff Niersbach, speaker	Marsalis II
9:00am-10:00am	Public Affairs Committee	Turquoise AB
9:00am-10:00am	Education Committee	Jade Room
10:00am-11:00am	Legislative Committee	Preservation Hall A
Noon-1:00pm	Lunch with the Exhibitors	St. Charles Ballroom
12:30pm	Bus Shuttles	Front Lobby
1:00pm	Bus Shuttles	Front Lobby
1:30-4:30pm	Education Session-Title Guaranty, Kramer	St. Charles Ballroom
3:30pm	Exhibit Hall Closes	St. Charles Ballroom
6:30pm-7:30pm	Inaugural Hospitality Hour	St. Charles Ballroom
7:30pm	Inaugural Gala	

## Thursday, September 21st

8:00am-10:00am	Executive Officers Meeting, Gar Anderson, speaker	St. Charles Ballroom-Salon 5
8:30am-10:00am	Presidents & President Elects Breakfast (invitation only)	St. Charles Ballroom
10:00am-10:30am	Public Policy Coordinating Committee	Marsalis 1 Room
10:30am-11:30am	Executive Committee (follow up)	Arnold Palmer Room
11:30am	Board of Directors	New Orleans Ballroom
	Dale Stinton, NAR's CEO, guest	

## OPTIONAL EVENTS

### Purchase on the Registration Form

#### Optional CRS Class 103

Maximize your potential, personally and professionally with time management techniques, goal settings, team building and many more ideas



#### CRS Luncheon

Robert Morris, CRS Instructor will highlight the luncheon, everyone welcome!

#### Capitol Steps

The only group in America that attempts to be funnier than the congress, is a troupe of current and former Congressional staffers who monitor events and personalities on Capitol Hill, in the Oval Office and in other centers of powers. Limited Seating-order your ticket NOW!!

#### Awards and Annual Meeting Luncheon

This luncheon highlights the Iowa REALTOR Good Neighbor Award, RPAC Awards, Special Recognition awards, Acknowledges all of the Sponsors of the convention and hosts the Iowa Association of REALTORS annual meeting.

#### Bus Shuttle Service

Bus services will be available both Tuesday and Wednesday afternoons. A drop off site on Michigan Avenue will be arranged, options will be Shopping, Navy Pier, Museum's and the NAR Library.

#### Around St. Charles

Tuesday evening event for the young at heart. Visit some establishments in St. Charles.

#### "Taste of Chicago"

Visit the Exhibit Hall for Lunch on Wednesday and visit with the Exhibitors there.

#### Inaugural Gala

The Associations most prestigious and elegant event held.

## CONVENTION BUCKS DECLINING SCALE

**Deadline July 1st Receive full registration fee \$75.00 in convention bucks. After July 1st until August 1st receive \$50.00 of registration fee in convention bucks. August 1st until September 1st receive \$25.00 of the registration fee in convention bucks.**

**After September 1st pay registration fee in full-NO Convention Bucks.**

# REGISTRATION FORM

Name \_\_\_\_\_ First IAR Convention? \_\_\_\_ Yes \_\_\_\_ No

Company Name \_\_\_\_\_

Office Address \_\_\_\_\_

City, State, ZIP \_\_\_\_\_

Office Phone \_\_\_\_\_ Office Fax \_\_\_\_\_

E-mail Address \_\_\_\_\_

Guest Name \_\_\_\_\_

## **REGISTRATION FEES**

REALTOR® Registration - \$75 before Aug 1st Receive \$50 in Bucks \$ \_\_\_\_\_

First Time Iowa Attendee - \$60 before Aug 1st Receive \$40 in Bucks \$ \_\_\_\_\_

Iowa Affiliate or Guest (non-licensee only) -  
\$35 before Aug 1st Receive \$25 in Bucks \$ \_\_\_\_\_

Board Paid Staff - \$35 before Aug 1st Receive \$35 in Bucks \$ \_\_\_\_\_

Bus Transportation to Pheasant Run Sunday \_\_\_\_\_ or Monday \_\_\_\_\_ \$ \_\_\_\_\_

## **Optional Events: (The Following events can be added for an additional fee.)**

### **Monday, September 18th**

CRS Class 9:00am-4:00PM (Name of Class) (#of tickets \_\_\_\_\_ @ \$99 each) \$ \_\_\_\_\_

CRS Luncheon (#of tickets \_\_\_\_\_ @ \$20.00 each) \$ \_\_\_\_\_

RLI Luncheon (# of tickets \_\_\_\_\_ @ \$20.00 each) \$ \_\_\_\_\_

Capitol Steps-Amphitheater at Pheasant Run (#of tickets \_\_\_\_\_ @ \$30 each) \$ \_\_\_\_\_

### **Tuesday, September 19th**

Awards & Annual Meeting Luncheon (#Of tickets \_\_\_\_\_ @ \$20 each) \$ \_\_\_\_\_

Bus Shuttle Service (#Of tickets \_\_\_\_\_ @ \$10 each) \$ \_\_\_\_\_

Around St. Charles (#Of tickets \_\_\_\_\_ @ \$10 each) \$ \_\_\_\_\_

### **Wednesday, September 20th**

"Taste of Chicago" Exhibit Hall Luncheon (Free) (#of tickets \_\_\_\_\_)

Bus Shuttle Service (# of tickets \_\_\_\_\_ @ \$10 each) \$ \_\_\_\_\_

Inaugural Gala (# of tickets \_\_\_\_\_ @ \$30 each) \$ \_\_\_\_\_

TOTAL AMOUNT DUE \$ \_\_\_\_\_

**METHOD OF PAYMENT** \_\_\_\_ VISA \_\_\_\_ MasterCard \_\_\_\_ Discover \_\_\_\_ American Express

Card number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

Check # \_\_\_\_\_

## **4 Ways to Register**

**ONLINE:** [www.iowarealtors.com](http://www.iowarealtors.com)

**BY FAX:** 800-874-2002

**BY PHONE:** 800-532-1515

**BY MAIL:** Send form and payment to  
Iowa Association of REALTORS (see  
address below)

### **Hotel:**

#### **Pheasant Run Resort & Spa**

4051 East Main Street

St. Charles, IL 60174

1-800-474-3272

[www.pheasantrun.com](http://www.pheasantrun.com)

The Iowa Association of REALTORS received a special rate of \$115/night (single or double). To receive this special rate reservations must be made by September 5, 2006.

***Questions: Contact Cindy Pelz  
800-532-1515 Ext. 336 or by email  
Cindy@iowarealtors.com***

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