



**Keynote Presentation**  
**I Got This**

Your clients are looking for more than just a good service experience – they’re searching for true expertise that will help them through the entire process of buying or selling a home. It’s not enough to just be good at your job – you have to present yourself as a TRUE expert in order to win the business of today’s consumers. In this presentation, Terry will show you not only how to develop your expertise, but to showcase it in a way that generates trust from the marketplace.



**Terry Watson**

**The Buffalo Grand Hotel**  
**120 Church Street**  
**October 30, 2019**

**Registration Opens 7:30 am**

**Event Registration Fee \$10 - Register thru MLS Portal**  
All sessions are free and approved for one hour of CE Credit  
**Please Note: YOU Must Register for the Event and**  
**Each Session Separately**

**Sessions - Grand Ballroom A**

**8:30 am - 9:30 am**

**Take the Fright Out of Multiple Offers**

**Moderator: Lynne Logan**

**Miriam Barker, Joseph Battaglia, Keisha Bennett, Vienna Haak, Kristi Curtis Kaczorowski, Paula Macaluso & Deanna Zavah**

This presentation will cover how to prepare buyers for multiple offers and review the new Standard of Practice 1-7 regarding offers.

**9:45 am - 10:45 am**

**NO TRICKS...Reap the TREATS**

**Margaret Hartman**

National Association establish objective, ethical standards governing the professional conduct of REALTORS and reinforcing these standards, Respect for the Public, Respect for Property, Respect for Peers.

**2:15 pm - 3:15 pm**

**Showing Time MLS Service**

**Peter Cimino**

This class will teach you how to setup Showing time for the MLS to help with smoother schedules of showings for all agents in our marketplace.

**Sessions - Grand Ballroom B**

**8:30 am - 9:30 am**

**Don't Be in the Dark**

**miriam treger**

This one-hour safety presentation is based on the “why” and the “what” we can do to minimize our risks. Each component of our professional lives can be viewed from a different angle of awareness.

**9:45 am - 10:45 am**

**Good Fences Make Good Neighbors**

**Keri Callocchia, Esq.**

Navigating survey issues in the context of a real estate transaction.

**2:15 pm - 3:15 pm**

**Appraisal Adjustments – Where Do They Come from?**

**Joseph Whittington, Lisa Grover & Terry Martina**

Learn how adjustments for differences in amenities such as steel roofs and solar panels effect the value of a home.

**Please Note: YOU Must Register for Each Session Separately**

**NO walk-ins due to limited seating**  
**Register thru MLS Portal BNAR Member Services Education**

**11:45 – 12:15**

**Grand Ballroom - BNAR Welcome**

**Eric Winklhofer, BNAR President**

**Exhibitor Introductions & Prize Winners**

**12:15 pm - 1:00 pm**

**Keynote Presentation**

**Terry Watson**

**1:00 pm - 2:00 pm - Lunch**

Hearts of Palm Salad with spiced caramelized pecans

Chicken Roulade with white sauce

Sautéed mixed vegetables

Mashed Potatoes

Angel food Cake with Raspberry

**- Diamond Sponsor -**



**- Platinum Sponsor -**

**2FindYourHome**

**MP Caroli Hardwood**

**- Gold Sponsor -**

**CoreLogic**

**- Enjoy the Day - Visit the Exhibitors**

**FREE Parking - Car Pooling is Recommended**