

Buffalo Niagara Association of REALTORS® Agents Day and Trade Show 2021
SEMINARS & EXHIBITORS SCHEDULE

Thank you to our Sponsors

MP Carol Hardwood, Pillar to Post Clinton Hawkins Team, Keybank Mortgage, and LW Integrity Funding

▶ **8:00 AM REGISTRATION OPENS**

▶ **8:30 AM - 9:30 AM FIRST KEYNOTE SPEAKER | BALLROOM 4 & 5**



Dr. Jessica Lautz

VICE PRESIDENT OF DEMOGRAPHICS & BEHAVIORAL INSIGHTS AT THE NATIONAL ASSOCIATION OF REALTORS®

How Buyers and Sellers Are Navigating in Today's Market

Buyers and sellers have changed what they want in a home, and how to use their home, how they search for a new home and the relationship to the agent. The housing market has roared over the last year, but now shows signs of normalization. Buyers have struggles to find the perfect home and found creative ways to enter the market. Demographics have shifts and many potential buyers have been left out. How is everyone coping and what come next? Don't miss out on this presentation.

▶ **10:00 AM - 11:00 AM**

BALLROOM 1: PANEL DISCUSSION - HAVE YOU EVER FELT INVISIBLE?

Do you roll your eyes when you hear about DEI – diversity, equity, and inclusion? It's a changing world. Learn why valuing and accepting each other matters. It will affect your bottom line! Join us as we literally peek behind a curtain and hear about one woman's powerful experience. **NO CE CREDIT**

BRENNON THOMPSON, Community Engagement & Fair Housing Manager - Greater Rochester Association of REALTORS®

JOHN LEONARDI, Chief Executive Officer Buffalo Niagara Association of REALTORS®

BRENDA ALESII, Vice President of DEI & Government Affairs Director - Buffalo Niagara Association of REALTORS®

ENAS LATIF, Licensed Associate Real Estate Broker

NANETTE MASSEY, Writer and Workshop leader

BALLROOM 2 & 3: CURRENT ISSUES IN REAL ESTATE TODAY

DAVID WEIR, Attorney at The Law Offices of David C. Weir PLLC

We will look at some of the more common errors that attorneys and agent make with regard to inspections, attorney approval letters and default under the contract. We will exam the proper way to calculate the time for home inspection and how the attorney approval impacts that time. We will look at the effect of "as is" language when added to the contract and how it changes the Seller responsibilities. We will also touch on default under the contract, time of essence and what happens to the deposit. **NO CE CREDIT**

▶ **11:00 AM - 11:45 AM VISIT EXHIBITORS**

▶ **11:45 AM - 12:15 PM WELCOME, EXHIBITOR INTRODUCTIONS AND DRAWINGS**

▶ **12:15 PM - 1:15 PM SECOND KEYNOTE SPEAKER | BALLROOM 4 & 5**



Ann Margaret Carrozza, Esq

RENOWNED ATTORNEY, ON AIR TV LEGAL EXPERT TO DR. PHIL AND NUMEROUS OTHER PROGRAMS.

AUTHOR "LOVE & MONEY, PROTECTING YOURSELF FROM ANGRY EXES, WACKY RELATIVES, CON ARTISTS AND INNER DEMONS."

PREVIOUSLY SERVED FOR 14 YEARS AS A NYS ASSEMBLYWOMEN

Banishing the Pinheads from your Wallet and Focusing on the Needs of Others

In this presentation, Ann-Margaret Carrozza will share her personal journey of dismantling limiting beliefs, setting goals and unleashing life's magic to achieve improbable levels of success. Don't miss out on this presentation.

▶ **1:15 PM - 2:15 PM LUNCH**

▶ **2:15 PM – 3:15 PM**

BALLROOM 1: TRANSACTION DESK WITH AUTHENTISIGN - Limited Seating – Must register through your MLS Portal

MARGARET FISHER, Licensed Associate Real Estate Broker with Howard Hanna

Learn some simple tricks and tips that will make your Transactions easier and more organized, including the ability for quick access to Transaction and Documents from your mobile device. **ONE (1) FREE CE CREDIT**

BALLROOM 2 & 3: PANEL DISCUSSION - ROARING REALTOR ISSUES FOR 2021

Get jazzed up at this session answering your "Roaring" questions about today's business practices. **NO CE CREDIT**

ANTHONY GATTO, ESQ., NYSAR General Counsel

ANNETTE FACHKO, RCE, Chief Administrative Officer (CAO) at Buffalo Niagara Association of REALTORS®

JAMES KNIGHT, Licensed Associate Real Estate Broker and Appraiser

