



# NAREB 65<sup>th</sup> ANNUAL WINTER CONFERENCE



February 21-24, 2012

## TENTATIVE AGENDA

### Miami Beach Resort & Spa

4833 Collins Avenue

MIAMI, FL 33140

PH: (305) 532-3600

Tuesday, February 21, 2012	
NATIONAL COMMITTEE MEETINGS	
2:00pm-4:00pm	Conference Committee Meeting
5:30pm-6:30pm	<b>National Affiliate Meetings</b>
	CID (Commercial Investment Division) Rasheeda Jones, President
	NID (National Investment Division) Ray Carlisle, President
	NSREA (National Society of Real Estate Appraisers) David Harmon, President
	REMBI (Real Estate Management Brokers Institute) E. Jean Webber, President
	Sales Division L.J.Jennings, President
	UDC (United Developers Council) Michelle Calloway, President
	WC (Women's Council) Terry Worthy, President
	YRD (Young Realtist Division) Gerald Dixon, President
	Contractors Division Thom Holmes, President
	PAC (Political Action Committee) Henry Wade, President
	<b>National Committee Meetings</b>
6:30pm- 7:30pm	Constitution and By Laws, H. Bernie Jackson, Chair
6:30pm- 7:30pm	Newsletter Committee-Dianne Simmons, Chair
6:30pm- 7:30pm	Regional Vice Presidents, Henry Currie, President
6:30pm- 7:30pm	Budget & Finance Committee, Larry Butler, Chair
6:30pm- 7:30pm	Membership/Subscription Committee- Sylvester Brooks
6:30pm- 7:30pm	Faith Based, Deborah Canady, Chair
6:30pm- 7:30pm	Education Committee, Darryl Isabel & Yvette Chapman, Co-Chairs
6:30pm- 7:30pm	REO Task Force, Stacey Mollison, Chair
6:30pm- 7:30pm	Technology Committee, Walter Simmons, Chair
6:30pm- 7:30pm	Public Relations, Annette Collier, Chair



<b>Thursday , February 23, 2012</b>		<b>Cont'd</b>
10:00am-11:45am	REO Track 1-TBD	
10:00am-11:45am	Technology Track 1-TBD	
10:00am-11:45am	Selling in Today's Market Track 1-"Realist Best Practices"	
12:00pm-1:30pm	<b>Lunch - located in the Exhibitors Area</b> (included in registration)	
1:30pm-3:00pm	Local Board Presidents Track 2-TBD	
1:30pm-3:00pm	REO Track 2-TBD	
1:30pm-3:00pm	Technology Track 2-TBD	
1:30pm-3:00pm	Selling in Today's Market Today's Market 2-TBD	
2:00pm-4:00pm	First Lady's Planning Meeting (Past Presidents Wives Only)	
3:00pm-4:30pm	Local Board Presidents Track 3-TBD	
3:00pm-4:30pm	REO Track 3-TBD	
3:00pm-4:30pm	Technology Track 3-TBD	
3:00pm-4:30pm	Local Board Presidents Track 3-TBD	
4:30pm-6:00pm	Women's Council General Meeting	
6:30pm-7:00pm	First Time Attendees Networking Event	
7:00pm- 10:00pm	Welcome Reception- Pool/Deck Attire: Casual (included in registration)	
<b>Friday , February 24, 2012</b>		
6:00am-6:45am	Walk/Run Fitness	
7:30am-9:30am	Prayer Breakfast- Women's Council (ticketed event)	
9:00am-3:00pm	Exhibitors breakdown	
9:30am-11:00am	HUD/MOU Fair Housing Workshop	
11:00am-12:30pm	Health Education	
11:00am-12:30pm	Charles Schwab Workshop	
12:30pm-2:00pm	Lunch on your own	
2:00pm-3:00pm	Agent Alarm	
3:00pm-3:30pm	State of Housing in Black America (SHIBA) Training	
3:30pm- 5:30pm	Homeowners Assurance Program (HAP) Training	
<b>END OF CONFERENCE. ENJOY THE CITY!</b>		
<b>Saturday , February 25, 2012</b>		
7:30am-10:30am	Board of Directors Meeting Regency Ballroom	
10:45am-12:00pm	Board of Directors Training-Part 1	
12:30pm-4:30pm	Golf Outing (meet in lobby)	

***The N.AREB agenda is subject to change.  
Departure – Have safe travels.***

## **NAREB Affiliates Descriptions**

### **NATPAC**

The REALTIST® NATPAC is a connected organization of the National Association of Real Estate Brokers, (NAREB®), established to further NAREB's vision of becoming a major policy source for federal officials in the area of real estate and economic development within communities of color through the United States. REALTIST® NATPAC does this by helping to elect and re-elect federal candidates, Senators and Representatives who support fair and equitable home ownership and economic development legislation which affect communities of color.

### **United Developers Council - UDC**

The United Developers Council (UDC), an Affiliate of the National Association of Real Estate Brokers' (NAREB®), mission is to promote the inclusion and representation of minorities within the planning and development of community development projects located in high-density urban area where its members are actively engaged in development and brokerage of real estate. The United Council Of Developers dba The United Developers Council, a 501(c)3 non-profit organization activities include, but are not limited to promoting education, economic development & social entrepreneurs in urban neighborhoods. UDC provides training on current development trends. Market Trend Development classes are offered at Mid-winter, Annual and Regional NAREB® Conferences. UDC promotes transforming communities through partnerships with various municipalities, local universities, community development groups, faith-based organizations, Lending Institutions, & Community Development Financial Institutions (CDFI). UDC encourages collaboration between Experienced and Novice Developers to promote the success of Projects. Participants who complete the stringent course curriculum receive a designation as a United Developers Consultant. The UDC designation training is currently offered yearly.

### **NAREB Investment Division - NID**

The NAREB Investment Division (NID) was founded in 1985 as a affiliate of the National Association of Real Estate Brokers. The NID purpose and mission is to support and help implement urban affordable housing and community development programs that will make urban communities places that are welcoming to businesses and an ethnically and socially diverse workforce. NID has developed and implemented model high school and community college financial literacy programs, foreclosure prevention/homeowner preservation programs and home buyer programs that serves urban and minority families in 22 states through the 54 NID-Housing Counseling Agency Branch Office network. NID serves over 50,000 homeowner and homebuyer clients and advices over 50 local municipalities on urban community development issues annually.

### **Sales Division**

The Sales Division of NAREB® is one of the largest sub groups within the National Association of real estate brokers. Organized as an independent 501(c)3 organization within the broader NAREB® network, the sales division is comprised of members representing agents and brokers who are principally involved in real estate sales. The primary purpose of the sales division is to assist in the professional development of real estate sales professionals. This is accomplished through professional development courses such as our National REO Certification Designation, Residential Sales Specialist Designation, and Relocation Services along with services geared toward professional sales development.

### **National Society of Real Estate Appraisers**

The National Society of Real Estate Appraisers, Inc. (NSREA), was organized in the state of California in 1956. Our members are in most of the larger cities in the USA, most of which are licensed real estate practitioners. Many have obtained advanced college or university training and are well known as appraisers in their communities.

Because of the fact that our membership has worked and lived primarily in urban areas of the cities of our nation, we are recognized as being highly knowledgeable as to the values of properties in and around such areas. This fact increased the possibility that we would be called on to aid in the development of activities for improvement in urban areas

Emphasis on objectivity and the need for intensive study in appraising is brought out in our training programs. Our re-certification program is based on continuing education and peer review. We are required to complete the re-certification program so that our skills are kept up to date. In addition, our standards of ethics and technical competency are among the highest in the industry. We have a working and meaningful relationship with other professional appraisal organizations, creating an atmosphere for the exchange of ideas and procedures

Our symbols identify appraisers who will render fair and complete valuations, giving full consideration to all factors and circumstances. An appraiser certified by NSREA truly merits your full confidence.

### **Real Estate Management Institute**

The Real Estate Management Institute (REMBI) is comprised of real estate professionals whose day-to-day focus is property management. One of the most challenging phases of real estate which still remains an unsolved problem of today is how to successfully manage subsidized housing in the growing metropolitan areas. This fact was recognized many years ago by the board of directors of the National Association of Real Estate Brokers (NAREB®). Later the need for successful management of subsidized housing led to the formation in 1968 of an affiliate arm of the national body (REMBI) to deal with the whole concept of preservation of property, landlord-tenant relationship and economic analysis of managing conventional as well as subsidized real property. REMBI's mission is to unite, train, license and certify its members in all facets of the property management.

### **Women's Council of NAREB**

The Women's Council of the National Association of Real Estate Brokers (WC of NAREB) contributes to the growth and professional enhancement of its members and the communities we serve. Women's Council (WC) also plays a viable support role in our parent organization NAREB (National Association of Real Estate Brokers) as its strongest affiliate. Many of our members are very active in NAREB's other affiliate organizations. The Women's Council mission offers financial literacy education for the public, educational scholarships for youth, leadership designations for our members, and the exchange of ideas through networking. Women's Council is a non-profit organization that focuses on the community and its grassroots effect. With over 15 actively working chapters nationwide, the Women's Council is growing larger and stronger in the community to provide Financial Literacy information and education to homeowners, potential buyers and sellers, as well as our Members on a daily basis.

### **Young REALTIST Division - YRD**

The purpose of this division shall be to assist NAREB in its membership recruitment and development activities by increasing awareness of NAREB's history, benefits and activities amongst new entrants to the real estate professions; to encourage college students to enter real estate professions; to orientate new members of NAREB through education of its national history and traditions; to foster leadership development within NAREB, and; to encourage active participation and involvement of the members of this Division in NAREB's affiliates, divisions, committees, mid-winter conferences and annual meetings.