

# WAAR Convention & Expo 2010



## REALTORS: "Get Your Game On!"



**Date:** Tuesday, September 14, 2010

**Location:** Williamsburg Marriott Hotel (McLaws Circle)

**Enter to win the Grand Prize - 42" Samsung Plasma HDTV** (must be present to win)

### Schedule of Events

|              |  |
|--------------|--|
| 8:00         | Enjoy a pastry and coffee outside the Exhibit Hall   |
| 8:30 - 4:30  | Classes offered first come first served (all are approved for credits)                               |
| 10:00 - 3:00 | Exhibit Hall—Score a Touchdown with your Vendor Teammates!   |
| 11:30 - 1:30 | Lunch is served (pre-register by September 10 to insure availability)                                |
| 2:00 - 3:30  | Happy Hour in the Exhibit Hall (1 free drink ticket sponsored by Jay Mansidor and SunTrust Mortgage) |
| 2:30 - 3:00  | Pick up Door Prizes from Vendors   |
| 3:00         | Grand Prize Drawing (must be present to win)   |
| 3:30 - 4:30  | Final Classes of the Day   |

**REGISTER NOW at [www.WAARealtor.com](http://www.WAARealtor.com) —click on Events Calendar then Registration**  
**Click here for Registration Form. Fax to WAAR 757.253.1559**

Full Day of Expo, Continental Breakfast, Lunch, **All Classes** & Course Credit Submission to DPOR:  
\$40 Early Bird Rate - member & non-member rate (through September 13)  
\$50 Regular Rate (at the door)

Expo & Lunch Only (no classes): \$30

Classes are "first come first served". No registrations will be taken.

Bring your business cards for chances to win some awesome door prizes donated by our Vendor  
Receive a free trigger point massage by Reach for Performance.  
Have your picture taken by Helen of Helen's Place at Colonial Photography.



## TOUCH DOWN!

*Williamsburg*  
Area Association of REALTORS®  
The Voice for Real Estate® in America's Historic Triangle

# WAAR Convention & Expo 2010

## *"Get Your Game On!"*

**Date:** September 14, 2010  
**Time:** Classes—8:30 am-4:30 pm  
Exhibit Hall-10:00 am-3:00 pm  
**Place :** Williamsburg Marriott at Kingsmill

### Registration Fee - Check One

- \$40 Early Bird through September 13, 2010  
(\$50 At the Door)
- \$30 Expo and Lunch Only

**Name:** \_\_\_\_\_

**Company:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **email:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Payment MUST BE included for your registration to be complete.**

Payment Options:  Cash  Check by Mail ck # \_\_\_\_\_  
 Visa  Master Card

Name on Card: \_\_\_\_\_

Authorized Sig: \_\_\_\_\_

Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

**Registration Policy:** Registration fees must be paid in full prior to the day of an Association function. If payment is not received by the date of the function, you will be billed the cost of the ticket plus a \$5 billing charge.

**Cancellation/Refund Policy:** Registration fees will be fully refunded if cancellation is received at least seven (7) days prior to the function. No refunds will be given for cancellation made within the seven (7) days prior to the function.

Mail or Fax Registration Form to WAAR—  
5000 New Point Rd Ste 1101  
Williamsburg, VA 23188  
Office: 253-0028 Fax: 253-1559

## Schedule of Classes

Class fees are included in Convention & Expo ticket price. There is no extra charge for credit reporting to DPOR.  
All seating is first-come, first-served.

### Classroom #1

8:30 am - 10:00 am **FlexMLS Advanced Course**

Steve Schlangen, FBS

This flexmls Advanced Topics class will include segments on CMAs, search results screen functionality, statistical reporting tools, the Presentations module, reverse prospecting, setting personalized system preferences, and flexmls Wireless which is used to access MLS information on Blackberries, Treos, iPhones and other smart phones. There will also be a Question-and-Answer session.

*Approved for 1 hour RE Related CE; 1 hour elective PL ; 1 hour Broker Mgmt*

### Classroom #16

9:30 am - 11:30 am **Working Smart in the Digital Age**

John Cummings, Up & Running

Learn what it takes to keep your computer 'up & running'. Class includes computer maintenance and clean up for faster running speed as well as information on purchasing techie products such as computers, PDAs, cameras, etc. John and his class were specifically requested by fellow REALTORS® to be a part of our class line-up.

*Approved for 2 hours RE Related CE; 2 hours elective PL*

1:30 pm - 2:30 pm **Living Safely in a Dangerous World**

Brenda Wise

Citizens Against Crime is the largest crime prevention and safety education company of its kind. This dynamic one hour program is fast-paced, empowering and entertaining. Topics include: home security, car safety, street crimes, assaults, muggings, rape & weapons. Attend this class and learn how to "Live safely in a dangerous world."

*Approved for 1 hour RE Related CE/PL; 1 hour Broker Mgmt*

3:30 pm-4:30 pm **Real Estate Photography**

Louis Fronkier, Art Louis Photography

Bring your camera to this class! Louis Fronkier, owner of Art Louis Photography, will show you how to use your own camera to showcase your listings and marketing brochures. If you can't bring your own camera, come anyway and learn from others.

*Approved for 1 hour RE Related CE; 1 hour elective PL; 1 hour Broker Mgmt*

### Classroom #17

9:00 am—11:00 am **Legal Update 2009**

Lem Marshall, Atty.

*Approved for 2 hours mandatory Contracts CE; 2 hours elective PL*

12:30 pm-2:30 pm **Short Sales & Foreclosures**

Lem Marshall, Atty.

*Approved for 2 hours Contracts CE or 2 hours Residential RE Elective PL*

### Classroom J

10:30 am - 11:30 am **Red Flags for Today's Transactions**

Allison Spears, Sage Title

This class focuses on the 'Red Flags' that so often accompany or delay closings—factors such as title insurance, short sales & foreclosure /bankruptcy information—or rather misinformation, mechanic's liens on new construction, recently renovated or 'flipped' houses, etc. Get the answers before your buyers or sellers need them!

*Approved for 1 hour RE Related CE; 1 hour elective PL; 1 hour Broker Mgmt*

12:30 pm-1:30 pm **Facts on Underground Storage Units**

John Pollard, Pollard Environmental

Most underground oil tanks in VA were installed 30-60 years ago and over 70% of them are leaking due to natural corrosions. Leaking oil may impact basements, sumps, water wells, creeks, ponds, and other property. This course covers the risks, legal requirements, what to do if a leak has occurred as well as what might be the worst case scenario. Your clients will thank you for being knowledgeable in this area should they have to deal with it.

*Approved for 1 hour RE Related CE; 1 hour elective PL*

3:30 pm - 4:30 pm **Credit Restoration**

Pam Catts, Prosperity Mortgage

What is a good credit score? What happens if you're trying to represent a client who needs help with their credit score? This course will help you understand the factors that make up a credit score, managing debt and how you or your clients can improve their score.

*Approved for 1 hour RE Related CE; 1 hour Residential Elective PL; 1 hour Broker Management & Supervision*

**WAAR CONVENTION & EXPO 2010**  
**CLASS SCHEDULE**

| Classes are included within the price of admission to the Expo.<br>There is no class preregistration. Classes are first come first served, so please be on time to get into the class of your choice! |  |  |  |  |   |
|---|--|--|--|--|---|
| Times   | Classroom #17  | Classroom #1   | Classroom #16  | Classroom #J   |   |
| 8:30  |  |  |  |  |   |
| 9:00  |  | <b>FlexMLS Advanced</b><br>8:30 am-10:00 am<br>Steve Schlangen<br>Approved for 1 hour<br>CE/PL/B Credits |  |  |   |
| 9:30  | <b>Legal Update 2009-2010</b><br>Lem Marshall<br>Approved for 2 hrs<br>CE/PL   |  |  |  |   |
| 10:00   |  |  | <b>Working Smart in the Digital Age</b><br>9:30-11:30<br>John Cummings<br>Approved 2 hours CE/PL |  |   |
| 10:30   |  |  |  |  |   |
| 11:00   |  |  |  | <b>Red Flags for Today's Transactions</b><br>Approved for 1 hr<br>CE/PL/B                                    |   |
| 11:30   |  |  |  |  |   |
| 12:00   | <b>No Classes</b><br>11:30-12:30   | <b>No Classes</b><br>11:30-12:30   | <b>No Classes</b><br>11:30-12:30   | <b>No Classes</b><br>11:30-12:30   |   |
| 12:30   |  |  |  |  |   |
| 1:00  | <b>Short Sales &amp; Foreclosures</b><br>12:30-2:30<br>Lem Marshall<br>Approved for 2 hours CE/PL  |  |  | <b>Facts on Underground Storage Units</b><br>12:30-1:30<br>John Pollard<br>Approved 1 hr RE<br>Related CE/PL |   |
| 1:30  |  |  |  |  |   |
| 2:00  |  |  | <b>Living Safely in a Dangerous World</b><br>1:30-2:30<br>Brenda Wise<br>Approved 1 hour CE/PL/B |  |   |
| 2:30  |  | <b>HAPPY HOUR on EXPO FLOOR</b><br>2:00 PM-3:30 PM   |  |  |   |
| 3:00  | <p><b>Enjoy Happy Hour!</b><br/>Last chance to visit with Vendors, play games &amp; purchase Grand Prize Drawing Tickets!<br/>Vendor Door Prize Winners may pick up prizes NOW from the Vendors -<br/>Check the board to see if you're one of the lucky winners!</p> |  |  |  | <p><i>Enjoy one free drink - courtesy of Jay Mansidor and SunTrust Mortgage</i></p> |
| 3:30  | <p><b>Enjoy Happy Hour!</b><br/><b>Grand Prize Drawing for SAMSUNG 42" PLASMA HDTV</b><br/>~ 2 year warranty ~<br/><b>You must be present to win !!</b><br/><b>3:00 - 3:15</b></p>   |  |  |  |   |
| 4:00  |  |  | <b>RE Photography</b><br>3:30-4:30<br>Louis Fronkier   | <b>Credit Restoration</b><br>Pam Catts<br>3:30-4:30  |   |
| 4:30  |  |  | <b>BRING YOUR OWN CAMERA!</b><br>Approved 1 hour CE/PL/B   | Approved 1 hr CE/PL/B  |   |