

Schedule of Events

Registration Desk - Upper Lobby
 Thursday: 9:00 a.m. - 6:00 p.m.
 Friday: 7:30 a.m. - 3:30 p.m.

Attendees are required to wear their conference badge for admittance to all events. If you did not receive a badge, please stop by Women's Council's registration desk.

Thursday, May 12, 2011

8:00 a.m. - 8:30 a.m.	■ Sign-in for PMN: The Business of Your Business	Congressional/Senate Foyer
8:30 a.m. - 5:00 p.m.	■ PMN Course: The Business of Your Business: Formula, Financials, Function and Freedom	Congressional/Senate
8:00 a.m. - 8:30 a.m.	■ Sign-in for PMN: Leadership Excellence	Federal A & B Foyer
8:30 a.m. - 5:00 p.m.	■ PMN Course: Leadership Excellence: Becoming a Level 5 Leader	Federal A & B
8:00 a.m. - 5:00 p.m.	● Nominating Committee	New York
9:00 a.m. - 12:00 p.m.	● Executive Committee	Pan American
1:30 p.m. - 2:30 p.m.	● Strategic Forum Steering Committees & Program Groups Meeting	Statler A & B
2:00 p.m. - 4:00 p.m.	Shop the Chapter Fundraising Sales Tables	South American B
2:30 p.m. - 3:30 p.m.	● 2011 RVP Briefing with Line Officers	Pan American
5:00 p.m. - 6:00 p.m.	Networking Hour	Presidential Ballroom

Friday, May 13, 2011

8:00 a.m. - 8:30 a.m.	Conference Welcome (Coffee & Tea Service)	Presidential Ballroom
8:45 a.m. - 10:00 a.m.	Strategic Forum: Professional Development	Congressional/Senate
8:45 a.m. - 10:00 a.m.	Strategic Forum: Leadership Development & Influence	Presidential Ballroom
10:15 a.m. - 11:45 a.m.	Local Chapter Best Practices Session	Presidential Ballroom
11:45 a.m. - 1:30 p.m.	Shop the Chapter Fundraising Sales Tables	South American B
12:00 p.m. - 1:00 p.m.	● Past National Presidents Advisory	Michigan
1:30 p.m. - 2:45 p.m.	Strategic Forum: Effective Chapter Operations	Presidential Ballroom
1:30 p.m. - 2:45 p.m.	Strategic Forum: Communication & Outreach	Congressional/Senate
3:00 p.m. - 4:00 p.m.	● Joint Meeting, Strategic Forum Steering Committees & Program Groups	Statler A & B
3:00 p.m. - 4:00 p.m.	Education Session: "It's a Price War at the Door"	Congressional/Senate
3:00 p.m. - 4:30 p.m.	Regional Committee Meetings: Reg. 1 - New York Reg. 6 - Ohio Reg. 2 - California Reg. 7 - Federal A Reg. 3 - South American A Reg. 8 - South American B Reg. 4 - Pan American Reg. 9 - Federal B Reg. 5 - Massachusetts	
6:30 p.m. - 10:00 p.m.	❖ Awards Banquet (6:30 p.m. Cash Reception, 7:00 - 10:00 p.m. Dinner & Program)	Presidential/Congressional Ballroom

Many thanks to Wells Fargo, our Strategic Partner in Educational Excellence.



Saturday, May 14, 2011

8:00 a.m. - 9:00 a.m.	□ Learning Labs (Four Concurrent)	See chart on opposite page for rooms
9:15 a.m. - 10:15 a.m.	□ Learning Labs (Four Concurrent)	See chart on opposite page for rooms
10:30 a.m. - 11:30 a.m.	□ Learning Labs (Four Concurrent)	See chart on opposite page for rooms
11:30 a.m. - 12:45 p.m.	Shop the Chapter Fundraising Sales Tables	South American B
12:00 p.m. - 1:15 p.m.	Finance & Budget Committee	New York
12:45 p.m. - 2:00 p.m.	Education Session: "Top Trends Impacting the Future of Real Estate"	Congressional/Senate

■ Course registrants only. ❖ Included with registration fee. Banquet seating is assigned based on meeting registration date.

● Open to committee members only. □ Learning Labs are for all registered attendees on a variety of organizational and professional topics.

Schedule of Events Continued

Saturday, May 14, 2011 Continued

1:15 p.m. - 2:45 p.m.	● Executive Committee	New York
2:15 p.m. - 4:15 p.m.	Education Session: "Broker, Owner & Manager Bootcamp"	Congressional/Senate
4:30 p.m. - 5:30 p.m.	General Assembly Session - Awarding of PMN Designations - Meet the Candidates for 2012 Line Office	Presidential Ballroom

Sunday, May 15, 2011

8:00 a.m. - 9:30 a.m.	● Executive Committee Meeting with RVPs	South American B
10:00 a.m. - 1:00 p.m.	WCR Governing Board	Presidential Ballroom

Learning Labs - Saturday, May 14, 2011

Whether you are looking to boost your professional skills or strengthen your chapter, you'll find a Learning Lab for you. The Labs highlighted in blue focus on boosting your business for a better bottom line, while the Labs in yellow will help you run your chapter more effectively. There are also advanced Labs. Deep Dive Labs are fast paced, in-depth sessions designed to immerse attendees into a situation for problem solving or idea creation. Brain Blitz Labs are rapidly moving, idea sharing sessions focused on stimulating discussion and interactivity among participants.

8:00 a.m. - 9:00 a.m.



"Best Practices in Recruitment and Retention"

Uncover techniques for building your local chapter.

Linda Lee, PMN
Federal Room



"Women's Council Meets NAR - A Winning Combination"

Find out how leadership training can lead to a seat at the NAR table.

Julie DeLorenzo, PMN
Statler Room



Deep Dive: "Social Media - The Next Generation"

Take your chapter's social media strategy to the next level.

Jessica Kincaid, PMN
Congressional Room



Deep Dive: "Your Business as a Triathlon"

Discover marketing, financial planning and day-to-day steps to help your business cross the finish line.

Beth Steel
Senate Room

9:15 a.m. - 10:15 a.m.



"I'd Rather Eat Glass: The Joys of Conflict Management"

Examine tips and strategies for managing conflict in your business and beyond.

Ginny Smethers
Statler Room



"10 Steps to Jumpstart Your Chapter"

Revamp your chapter by learning to communicate WCR's value and engaging the unengaged member.

Shannon Buss, PMN
Senate Room



Brain Blitz: "Smartphones - What's in Your Pocket?"

Experience this interactive session dealing with business-related apps and top smartphones features.

Melissa Zimbelman, PMN
Congressional Room



Deep Dive: "Annual Reports - A Guide to Excellent Chapters"

Hear clear instructions for completing the 2011 Annual Report.

Amy Worth-Paul, PMN
Federal Room

10:30 a.m. - 11:30 a.m.

"Involvement Pays"

Discuss the benefits of involvement in your local and state REALTOR® board in this roundtable session.

Theresa Berenger, PMN, Kathy Haddock, Susan Myszkowski, PMN
Senate Room



"High-Flying Presentations"

Explore the dos, don'ts and how to's of effective public speaking in this interactive session.

Jan Thomas, PMN
Statler Room



Deep Dive: "Inspire. Educate. Enable.™ Creating Effective Programming in Your Local Chapter"

Learn tips for planning programs of value for your chapter from a panel of past Wells Fargo award winners.

Moderator: Veronica McManus, PMN
Congressional Room



Brain Blitz: "iPads & Applications for REALTORS®"

Whether you own an iPad or are thinking of getting one, this in-depth session provides a look at the top features of iPads and the best apps for real estate professionals.

Yvonne Coelet, PMN
Federal Room