

It's All About **YOU**



SCHEDULE

8:30am-2:30pm **TRADE SHOW** 3rd floor, center area, all day

8:30am-11:45am **The Ostrich Syndrome** 3rd floor, back right



8:45am-11:45am **9 BREAKOUT SESSIONS** 4th floor

Room 1

9:00-9:45 **Short Sales: Facts & Fiction**

How to increase your business and stay out of trouble

Panel: Mark Boyland, Moderator; Phil Faranda, Realtor; Mark Seiden, Realtor; Alan Lichtenstein, attorney; Anthony Garbuio, CPA; John Ciresi, Bank of America.

10:00-10:45 **The Latest Lending Trends - What REALTORS® REALLY Need to Know**

David Moore, Bank of America Home Loans

11:00-11:45 **Dialogue for Difficult Sellers**

Steve Harney

Room 2

8:45-9:30 **Optimal Use of Your Blackberry**

Amy Chorew

9:45-10:30 **The Three C's of Social Networking**

Amy Chorew

10:45-11:30 **Lights, Camera, Action!**

Amy Chorew

Room 3

9:15-10:00 **Current Appraisal Issues, Requirements, Trends & Solutions**

Jonathan Miller, Miller Samuel Appraisals

10:00-10:45 **Green Homes = More Green for You**

John Urbanowicz, GreenTree Energy & Elyssa Rothe, NYSERDA

11:00-11:45 **REO's: Get ready for the next wave!**

Panel: Mark Boyland, Moderator; Gary Leogrande, Realtor; Igor Krasnoperov, Realtor; Julius Herling, attorney; John Ciresi, Bank of America.

from 11:00 am **LUNCH** 3rd floor to right of door. Ticket needed for lunch box.

12:00 pm **94th ANNUAL MEETING** 3rd floor, back right



Keynote Address by Steve Harney:

Keeping Current Matters in Today's Market

Location:

Westchester Pavilion, 60 South Broadway, White Plains, NY
3rd floor, Old Border's space and 4th floor, WCBR classrooms