

## WEDNESDAY, NOVEMBER 14, 2018

TIME	EVENT	
8:00 AM – 4:30 PM		<b>Virginia REALTORS® Registration Desk Open</b>
10:00 AM – 12:00 PM		<b>Virginia Fair Housing Law Review</b> <b>Barrie Bowers</b> This session will review Virginia Fair Housing Law and will include hoarding, service and emotional support animals, and other fair housing issues. <i>Approved 2 Hours Fair Housing CE and PL</i>
12:00 PM – 1:15 PM		<b>Lunch (on your own)</b>
1:30 PM - 4:30 PM		<b>Update on Unlawful Detainer Actions Under Virginia Law Grimes Creasy</b> If the application process and tenant screening criteria are utilized properly, the need for the eviction process will be reduced to a minimum. Grimes will outline the remedies available to the landlord and to its management company on what you policies you can implement to keep you out of court. <i>Approved 3 Hours Legal Updates CE; 3 Hours Broker Management CE; 2 Hours Elective PL</i>
4:30 PM – 5:30 PM		<b>Vendor Reception</b>

## THURSDAY, NOVEMBER 15, 2018

TIME	EVENT	
7:30 AM – 8:30 AM		<b>Continental Breakfast (included in Registration Fee)</b>
7:30 AM – 4:30 PM		<b>Virginia REALTORS® Registration Desk Open</b>
8:30 AM - 10:20 AM		<b>Trust Based Success</b> <b>Mark Given</b> <i>Proven Ways to Stop Stressing and Start Living.</i> This motivational and high-energy message is sure to Refuel, Recharge and Reenergize you while reminding you of the importance of trust and how it truly influences the success of your firm. Whether you are dealing with prospects, customers, associates, clients, employees, employers, or relationships, It all starts with trust! <i>Approved 2 Hours Real Estate Related CE; 2 Hours Elective PL</i>

### Thursday, 10:30 AM – 12:20 pm. (Concurrent Sessions)

<b>Session 1</b>		<b>Advertising for Property Managers</b> <b>Erin Barton</b> Want to be sure that your ads are legally and ethically compliant? This course will provide substantive guidance to real estate licensees working in property management on advertising issues. Topics include what is advertising; who regulates advertising; required disclosures, and more. <i>Approved 2 Hours Legal Updates CE; 2 Hours Elective PL</i>
<b>Session 2</b>		<b>Trust Based Leadership</b> <b>Mark Given</b> In this course, you will learn how improved leadership skills and consumer centric leadership techniques can eliminate poor communication, consumer complaints, difficult misrepresentation and legal issues related to relationships in real property transactions. We will cover the difference between managing tasks and leading people. <i>Approved 2 Hours Broker Management or 2 Hours Real Estate Related CE; No PL</i>
<b>Session 3</b>		<b>VAR Property Management Forms for Beginners</b> <b>Laura Farley</b> This course will walk through the standard form property management agreement and standard form residential lease, discussing what the contractual provisions mean to give licensees a better understanding of lease transactions. This course will also address common questions that property managers face when representing landlords in Virginia. <i>Approved 2 Hours Real Estate Contracts CE; 2 Hours Elective PL</i>
12:30 PM – 1:30 PM		<b>Lunch (included in Registration Fee)</b>

# THURSDAY, NOVEMBER 15, 2018 (Continued)

TIME	EVENT
<b>Thursday, 1:30 PM - 3:20 PM (Concurrent Sessions)</b>	
<b>Session 1</b>	 <p><b>Property Management Broker Supervision: Case Studies and Best Practices</b>  <b>Erin Barton</b>            This course will take actual Real Estate Board cases and review where agents went wrong, potential broker liability, and what brokers can do to limit their risk.  <i>Approved 2 Hours Broker Supervision; 2 Hours Real Estate Related CE; No PL</i></p>
<b>Session 2</b>	<p><b>TBD</b></p>
<b>Session 3</b>	 <p><b>VR Property Management Forms Update 2018</b>  <b>Laura Farley</b>            This course will walk through the updates to the Virginia REALTORS® standard forms related to property management, the changes in the law that prompted the modifications, and discuss what the contractual provisions mean to give licensees a better understanding of lease transactions. This course will also address common questions that property managers face when representing landlords in Virginia.  <i>Approved 2 Hours Real Estate Contracts CE; 2 Hours Elective PL</i></p>
<b>Thursday, 3:30 PM - 4:30 PM (Concurrent Sessions)</b>	
<b>Session 1</b>	 <p><b>Agency for Property Managers</b>  <b>Erin Barton</b>            This course has the answers to the most frequently asked questions about agency for property managers. Topics include agency law updates; termination rights; disclosure obligations; tenant relationships; and, competency.  <i>Approved 1 Hour Broker Management; 1 Hour Real Estate Agency; No PL</i></p>
<b>Session 2</b>	 <p><b>Real Estate Safety Matters: Safe Business = Smart Business</b>  <b>Michael Guthrie</b>            Our personal safety is something we all need to keep in mind, every single day. The risks we face are the same for men and women, in urban neighborhoods and remote rural areas. This session will cover safety concerns that are unique to our profession, whether at the office, with clients, or at home and actions we can take to incorporate safety awareness into our personal and professional lives  <i>Approved for 1 Hour Real Estate Related CE; No PL</i></p>
<b>Session 3</b>	 <p><b>Introduction to Radon in Virginia Real Estate Transactions</b>  <b>Ryan Paris</b>            Ryan will discuss radon and how to properly and lawfully deal with radon in a real estate transaction. By learning the facts and myths regarding radon risk, testing/ mitigation, and what current local/state/federal law actually requires, you can help your landlords avoid many possible fraudulent/ illegal actions, misunderstandings and unnecessary delays to better improve the chances of a successful rental that will be satisfying to all the involved parties.  <i>Approved for 1 Hour Real Estate Related CE; No PL</i></p>
6:00 PM - 9:00 PM	 <p><b>Game Night at Ruby's</b>            Join us for fun and games at Ruby's Arcade. Eat, drink and network with colleagues at this gaming arcade with something for everyone. Your ticket buys you drinks, dinner and unlimited gaming for the duration of the event. (ticketed)</p>

**FRIDAY, NOVEMBER 16, 2018**

<b>TIME</b>	<b>EVENT</b>	
8:00 AM – 9:00 PM		<b>Continental Breakfast (included in Registration Fee)</b>
8:00 AM – 12:00 PM		<b>Virginia REALTORS® Registration Desk Open</b>
<b>9:00 AM – 12:00 PM</b>		<b>Property Management Q&amp;A Chip Dicks</b> This course will review the application of the Virginia Residential Landlord and Tenant Act (VRLTA) and other applicable state laws. Chip will provide an update on recently passed legislation and answer your questions. <i>Approved 3 Hours Legal Updates CE; 3 Hours Broker Management CE; 2 Hours Elective PL</i>