

Oklahoma Association of REALTORS®
**Education Conference
& Trade Show**
October 13-14, 2010
Tulsa Renaissance Hotel & Convention Center

Wednesday, Oct. 13

7:30 a.m. – 8:00 a.m.	Early Bird Coffee
8:00 a.m. – 5:00 p.m.	CRS Designation Courses
8:00 a.m. – 5:00 p.m.	RCA/Commercial Courses
8:00 a.m. – 5:00 p.m.	OREC meeting
9:00 a.m. – 5:00 p.m.	LeadershipOAR Retreat 5
10:30 a.m. – 10:45 a.m.	Refreshment Break (in classrooms)
Noon – 1:30 p.m.	<i>LeadershipOAR Lunch</i>
Noon – 1:30 p.m.	CRS Luncheon & Business Meeting
Noon – 1:30 p.m.	RCA Luncheon
1:30 p.m. - 4:30 p.m.	Course 1 – Relationship Recovery ACT: Building Business in Changing Times – Cindy Manchester (Hot Topic Status pending OREC approval)
3:00 p.m. – 3:15 p.m.	Refreshment Break
5:15 p.m. – 5:30 p.m.	Registration: Board of Directors and Annual Membership Meeting (200 classroom with stage, projector, etc.)
5:30 p.m. – 7:00 p.m.	Board of Directors and Annual Membership Meeting LeadershipOAR Graduation
5:00 p.m. – 6:00 p.m.	RCA Cocktail Reception
7:00 p.m. – 9:00 p.m.	VIP RPAC Reception – <i>by invitation only</i>
7:30 p.m.	Networking Dinners/Outings On your own CRS, RCA, LOAR, etc. (Organized by groups)

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7:00 a.m. – 4:00 p.m.	Registration
7:00 a.m. – 8:00 a.m.	Early Bird Coffee
8:00 – 9:15 a.m.	Breakfast with the Gubernatorial Candidates
8:00 a.m. – 6:00 p.m.	REALTOR® Marketplace Open
9:30 a.m. – 12:45 p.m.	Keynote Address: Jan Hargrave – Today’s Trends: Negotiating Successfully through Personality Differences & Strategic Listening
9:30 a.m. – 4:00 p.m.	Association Executive’s Session
10:00 – 10:30 a.m.	Refreshment Break & Scavenger Hunt/Bingo w/Exhibitors REALTOR® Marketplace
1:00 – 2:30 p.m.	Luncheon & Awards Ceremony <ul style="list-style-type: none">○ Life Member○ Open Door Award○ REALTOR® of the Year
2:30 – 3:00 p.m.	Break (<i>no refreshments</i>) for Scavenger Hunt or Bingo w/Exhibitors
3:00 p.m. – 6:15 p.m.	<u>Course:</u> Ralph Roberts: Expanding Your Business by Assisting Distressed Homeowners
.	<u>Course:</u> Jan Hargrave: The Psychology of Selling – Retooling Our Thoughts for Today’s Real Estate Market
.	<u>Course:</u> Joe Pryor: Using 21st Century Social Media Marketing – From Contact to Closing the Rules of Engagement Have Changed
3:30 p.m. – 4:00 p.m.	Dessert w/Exhibitors - REALTOR® Marketplace
6:00 p.m.	Exhibitors/Realtor® Marketplace closes
6:15 p.m.	Conclusion of Conference