

**\$15**  
MEM Early Bird  
Thru Sept. 28

**Oct. 25, 2018 • 8 AM - 4:30 PM • Embassy Suites Dulles, VA**



**Nobu Hata**  
Director of Member Engagement  
National Association of REALTORS®

**Catch Fire with Sphere Based Selling**

Have you ever heard the expression, 'work smarter, not harder'? When it comes to lead generation, working your sphere of influence is one of the best ways to generate and convert more leads in less time.

**State of Real Estate Tech & Marketing**

Real estate is evolving at a rapid pace and it's up to agents and brokers to understand who and what is disrupting the space and how to evolve their value proposition to match consumer expectations. Learn the latest in technology and marketing trends of tomorrow plus how to integrate them into your business!



**Matt Paxton**  
Legacy Navigator  
Host, Hoarders

**Full House: An Insider's View of Hoarding**

Matt Paxton's Hoarding 101 course will provide REALTORS® with a better understanding of clients who hoard, as well as of aging clients. Even if they aren't hoarders, aging clients tend to hold on to items and it can be difficult to help them let go in order to clean out

and sell the house. This course will teach REALTORS® how to best communicate with older adults and hoarders to get the results they want while keeping their clients' best interests in mind. The end goal is that REALTORS® will learn how to get the house cleaned out and sold faster, for more money.



**Andrew A. Painter, Esq.**  
Attorney  
*Walsh, Colucci, Lubeley & Walsh, P.C.*

**Rise of a Region: A Development History of Northern Virginia**

Rise of a Region covers Northern Virginia's major growth factors from its settlement in the 1700s through today, including government spending, roads, utilities, private investment, and public policy decisions.



**Billy Ekofu**  
Managing Director  
Century 21 Redwood

**Prospecting for Relationships, Not Leads**

There isn't an agent that wouldn't want to learn how to acquire leads. Everyone wants them. Everyone needs them. Businesses depend upon them. We're so quick to buy them, convert them, and close them. From a business perspective, this is absolutely needed. From a people perspective, this is absolutely

terrible. It's time to grow our business in a way that honors the very people we are so desperately trying to serve.



DAAR and the community service committee is participating in a Winter Warmth program benefiting LAWS and the Loudoun Emergency Homeless Shelter. DAAR is collecting gently worn coats, scarves & gloves, twin sheets and bedspreads. Donations can be dropped off at DAAR from September 1 - October 31. Items can also be dropped off at the DAAR Conference & Expo registration desk on October 25th.



## Class/Course Registration Form



Fax to (703) 771-9787 / Email to info@dullesarea.com

Mail to 21720 Red Rum Dr., #177, Ashburn, VA 20147

Questions? Contact Teresa Kirkhart at tkirkhart@dullesarea.com / (571) 291-9805.

### Or Register Online at [dullesarea.com](http://dullesarea.com)

NAME: \_\_\_\_\_ FIRM: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_

LICENSE NO: \_\_\_\_\_ LICENSE EXP. DATE: \_\_\_\_\_

Class 1: \_\_\_\_\_

Class 6: \_\_\_\_\_

Class 2: \_\_\_\_\_

Class 7: \_\_\_\_\_

Class 3: \_\_\_\_\_

Class 8: \_\_\_\_\_

Class 4: \_\_\_\_\_

Class 9: \_\_\_\_\_

Class 5: \_\_\_\_\_

Class 10: \_\_\_\_\_

### Payment Method:

TOTAL DUE: \$ \_\_\_\_\_  VISA  MC  AMEX  CHECK ENCLOSED

CC#: \_\_\_\_\_

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

Cardholder: \_\_\_\_\_

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



ATLANTIC COAST  
MORTGAGE