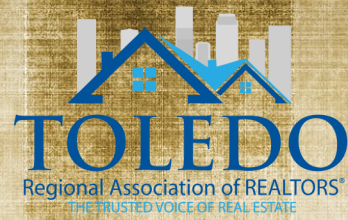


Presenting Sponsor:



**HONDROS**  
COLLEGE OF BUSINESS

# EDUCATION EXPO & TRADE SHOW

## THURSDAY, FEBRUARY 26, 2015

Maumee Indoor Theater—601 Conant Street, Maumee, OH

8:00 to 8:30 am	Breakfast & Registration
8:30 to 10:00 am	Session One (1) State of the Real Estate Economy (2) Life Happens to Real Estate
10-10:30 am	Break
10:30-12 pm	Session Two (1) Online Reputation Management (2) Personal Protection on the Job
12-1 pm	Lunch & Trade Show
1-3 pm	Keynote Speaker Rich Levin Four Necessary Skills to a Truly Successful Real Estate Career
3-3:30 pm	Break
3:30-5 pm	Session Three (1) Top Producers Forum (2) Personal Protection on the Job
5-6:30 pm	Trade Show/Cocktail Reception



Just over  
**\$6**  
per credit hour

**Call 1.419.535.3222 to RSVP**

[VISIT WWW.TOLEDOREALTORS.COM/EVENTCALENDAR](http://WWW.TOLEDOREALTORS.COM/EVENTCALENDAR)

**FULL DAY**

**\$40**

**Includes:**  
6 hours of CE  
breakfast, lunch,  
trade show &  
cocktails

**HALF DAY**

**\$25**

**Includes:**  
3 hours of CE  
trade show &  
cocktail hour  
May be either  
morning or  
afternoon



To register visit [www.toledorealtors.com](http://www.toledorealtors.com) and click on the calendar of events, email Dana at [dana@toledorealtors.com](mailto:dana@toledorealtors.com) or call Dana at 419.535.3222 X104. Do you have any disabilities or special needs that require special accommodations? If so, please indicate those needs.

# Session Breakdown

## **HOW DODD FRANK AFFECTS YOU AND YOUR BUYER**

Instructor: Marianne Collins, Mortgage Bankers

Time: 8:30 a.m. to 10:00 a.m.

Course Details: During this 90 minute CE course, you will learn about the important rules and regulations currently affecting the Real Estate Industry. By attending this session, you will receive 1.5 CE hours.

## **LIFE HAPPENS TO REAL ESTATE**

Instructor: Laurie Pangle, First American

Time: 8:30 a.m. to 10:00 a.m.

Course Details: During this 90 minute CE course, you will learn how real estate is affected through marriage, divorce, bankruptcy and probate. By attending this session, you will receive 1.5 CE hours.

## **ONLINE REPUTATION MANAGEMENT**

Instructor: Seth Powless, University of Toledo

Time: 10:30 a.m. to 12 Noon

Course Details: During this 90 minute CE course, you will learn how to use Twitter, LinkedIn and Facebook to market your business to the fullest. By attending this session, you will receive 1.5 CE hours.

## **REALTOR AWARENESS: STAYING SAFE ON THE JOB**

Instructor: Andy Sprenger, Habitec Security

Time: 10:30 a.m. to 12 Noon

Course Details: During this 90 minute CE course, you will learn about safety development, protocols and procedures by using awareness of your surroundings, "safe room" layouts, the do's and don'ts while with a client and during showings and listings. You will also receive a development and resource checklist. By attending this session, you will receive 1.5 CE hours.

## **4 NECESSARY SKILLS TO A TRULY SUCCESSFUL REAL ESTATE CAREER**

Instructor: Rich Levin (Keynote Speaker)

Time: 1 p.m. to 3 p.m.

Course Details: During this 120 minute CE course, you will learn four necessary skills to become a truly successful real estate agent. (1) Routines, habits and systems should all work together. (2) Planning, thinking and strategizing is crucial to achieving success. (3) Grasping the full range of tactical skills. (4) Motivation and attitude is key. These are the skill sets necessary for continuous growth, satisfaction, and success. By attending this session, you will receive 2.0 CE hours.

## **TOP PRODUCERS FORUM**

### **SYSTEMS, TIME MANAGEMENT & TEAM DEVELOPMENT/HOW TO ACHIEVE MUCH HIGHER PRODUCTION**

Instructor: Rich Levin

Time: 3:30 p.m. to 5 p.m.

Course Details: During this 90 minute CE course, you will learn that there is a defined path to much greater success in a Real Estate Agent's career. The pace of growth can be increased without burnout or significant sacrifice to loved ones. This session teaches that path to success with many current examples of the challenges and victories of Agents finding the career they always imagined was possible. By attending this session, you will receive 1.5 CE hours.

## **REALTOR AWARENESS: STAYING SAFE ON THE JOB**

Instructor: Andy Sprenger, Habitec Security

Time: Time: 3:30 p.m. to 5 p.m.

Course Details: During this 90 minute CE course, you will learn about safety development, protocols and procedures by using awareness of your surroundings, "safe room" layouts, the do's and don'ts while with a client and during showings and listings. You will also receive a development and resource checklist. By attending this session, you will receive 1.5 CE hours.