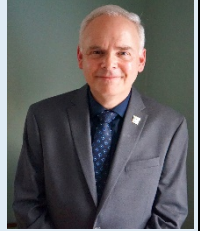


Ask a  
REALTOR®  
A member of the Maine Association of REALTORS®

MAR President Tom Cole  
and the MAR Leadership Team Invites You to the ...

## 2020 MAR Annual Convention October 6-8, 2020 via ZOOM



For the first time, the Maine Association of REALTORS® Annual Convention will be held virtually and, at **no cost** to attendees! Join REALTORS® from all over Maine for a virtual convention combining NAR updates, MAR updates and high-energy presentations.

### GUEST SPEAKERS



Vince Malta  
NAR President



Dr. Lawrence Yun  
NAR Chief Economist  
& Senior VP of  
Research



Dr. Jessica Lautz  
NAR VP of Demographics  
& Behavioral Insights

### NATIONAL SPEAKERS



Jackie Leavenworth



Jeremias Maneiro  
"JMan"

### SCHEDULE AT-A-GLANCE

**Monday, October 5** #GoodDeedDay

**Tuesday, October 6**

\*10:00 – 11:00 a.m. Coffee, Q&A w/MAR 2020 Leadership and Legal Updates w/MAR Legal Counsel

11:00 – 12:00 noon MilleniWho? Buyers! (Maneiro)

12:00 – 12:30 p.m. Lunch Break

12:30 – 12:45 p.m. Maine Listings

12:45 – 1:45 p.m. 7.5 Personal Jedi Tricks to Ignite Your Business (Boom Team)

1:45 – 2:45 p.m. Running Your Business in a Low Inventory Market (Neill)

**Wednesday, October 7**

\*10:00 – 11:00 a.m. Coffee and Q&A w/NAR 2020 President Vince Malta

11:00 – 12:00 noon Data Security in a Virtual Environment (Curzydlo)

12:00 – 12:30 p.m. Lunch Break

12:30 – 12:45 p.m. Maine Listings

\*12:45 – 2:00 p.m. MAR Annual Meeting (1:10 p.m.)  
w/Guest Speakers Dr. Jessica Lautz and Dr. Lawrence Yun

**Thursday, October 8**

10:00 – 11:00 a.m. Negotiations: The Games People Play (Leavenworth)

11:00 – 12:00 noon 7 Types of Sellers (Ermen)

12:00 – 12:30 p.m. Lunch Break

\*12:30 p.m. 2021 Officer Installation and 2020 ROTY Celebration  
Followed by Gift Card Give-A-Way  
(must be present to win)



Pam Ermen



Trista Curzydlo



Maura Neill



The Boom Team

\*To be eligible for Gift Card Give-A-Way, must attend  
October 6 from 10-11 a.m.; October 7 from 10-11 a.m. and  
12:45-2:00 p.m. and October 8 beginning at 12:30 p.m.

[Click Here](#) for more information

No cost to attend. Members Only. To register, [Click Here](#)

Maine Association of REALTORS®  
19 Community Dr | Augusta, ME 04330  
Phone: (207) 622-7501 | Email: [info@mainerealtors.com](mailto:info@mainerealtors.com)  
Web: <http://mainerealtors.com>