

ANNUAL OCTOBER 16-17, 2023  
DEWEY BEACH, DE  
CONVENTION  
AND EXPO  
Delaware  
Association of REALTORS®

MONDAY *October 16*

12:00- 4:30 P.M. Check-in at rear entrance of Hyatt Place, Dewey Beach

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1:00- 4:00 P.M. Continuing Education Classes (**Pre-Registration Required**)

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**Mod 2: The Code of Ethics and its Enforcement**– Bruce Plummer, REALTOR® Coldwell Banker Premier, *Meeting Place 1/2*  
(Sponsored by: Cutco Closing Gifts)

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**Mod 6: Growing Your Real Estate Business Providing Short Sale Services**– Bill/Denise McCormick, CK Capital Management, *Sunset 1*  
(Sponsored by: Cutco Closing Gifts)

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**Mod 7: Market Like a Rockstar on a Roadies Budget**– Craig Grant, CEO, The Real Estate Technology Institute, *Sunset 2*  
(Sponsored by: ProMortgage)

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4:30- 5:30 P.M. YPN Happy Hour- *Hyatt Ballroom*  
(Sponsored by: Local REALTOR® Associations' Young Professionals Network)

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5:30- 9:00 P.M. DAR 302 Welcome Reception & Awards- *Hyatt Ballroom*  
(Sponsored by: Sussex County Association of REALTORS®)

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TUESDAY *October 16*

7:30 A.M.- 4:30 P.M. Check-in at rear entrance of Hyatt Place, Dewey Beach

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7:30 A.M.- 3:00 P.M. DAR Expo opens near rear entrance

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8:00 A.M.- 11:00 A.M. Mod 3: Real Estate Jeopardy- Documents (**Pre-Registration Required**)– Barbara Brodoway, Esq. Ward & Taylor, LLC, *Meeting Place 1/2*  
(Sponsored by: ProMortgage)

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8:30 A.M.- 9:30 A.M. Setting the Stage for Real Estate Industry Transformation– Bright MLS: Brian Donnellan, President & CEO Bright MLS, *Ballroom East*

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8:30 A.M.- 10:00 A.M. Get Out of your Comfort Zone to get More Listings in any Market– Creig Northrop, CEO/ Founder Northrop Realty, *Sunset 1*

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9:00 A.M.- 10:30 A.M. How to be a Successful Dual Career Real Estate Agent–Wanda Russell, REALTOR® Keller Williams, *Ballroom West*  
(Sponsored by: Big Centric Appliances)

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9:00 A.M.- 10:30 A.M. The Power of Play (**Pre-Registration Required**)– ViaDel Consulting: David Kubacki, *Sunset 2*  
(Sponsored by: Navy Federal Credit Union)

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10:30 A.M.- 11:30 A.M. The Art of Badassery– Jenn Cassetta, Speaker & Author, *Ballroom East*  
(Sponsored by: Cutco Closing Gifts)

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- 10:30 A.M.- 12:00 P.M. **Real Estate Best Practices**–Nitan Soni, REALTOR® Northrop Realty, *Sunset 1*
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- 11:00 A.M.- 12:30 P.M. **Legal Landscape- Bright MLS: Brian Schneider**, Bright MLS Legal Counsel & Partner ArentFox Schiff, *Ballroom West*
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- 11:00 A.M.- 12:30 P.M. **Discover Your Strengths (Pre-Registration Required)**– ViaDel Consulting: David Kubacki, *Sunset 2*
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- 12:00 P.M.- 3:00 P.M. **Mod 5: Legislative Issues (Pre-Registration Required)**– Andy Taylor, Esq. Copeland Taylor Harpell, LLC, *Meeting Place 1/2* (Sponsored by: ProMortgage)
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- 12:30 P.M.- 1:30 P.M. **The Art of REALTOR® Safety**– Jenn Cassetta, Speaker & Author, *Sunset 1*
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- 12:30 P.M.- 2:00 P.M. **35 Ways to Avoid Burnout**– Ashley Harwood, REALTOR® CEO & Founder, Move Over Extroverts, *Ballroom East* (Sponsored by: Cutco Closing Gifts)
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- 1:00 P.M.- 2:30 P.M. **Technology and Data Trends**- Bright MLS: Tom Morgan, Bright MLS Chief Data Officer, *Ballroom West*
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1:00 P.M.- 4:00 P.M. **Mod 1: Agency & Fair Housing** – Shirley Kalvinsky, REALTOR® Jack Lingo, REALTORS®, *Sunset 2*  
 (Sponsored by: Capital Bank)

2:30 P.M.- 4:00 P.M. **Broker Roundtables-** Chrissy Steele, REALTOR® and President of the Delaware Association of REALTORS®, *Sunset 1*

3:00 P.M.- 4:00 P.M. **Housing Market Trends and Closing Panel Discuss: Future Perspectives and Trends-** Bright MLS: Dr. Lisa Strutevant, Chief Economist, *Ballroom East*

4:00 P.M.- 6:00 P.M. **Beach Party–** Sand, Sun, Sips! Refresh with some drinks, live music, and beach games, *Hyatt Place Beach*

6:00 P.M.- 9:00 P.M. **Casino Night (Ticketed Event)–** Casino games, food, and drinks to benefit Delaware REALTORS® CARE Foundation, *Hyatt Ballroom*

