

## September 11 - 13, 2013

### Registrant Information

#### Convention Headquarters

**Rushmore Plaza Civic Center**

**Rushmore Plaza Holiday Inn**

(605) 348-4000

**Additional Hotels Available**

Howard Johnson 605-737-4656

Hotel Alex Johnson 605-342-1210

LaQuinta Inn & Suites 605--854-1855

#### Mark Porter, CRS, GRI



Mark Porter has been a real estate agent, investor, and broker for more than two decades. Mark has made a career out of helping professionals develop their businesses by learning to manage shifting markets to better serve their clients. Since conquering the tough Wisconsin market of the early 90s with an average market time of 10 days at 99 percent of list price, thousands of real estate professionals have attended his education courses. Mark's efforts have contributed to the successes of the largest and most prestigious designations in real estate industry history, CRS – Certified Residential Specialist and GRI – Graduate REALTORS® Institute.

Mark's courses lay emphasis on discovering the best solution for each individual by developing technology skills which translate into easy to implement and effective action plans. His courses teach agents and business owners the skills needed to help GROW THEIR BUSINESS.

#### Michael J. Maher, MBA



America's most referred Real Estate Professional and best-selling author of (7L) *The Seven Levels of Communication: Go from Relationships to Referrals* will be instructing two of our educational classes. He has sold over \$40 million in real estate and earned over \$1.4 million in commissions in just his third year of real estate. Even more impressive is

that his business is over 90% referral with a business that attracts over 500 referrals per year.

#### Klein as Abraham Lincoln



Considered one of the nation's foremost Lincoln actors, Richard F. (Fritz) Klein makes Lincoln and his period of history come alive. Klein was born in 1948 and raised in Southern California. He graduated from Concordia College in Ft. Wayne, Indiana in 1970 and began acting as a hobby in 1975. The

first time he was asked to portray Abraham Lincoln was in 1976 at a municipal celebration of the nation's bicentennial. He began acting full-time in 1980. Since then, the role has taken him to some 35 states for film and television, on stage, and as a motivational speaker. He now resides in Springfield, Illinois with his wife and family, where he performs for some of the city's 500,000 annual visitors. From there he also travels to points across the nation on tours, and by special invitation.

Date of Registration \_\_\_\_\_

Name \_\_\_\_\_

NRDS Number (if known) \_\_\_\_\_

Company Name \_\_\_\_\_

Company Address \_\_\_\_\_

Address (billing address of credit card) \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Contact Phone \_\_\_\_\_

Email \_\_\_\_\_

Local Board \_\_\_\_\_

Registration Fees - Full registration includes all convention activities and education except An Evening with Abraham Lincoln, Golf and CRS Dakota Chapter Education.

REALTOR® Registration After July 31, 2013	\$225.00 _____
An Evening with Abraham Lincoln* (per person)	Sold Out
Licensee Non-Member Registration Fee	\$250.00 _____
Additional Registrants** (affiliates/vendors/sponsors)	\$125.00 _____
Non-Licensed Spouse/Guest**	\$100.00 _____
Wednesday Downtown Breakfast - FREE	Planning to attend _____
Golf	see separate registration form
Total	_____

☐ Check (Payable to: BHAR 2013 Convention)

☐ Credit Card

Card # \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ Exp date \_\_\_\_\_ - \_\_\_\_\_ CSC \_\_\_\_\_

Authorized Signature \_\_\_\_\_

(Required for Credit Card Charges)

**Refund Policy:** With a written cancellation prior to July 15, 2013, the Black Hills Association of REALTORS® will refund your registration fee minus \$40.00 administrative processing fee. After July 15, 2013, one-half of the registration fee will be refunded. No refunds available after August 15, 2013. No shows will not be refunded. All refund requests will be processed following the convention.

\*Not included in registration fee

\*\*Requires completion of separate form