

REWRITING THE REALTOR® PLAYBOOK

CONVENTION OF THE DAKOTAS

SEPTEMBER 12 - 15, 2023

Sioux Falls Convention Center | Sioux Falls, South Dakota

Tentative Schedule

As of August 30, 2023

TUESDAY, SEPTEMBER 12

- 3:00PM - 5:00PM Dakota YPN Networking Event at Canaries Stadium
- 3:00PM - 6:00PM Guest Check-In + Event Registration + Free REALTOR® Headshot Event
- 3:00PM - 6:00PM Visit the Exhibit Hall
- 6:00PM - 8:00PM Opening Reception + Ice Breaker Social
- 6:30PM - 8:00PM Live Entertainment: Elisabeth Hunstad

WEDNESDAY, SEPTEMBER 13

- 6:30AM - 7:15AM Yoga with Ignite Fitness Studio at the Japanese Gardens
- 7:30AM Guest Check-In + Event Registration
- 7:30AM - 1:15PM Coffee Bar Open
- 8:00AM - 5:00PM Visit the Exhibit Hall
- 9:00AM - 12:00PM "The Five Step Content Formula"
Instructor: Chelsea Pietz
SD/ND/MN CE Approved: 3 Elective
- 9:00AM - 10:00AM Golf Tournament Registration at Elmwood Golf Course
- 10:00AM SHOTGUN Golf Tournament at Elmwood Golf Course
- 12:15PM - 1:15PM Lunch with Jeff Cohn: "How to Increase Profitability in a Softening Market"
- 1:30PM - 2:15PM Breakout Session
"Understanding Money in Your Real Estate Business"
Instructor: Daryl L. Braham
- 1:30PM - 2:15PM Breakout Session
"Maximize Engagement with Your Database"
Instructor: Laura Malec
- 2:15PM - 4:00PM Wine + Food Pairing at Maribella Ristorante
- 2:15PM - 5:00PM Break + Visit the Exhibit Hall
- 4:00PM - 5:30PM RPAC Reception - (Invitation Only) Event Hall at The Icon
- 5:00PM - 6:00PM Social Hour at the Sioux Falls Convention Center
- 6:00PM - 7:30PM Dinner + Event Program "The Easy Button" + Golf Awards
- 8:00PM - 9:30PM Live Entertainment: Too Drunk To Fish

THURSDAY, SEPTEMBER 14

- 8:00AM Guest Check-In + Event Registration
- 8:00AM - 1:00PM Coffee Bar Open
- 8:00AM - 5:00PM Visit the Exhibit Hall
- 8:15AM - 11:15AM "List More, Sell More, Become More"
Instructor: Dianna Kokoszka
SD/ND/MN CE Approved: 3 Elective
- 11:30AM - 1:00PM Keynote Lunch with Sam Acho, NFL Veteran, Author + ESPN Analyst
- 1:00PM - 1:30PM Break + Visit the Exhibit Hall
- 1:30PM - 3:45PM North Dakota Board of Directors and Membership Meeting (Board of Directors and Annual Meeting open to all members of NDAR)
- 1:30PM - 3:45PM South Dakota Board of Directors and Membership Meeting (Board of Directors and Annual Meeting open to all Members of SDR)
- 5:00PM - 7:00PM REALTOR® of the Year + Installation Dinner
- 7:30PM - 9:00PM Live Entertainment: Mike Riley Band

FRIDAY, SEPTEMBER 15

- 8:00AM - 12:30PM Coffee Bar Open
- 8:00AM - 9:00AM Visit the Exhibit Hall
- 9:00AM - 12:00PM "Trust Based Ethics"
Instructor: Mark Given
SD/ND/MN CE Approved: 3 Required
- 12:00PM - 12:30PM Prize Drawings + Event Closing

About Us

Rewriting the REALTOR® Playbook | Convention of the Dakotas is a four-day event that is sure to bring together hundreds of REALTORS® and industry related professionals from South Dakota and North Dakota. The mission of the event is to empower, inspire and equip attendees with the playbook to achieve their goals.



2302 Patron Parkway | PO Box 1175 | Pierre, SD 57501
RewritingTheRealtorPlaybook.com



PURCHASE YOUR TICKETS TODAY!