

2020 Virtual REALTOR® Summit of the Dakotas

(Note all times are Central Time)



 **Both Classes are APPROVED for ND, SD, & MN**

WOW!
6 CE Hours included
with registration for
members only \$55?
YES!

Wednesday, SEPTEMBER 16, 2020

9:00 am Opening Session

10:00 am – 11:00 am NAR Speaker on economics or political update

11:00 am - Noon John Smaby, NAR Immediate Past President
Awards and Recognition: Omega Tau Rho Recognition,
ND Good Neighbor, SD REALTOR® of the Year, ND
REALTOR® of the Year

Noon to 12:50 pm Break/Virtual Vendor Show*

1:00 – 4:00 pm “Risk Management” CE Course ** (3 Hours)

Today's complex real estate transactions are full of challenges and expose licensees to a number of high areas of risk. This course is designed to explore agency issues, disclosure requirements, negotiation issues, cancellation concerns, contracts and contingencies, and will provide guidance on reducing risk liability exposures.

EVENING: Potential Trivia Night Fun Event – Details to be released soon – watch our Facebook Page! <https://www.facebook.com/REALTORSsummit>



Thursday, SEPTEMBER 17, 2020

9:00 am Keynote Speaker – Alex Weber

*We all have fears, and we all face failures, but what we do next is **everything**. Having been an elite level athlete in the Division I Ivy League, an American Ninja Warrior, and a World Record Holder, Alex knows what it means to be committed to achievement. And as a championship winning coach, Alex knows what it takes to rally others around a vision and go out and execute. But he also knows the other side: the failure, the self-doubt, the fear. And what that does to your confidence and mindset. Diving in deep on how he broke past thresholds and achieved at the highest levels, Alex shares with audiences the tangible lessons for creating a meaningful life. There's a lifetime of hard work and hands-on experience beyond the lessons in this powerful, energetic, and humorous keynote.*

10:00 am – Noon SD General Membership Meeting
ND General Membership Meeting

Noon to 12:50 pm Break/Virtual Vendor Show*

1:00 – 4:00 pm “Negotiate With Confidence” CE Course** (3 hours)

In this 3-hour course, students will be exposed to negotiation skills to better assist their clients in the purchase/sale of real estate. By learning about personality styles, components of negotiations and goals, students will be better prepared to satisfy their clients objectives.

**Note that the Virtual Vendor Show will be available for a few days after the Summit concludes.*

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REGISTER HERE:

<https://www.eventbrite.com/e/realtors-summit-of-the-dakotas-tickets-118553044347>

Refund Policy:

NDAR will fully refund program registrations fees in full with notifications submitted to NDAR via e-mail at info@ndrealtors.com. All registration cancellations and refund requests must be made in writing by Monday, September 14 at noon. Requests made in writing 2 business days prior to the first day of the summit starting will receive a refund of registration fees minus a \$5 administrative fee. Refunds cannot be approved for no-shows. Substitutions are gladly accepted up to 3:00 pm on September 15th. Link sharing and splitting of days, are strictly prohibited.

