

Monday, October 22, 2018

TIMING	ACTIVITY	LOCATION
9:00 a.m. – 12:00 p.m.	<p>OWNERS' RETREAT PRE-CONFERENCE SESSIONS</p> <p>Get Ready, Set, Lead! <i>BHGRE®'s coaching program is a customized, targeted method to development and growth. Learn how to help your top agents further develop their skills and increase their productivity. This 90-minute program will be an overview of our "How-to Coach" workshop.</i></p> <ul style="list-style-type: none"> • Bryon Ellington, SVP, Learning, Realogy • Amy Chorew, VP, Learning, BHGRE <p>Change Your Life and Business with the Right Recruiter <i>Hiring a talented recruiter/manager will change your life and your business. Join a panel of BHGRE brokers to learn great strategies about how to get started sooner rather than later, including how to make the role self-funded.</i></p> <ul style="list-style-type: none"> • Bryon Ellington, SVP, Learning, Realogy <p>BHGRE® University of the Future: Imagine – Envision Workshop <i>Participate in this first-ever focus group workshop where we take you through several exercises to gauge your user experience for the next iteration of BHGRE's Be Better University. Take a look at different areas of functionality including scheduling a class, creating a personalized training calendar, adding user generated content, giving reviews and providing feedback on layout preferences.</i></p> <ul style="list-style-type: none"> • Bonnie Sue Lovelace, Senior Director, Multimedia, Realogy • Linda Caicedo, Technical Product Manager, Learning, Realogy 	Maile Makai Ballroom
10:00 a.m. – 6:00 p.m.	<p>Owners' Retreat Registration <i>Sponsored by Home Partners of America</i></p>	Lobby Balcony
1:00 p.m. – 4:00 p.m.	<p>Be Better® Genius Bar <i>Stop by the Be Better Genius Bar to see demonstrations, ask questions and get updates from Zap®, dash, LeadRouter™, PinPointSM, the Be Better University and Boost by Homespotter.</i></p>	Lobby Balcony
3:00 p.m. – 5:00 p.m.	<p>Office Design Consultations with Max Wilker (by appointment only)</p> <ul style="list-style-type: none"> • Max Wilker, Style Director, Meredith Corporation 	Executive Conference Room
6:00 p.m. – 9:00 p.m.	<p>Welcome Reception <i>Sponsored by Zillow Group</i></p>	Koko Head Lawn

Tuesday, October 23, 2018

7:30 a.m. – 8:30 a.m.	Breakfast	Hoku's Restaurant
8:30 a.m. – 10:20 a.m.	<p>Catalysts. Pioneers. Trailblazers. How a Brand Ignited the Future of Real Estate</p> <ul style="list-style-type: none"> • Sherry Chris, President and CEO, BHGRE <p>Affordable Housing Innovations: Changing Landscape and Buyer Behaviors</p> <ul style="list-style-type: none"> • Sherry Chris, President and CEO, BHGRE • Danny Gardner, VP, Affordable Lending & Access to Credit, Freddie Mac <p>Attract. Engage. Retain. Charting the Recruitment Course. Moderator: Rich DeNicola, COO, BHGRE Panelists:</p> <ul style="list-style-type: none"> • Kevin Levent, President and CEO, BHGRE Metro Brokers • Tom Simmons, Broker/Owner, BHGRE The Good Life Group • Tony Hanson, Owner/Principal, BHGRE Paracle <p>New Story Results and Future Program</p> <ul style="list-style-type: none"> • Brett Hagler, Founder, New Story <p>Talent Wins</p> <ul style="list-style-type: none"> • Tanya Reu-Narvaez, SVP, Human Resources, Realogy 	Maile Ballroom

10:20 a.m. – 10:40 a.m.	Networking Break	Maile Foyer
10:40 a.m. – 12:00 p.m.	<p>The World Is Changing: What Does It Mean and How Do You Plug In?</p> <ul style="list-style-type: none"> • Brad Inman, Founder, Inman • Errol Samuelson, Chief Industry Development Officer, Zillow Group <p>Alternate Revenue Streams Moderator: Rich DeNicola, COO, BHGRE® Panelists:</p> <ul style="list-style-type: none"> • Mark Woodroof, Managing Partner, BHGRE Gary Greene Realtors • Walter Mullen, Chief Strategy Officer, Title Resource Group <p>Where We've Been. Where We Are Going.</p> <ul style="list-style-type: none"> • Jennifer Marchetti, CMO, BHGRE 	Maile Ballroom
12:00 p.m. – 1:00 p.m.	<p>Lunch <i>Sponsored by Boost by HomeSpotter</i></p>	Hoku's Restaurant
1:00 p.m. – 3:00 p.m.	<p>Talent as a Competitive Advantage Moderator: Tanya Reu-Narvaez, SVP, Human Resources, Realogy Panelists:</p> <ul style="list-style-type: none"> • Tim Reeder, Broker/Owner, BHGRE The Good Life Group • Randy Char, 2018 AREAA President • David Acosta, 2018 NAHREP President <p>Building a Culture of Success</p> <ul style="list-style-type: none"> • Amy Chorew, VP, Learning, BHGRE • Sandesh Bilgi, Senior Trainer, BHGRE <p>How Artificial Intelligence Will Change Humans</p> <ul style="list-style-type: none"> • Nicholas Thompson, Editor-in-Chief, WIRED Magazine <p><i>Session Sponsored by RingCentral</i></p> <p>Closing Remarks</p> <ul style="list-style-type: none"> • Sherry Chris, President and CEO, BHGRE 	Maile Ballroom
6:00 p.m. – 9:00 p.m.	Owners' Retreat Dinner Reception	Kahala Pool
Wednesday, October 24, 2018		
7:30 a.m. – 8:30 a.m.	Breakfast	Hoku's Restaurant
8:30 a.m. – 9:15 a.m.	<p>Be. Brand. Build.</p> <ul style="list-style-type: none"> • Matthew Ferrara, Philosopher, Speaker, Photographer 	Maile Ballroom
9:15 a.m. – 10:35 a.m.	<p>ROUNDTABLE 1 & 2</p> <p>Introduction to M&A</p> <ul style="list-style-type: none"> • Tim Burns, Managing Regional VP, Membership Development, Central U.S., BHGRE <p>Accountability: Mentoring, Coaching and Incentivizing</p> <ul style="list-style-type: none"> • Mickey Spain, Director of Brand Engagement, BHGRE <p>Using Zap for Recruiting</p> <ul style="list-style-type: none"> • Jonathan Reese, Solutions Architect, ZapLabs <p>Creating Team Policies & Procedures:</p> <ul style="list-style-type: none"> • Bryon Ellington, SVP, Learning, Realogy <p>Charting Your Business Course: Mastering dash 2.0 Business Planning & Forecasting Tool</p> <ul style="list-style-type: none"> • John Sylvester, VP, Franchise Performance, BHGRE <p>Digital Marketing Tools and Strategies to Maximize ROI</p> <ul style="list-style-type: none"> • Stas Pietrucha, VP, Interactive Marketing, BHGRE <p>The Borrower of the Future: Build, Maintain and Increase Your Buyer Pipeline</p> <ul style="list-style-type: none"> • Carmen Mercado, Single-Family Affordable Lending Business Development Manager, Freddie Mac <p>Sneak Peek: 2019 Décor Trends</p> <ul style="list-style-type: none"> • Max Wilker, Style Director, Meredith Corporation <p>Go Where the Growth Is – Talent as a Competitive Advantage</p> <ul style="list-style-type: none"> • Tanya Reu-Narvaez, SVP, Human Resources, Realogy • Tim Reeder, Broker/Owner, BHGRE The Good Life Group • Randy Char, 2018 AREAA President • David Acosta, 2018 NAHREP President 	Maile Ballroom

10:35 a.m. - 11:00 a.m.	Networking Break	Maile Foyer
11:00 a.m. - 11:40 a.m.	<p>ROUNDTABLE 3</p> <p>Articulating Your Brand Value Proposition <ul style="list-style-type: none"> • Shari Pesa, Vice President, Strategic Growth and Business Solutions, Realogy </p> <p>Building Engagement in your Office <ul style="list-style-type: none"> • Jonathan Reese, Solutions Architect, ZapLabs </p> <p>Intermediate M&A Strategies <ul style="list-style-type: none"> • Chris Nichols, Managing Regional VP, Membership Development, Western U.S., BHGRE® </p> <p>Creating Team Policies & Procedures: <ul style="list-style-type: none"> • Bryon Ellington, SVP, Learning, Realogy </p> <p>Charting Your Business Course: Mastering dash 2.0 Business Planning & Forecasting Tool <ul style="list-style-type: none"> • John Sylvester, VP, Franchise Performance, BHGRE </p> <p>Digital Marketing Tools and Strategies to Maximize ROI <ul style="list-style-type: none"> • Stas Pietrucha, VP, Interactive Marketing, BHGRE </p> <p>The Borrower of the Future: Build, Maintain and Increase Your Buyer Pipeline <ul style="list-style-type: none"> • Carmen Mercado, Single-Family Affordable Lending Business Development Manager, Freddie Mac </p> <p>Sneak Peek: 2019 Décor Trends <ul style="list-style-type: none"> • Max Wilker, Style Director, Meredith Corporation </p> <p>Go Where the Growth Is – Talent as a Competitive Advantage <ul style="list-style-type: none"> • Tanya Reu-Narvaez, SVP, Human Resources, Realogy • Tim Reeder, Broker/Owner, BHGRE The Good Life Group • Randy Char, 2018 AREAA President • David Acosta, 2018 NAHREP President </p>	Maile Ballroom
11:40 a.m. - 12:15 p.m.	<p>ROUNDTABLE 4</p> <p>Advanced M&A Strategies <ul style="list-style-type: none"> • Kevin Woody, Managing Regional VP, Membership Development, Eastern U.S. BHGRE </p> <p>Articulating Your Value Proposition <ul style="list-style-type: none"> • Shari Pesa, Vice President, Strategic Growth and Business Solutions, Realogy • Karrie-Ann Sheppard, Director, Franchise Performance, BHGRE </p> <p>Building Engagement in your Office <ul style="list-style-type: none"> • Jonathan Reese, Solutions Architect, ZapLabs </p> <p>Creating Team Policies & Procedures: <ul style="list-style-type: none"> • Bryon Ellington, SVP, Learning, Realogy </p> <p>Charting Your Business Course: Mastering dash 2.0 Business Planning & Forecasting Tool <ul style="list-style-type: none"> • John Sylvester, VP, Franchise Performance, BHGRE </p> <p>Digital Marketing Tools and Strategies to Maximize ROI <ul style="list-style-type: none"> • Stas Pietrucha, VP, Interactive Marketing, BHGRE </p> <p>The Borrower of the Future: Build, Maintain and Increase Your Buyer Pipeline <ul style="list-style-type: none"> • Carmen Mercado, Single-Family Affordable Lending Business Development Manager, Freddie Mac </p> <p>Sneak Peek: 2019 Décor Trends <ul style="list-style-type: none"> • Max Wilker, Style Director, Meredith Corporation </p> <p>Go Where the Growth Is – Talent as a Competitive Advantage <ul style="list-style-type: none"> • Tanya Reu-Narvaez, SVP, Human Resources, Realogy • Tim Reeder, Broker/Owner, BHGRE The Good Life Group • Randy Char, 2018 AREAA President • David Acosta, 2018 NAHREP President </p>	Maile Ballroom
12:15 p.m.	Owners' Retreat Concludes	
1:00 p.m. - 2:30 p.m.	<p>Office Design Consultations with Max Wilker (by appointment only) <ul style="list-style-type: none"> • Max Wilker, Style Director, Meredith Corporation </p>	Executive Conference Room
4:00 p.m. - 5:00 p.m.	<p>Cocktail Reception hosted by BHGRE Advantage Realty <i>Combined event for Brokers, Owners, Agents and Managers</i> <i>Entertainment provided by Na Hoku Hanohano award-winning artist Barrett Awai along with Kevin Inn from BHGRE Advantage Realty.</i> </p>	Kiko Head Lawn
5:00 p.m. - 6:00 p.m.	<p>The Sky is Not the Limit: Lessons from a Year in Space <ul style="list-style-type: none"> • Captain Scott Kelly, U.S. Astronaut </p>	Kiko Head Lawn
6:00 p.m. - 10:00 p.m.	<p>BHGRE Luau: Green, Pink and White Party <i>Combined event for Brokers, Owners, Agents and Managers</i> </p>	Kiko Head Lawn