2017–2018 GAD Advisory Group

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For more info and speaker bios, visit http://my.yapp.us/GAD2018 or realtorparty.realtor/gadinstitute / 2018
Letter from the President

No one Owns It quite like Government Affairs Directors!

Day in and day out, you are the front line defense of the REALTOR® organization, continually identifying possible legislation and regulations that might affect our members. Whether it’s working to get First-Time Home Buyer Savings Accounts signed into law, fighting rental restrictions, or identifying and supporting REALTOR® Champions, it is your hard work that allows us to increase our influence and amplify our voice in uncertain legislative, regulatory, and political environments.

We rely upon your expertise to protect our interests on Capitol Hill, and in state houses, county commissions and city halls while we are busy running our businesses at home. Attending the 2018 GAD Institute is a great opportunity for professional development and to hone your skills even further. The resources available through this targeted, professional development programming are invaluable. The next few days are designed specifically so that after you return home and have to go to “war” on an issue or for a candidate, you will draw on what you have learned, what your peers have shared, and the tools and resources that NAR provided at the GAD Institute.

I hope you enjoy and make the most of your time in Portland. A special thank you to the Oregon Association of REALTORS® and the Portland Metropolitan Association of REALTORS® for their help in planning this event, and to the other local REALTOR® Associations that contributed to the success of this event. We appreciate you welcoming us to the City of Roses. Enjoy!

On behalf of the National Association of REALTORS® and its 1.3 million members, thank you for all you do!

Elizabeth Mendenhall, 2018 President
National Association of REALTORS®
Welcome to Portland, “where young people go to retire” — and the 2018 GAD Institute! Thank you for being here. The GAD Advisory Board has spent the last year planning an interactive, engaging, and informative learning opportunity in which we are excited to have your participation.

The 36th Governor of Oregon, Ted Kulongoski, once said “The power to shape Oregon’s future remains where it has always been — in our collective hands.” I firmly believe that the power to shape the future of the real estate industry rests in the hands of our advocacy professionals — YOU!

Along with our dedicated and committed volunteers, we will ensure the continued right to private property ownership; work for fair and affordable housing for all; and make sure the industry, and thus our economy, continues to thrive.

Your attendance demonstrates that you are committed to achieving your goals, and those of your association and members, as well as advancing your performance and opportunities. This week will give you more tools, understanding, knowledge, and connections to do just that!

Be prepared to get out of your comfort zone, to interact with your colleagues, and to speak up in the sessions. This week is about learning from each other’s successes and failures. I hope you leave feeling renewed, empowered, and excited to go to work for this great industry.

This Institute is also in the hands of a collective. More shout outs are due than I have space, but I would like to thank:

- The Portland Metropolitan Association of REALTORS® and Jane Leo, the Oregon REALTORS® and Shawn Cleave, and their boards for the hospitality and generosity in hosting our Institute.
- The National Association of REALTORS®, especially Chief Advocacy Officer Bill Malkasian, for their continued support of the Institute, advocacy, and GADs as professionals. This level of support and commitment is unprecedented and must not be taken for granted.
- Beth Brittingham, Vanessa Lopez, and all the NAR staff who pull off the Institute so successfully each year. Special shout out to Gerry Allen, who tried to find me a giraffe.
- Thank you to Tiane Harrison for making this, and all my articles, grammatically correct with no misspellings, as well as all her great communications efforts.
- The GAD Advisory Committee for all your hard work to provide a new and solid program for the Institute. You really stepped it up this year and I am so excited for the week.
- Matthew Leger, GAD Advisory Group Vice Chair, for keeping me out of a dunking booth.
- The past AG Chairs for your encouragement, guidance, and for answering your phone to listen to me ramble.
- The North Carolina REALTORS®, CEO Andrea Bushnell, and all the Government Affairs staff for picking up the slack as I took on a role bigger than I ever imagined.

I cannot let the opportunity pass without thanking Kyle Lambert London. She is the rock of the GAD Advisory Group, the wisdom in the room, the one that kept us grounded when our ideas were a bit over the top, and the provider of encased meats at breakfast. THANK YOU, KYLE!

Finally, thank you to all of you for giving me the privilege of being the Advisory Group Chair. This role has taught me a great deal about leadership, politics, and friendship. It has been my honor to serve you this year, and I thank you for being great cohorts and colleagues. As I ride off into GAD Chair retirement, I am renewed, empowered, excited, and tired! Thank you.

Cady Thomas, Sr. Vice President Government Affairs
NC REALTORS®

*Quote by Portlandia actor Fred Armisen*
GADs GIVE BACK is a new initiative to give back to the host community! This year, Portland’s Randall Children’s Hospital has been chosen to receive GAD support.

**Please bring (or pick up in Portland) a super-hero or fashion doll to contribute to the hospital as a token of our appreciation to the city hosting us.**

Your gift of a doll will be distributed by the nurses to the children who spend days or weeks in the hospital. A surprise toy provides hours of happiness and perhaps some relief from their illness. During the holidays or on their birthday, this may be the only gift the child receives.

Super-hero and fashion dolls will be collected at the Institute registration desk during registration hours. If you are interested in helping deliver the dolls immediately following the Institute on Friday, please sign up at the registration table or see Dwayne Mingo for details. *(Deliveries will be made to the Hospital Administrator. For health reasons, deliveries will not be made directly to the child.)*

**Can’t bring a doll? Don’t want to shop? Make your check payable to the Randall Children’s Hospital or—if your contribution is cash—we will go shopping for you!*
Monday, July 16

3:30 pm – 5:30 pm

Registration Open
Location: Hilton Lobby

5:30 pm – 7:30 pm

Best of Portland Walking Tour (Advanced Purchase Required)
Want to step outside the hotel, get some fresh air and meet some new GADs? This is the perfect opportunity to do all three! Join us for an after-hours walking and networking adventure, and add a few more steps to that daily total! Those who pre-registered for this tour may meet a Portland Walking Tours “Resident Expert,” dressed in blue at the front entrance lobby of the Hilton Hotel – 15 minutes before tour start time. No need to print tickets, your name will be on the “Guest List” when you check in.

Location: Meet at front entrance lobby of the Hilton Hotel
Tuesday, July 17
NAR ADVOCACY DAY

8:30 am – 3:30 pm
Registration Open
Location: Plaza Foyer, Plaza Level

Pre-Conference Optional Workshops (Pre-registration required for morning courses)

8:30 am – 9:45 am

<table>
<thead>
<tr>
<th>Introduction to Online Fundraising</th>
<th>Legislative Writing Workshop</th>
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<tbody>
<tr>
<td>Learn how to get RPAC reports specific to your Association and use Aristotle’s online tools to help meet your fundraising goals. This session is designed for newer GADs, or GADs who have not done fundraising through the PAC Management System (Aristotle).</td>
<td>Location: Pavilion West, Plaza Level</td>
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<tr>
<td>Location: Broadway I &amp; II, Plaza Level</td>
<td>Introduction: Gerry Allen, Director Campaign Services, NAR</td>
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<tr>
<td>Speaker: Peter Kelly, Director Online Fundraising, NAR</td>
<td>Speaker: Marcia Salkin, Director Public Policy, NAR</td>
</tr>
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10:00 am – 11:15 am

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<thead>
<tr>
<th>Online Fundraising Campaigns through the PAC Management System</th>
<th>Hands on Lobbying – Tips from the Trenches</th>
</tr>
</thead>
<tbody>
<tr>
<td>Learn how to achieve your fundraising goals by executing phone banks, email campaigns, and RPAC events. We will review strategies, best practices, and different ways to combine Aristotle’s tools to support your fundraising endeavors. This session is designed for all GADs, regardless of experience with the PAC Management System (Aristotle).</td>
<td>Location: Pavilion West, Plaza Level</td>
</tr>
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<td>Introduction: Gerry Allen, Director Campaign Services, NAR</td>
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<td>Speaker: Peter Kelly, Director Online Fundraising, NAR</td>
<td>Speaker: Brian Bernardoni, Local Government Affairs Director, Illinois Association of REALTORS®</td>
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<thead>
<tr>
<th>Intro to Online Advocacy for Local Associations</th>
<th>Intro to Online Advocacy for State Associations</th>
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<tbody>
<tr>
<td>Location: Pavilion East, Plaza Level</td>
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</tr>
<tr>
<td>Speaker: Melissa Horn, Manager Online Advocacy, NAR</td>
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</tbody>
</table>
**Tuesday, July 17**

**NAR ADVOCACY DAY**

**11:15 am – 11:45 am**

**New GAD Welcome**

GAD Advisory Group members will lead this pre-conference informational session for new GADs and those who are attending the Institute for the first time on what to expect from the Institute, resources that are available and introduction to the organization and people. (First time Institute attendees will receive a pre-conference outreach regarding this session).

**Location:** Pavilion West, Plaza Level  
**Speakers:** GAD Advisory Group members

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**11:45 am - 12:15 pm**

**Lunch**

Box Lunches compliments of NAR  
**Location:** Plaza Foyer, Plaza Level

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**Official GAD Institute Kick-Off**

**12:15 pm - 1:15 pm**

**Institute Welcome & Overview to Advocacy Day**

NAR, the GAD Chair and special Portland ambassador welcome attendees to Portland, Oregon and will kick off an afternoon of three, concurrent “War Room” tracks, briefing attendees on career-enhancing “war” tactics.

**Location:** Atrium Ballroom, Plaza Level  
**Speakers:** Bill Malkasian, SVP and Chief Advocacy Officer, NAR  
Cady Thomas, GAD Chair, NC REALTORS®  
Randy Miller, Produce Row Property Management Co., Portland, OR

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For more info and speaker bios, visit http://my.yapp.us/GAD2018 or realtorparty.realtor/gadinstitute / 2018
Tuesday, July 17
NAR ADVOCACY DAY

Concurrent War Room Tracks (attendees may attend any session in any track)

1:30 pm – 4:00 pm

RPAC WAR ROOM
Location: Pavilion West
Moderator: Leslie Cantu, Texas Association of REALTORS®

CAMPAIGN WAR ROOM
Location: Atrium Ballroom
Moderator: Jennifer Roche, Knoxville Area Association of REALTORS®

COMMUNICATIONS WAR ROOM
Location: Pavilion East
Moderator: Elizabeth Hensil, Pennsylvania Association of REALTORS®

1:30 pm – 2:15 pm

What’s Your Game Plan? Strategic Planning for RPAC Fundraising Success
GADs face increased demands on their time and resources, and many are responsible for helping their association achieve its RPAC goals. Developing an annual strategic plan for RPAC with goals, opportunities and a timeline to achieve it all is the recipe for a successful fundraising year. Hear from a panel of GADs on how they’ve built their blueprint and begin working on your own plan during this interactive session.
Moderator: Leslie Cantu, Texas Association of REALTORS®
Panelists: Carrie Arblaster, Ohio Association of REALTORS®
Kim Buscher, Illinois REALTORS®
Jennifer Farrar, Tennessee REALTORS®

Best Practices for Choosing Elected Champions
Have REALTORS® or REALTOR® Party Champions wanting to run for office? Want to know how NAR helps local, state and federal candidates win elected office? Visit this session for the tools and resources to take the REALTOR® Party to the next level in electoral advocacy.
Speakers: Alastair Macaulay, Partner, Cornerstone Solutions
April Gavin, Sr. Political Representative, NAR
Jack Greacen, Political Representative, NAR

Meme, Myself and I: Developing a Social Media Strategy
Want to take your social media game to the next level? From hashtags to integrated communications, hear from NAR’s TJ Doyle and Tiane Harrison on how they manage official NAR accounts and strategies to increase your organization’s social media game.
Speakers: Tiane Harrison, Communications Director, NAR
TJ Doyle, Director, Executive and Digital Communications, NAR

For more info and speaker bios, visit http://my.yapp.us/GAD2018 or realtorparty.realtor/gadinstitute
## Concurrent War Room Tracks (continued)

### RPAC WAR ROOM
**Location:** Pavilion West

### CAMPAIGN WAR ROOM
**Location:** Atrium Ballroom

### COMMUNICATIONS WAR ROOM
**Location:** Pavilion East

#### 2:15 pm – 3:00 pm

**IE Synopsis – Innovative Approaches to Campaigns**
More and more, state and local associations are dipping their toes into the waters of candidate independent expenditures. This session will highlight state and local REALTOR® associations that have taken the leap and supported candidates with IE activities.

- **Moderator:** Gerry Allen
- **Panelists:** GADs from small and large boards

#### 3:00 pm – 3:15 pm

**Break**
**Location:** Plaza Foyer, Plaza Level

#### Election Year Federal Political Operations
We will discuss Federal Opportunity Races, independent expenditure races and RPAC candidate support, including the difference in state and local levels, the endorsement process and letters, how to work with incumbents vs. challengers vs. open seats, and how to handle REALTORS® running for office. Do’s and don’ts for federal fundraisers, volunteering, and member engagement will also be addressed.

- **Speakers:**
  - Chris Gosselin, Sr. Political Representative, NAR
  - Zack Rubin-McCarry, Political Representative, NAR
  - Maggie FitzGerald, Political Representative, NAR

#### How to Build your Advocacy Army!
In the battle for legislative supremacy, REALTOR® Associations have to rely on their grassroots army. Learn how to engage with REALTOR® and consumer advocates to influence legislation in the halls of power at the local, state and federal levels.

- **Speakers:**
  - Jim MacGregor, Director Advocacy Communications and Mobilization, NAR
  - Melissa Horn, Manager Online Advocacy, NAR
  - Erin Murphy, Sr. Representative Consumer Advocacy Outreach, NAR

For more info and speaker bios, visit [http://my.yapp.us/GAD2018](http://my.yapp.us/GAD2018) or [realtorparty.realtor/gadinstitute](http://realtorparty.realtor/gadinstitute) / 2018
### Concurrent War Room Tracks (continued)

<table>
<thead>
<tr>
<th>RPAC WAR ROOM</th>
<th>CAMPAIGN WAR ROOM</th>
<th>COMMUNICATIONS WAR ROOM</th>
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<tr>
<td><strong>Location:</strong> Pavilion West</td>
<td><strong>Location:</strong> Atrium Ballroom</td>
<td><strong>Location:</strong> Pavilion East</td>
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</table>

**3:15 pm – 4:00 pm**

**The Good, The Bad and The Ugly: RPAC Fundraising Best Practices and Idea Exchange**
Have your fundraising events stalled over the years? Are you new to GAD Nation and looking for new fundraising event ideas to increase your participation or Major Investors? Hear from a panel of seasoned RPAC fundraising experts as they discuss their groundbreaking event ideas that hit it out of the park for fundraising and member engagement and lessons learned along the way. They will also facilitate an event idea exchange.

**Moderator:** Leslie Cantu, Texas Association of REALTORS®

**Panelists:**
- Karen Driscoll, Houston Association of REALTORS®
- Lauren Facemire, NAR
- Kristin Nash, NC REALTORS®
- Brad Ward, Michigan REALTORS®

**The Census and Redistricting: Reading the Tea Leaves**
Learn what redistricting may mean for your locality or state. What it means for racial divides and how will it affect voter turnout.

**A City’s Approach to Housing, Growth & Sustainability Speaks Volumes About Tomorrow’s Thriving Communities**
What is the future of housing? What does it look like? Housing shortages yield prevalent NIMBY attitudes when alternatives to single family homes are mentioned. Are people willing to change their attitudes? We will discuss YIMBY solutions, including grant options.

**Moderator:** David Kissinger, South Bay Association of REALTORS®

**Panelists:**
- Glen Bolen, Senior Planner, Otak, Inc. Portland, Oregon
- Dr. Kenneth Stahl, Professor of Law and Director of the Environmental, Land Use, and Real Estate Law certificate program at Chapman University Fowler School of Law

**4:00 pm – 4:15 pm**

**New GADs reconvene for a debrief with the GAD Advisory Group**

**Location:** Atrium Ballroom
**Tuesday, July 17**

**NAR ADVOCACY DAY**

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### 4:15 pm – 5:30 pm

**NAR Welcome Reception – Sponsored by NAR**

Featuring Wines from the state of Oregon.

**Location:** Hilton Portland Downtown, Plaza Foyer, Plaza Level

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### 5:30 pm – 7:00 pm

**Best of Portland Walking Tour (Advanced Purchase Required)**

Want to step outside the hotel, get some fresh air and meet some new GADs on the first day of the Institute? This is the perfect opportunity to do all three! Join us for an after-hours walking and networking adventure, and add a few more steps to that daily total! Those who pre-registered for this tour may meet a Portland Walking Tours “Resident Expert,” dressed in blue at the front entrance lobby of the Hilton Hotel—15 minutes before tour start time. No need to print tickets, your name will be on the “Guest List” when you check in.

**Location:** Meet at front entrance lobby of the Hilton Hotel.

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### 6:30 pm

**Optional Dinner with Your NAR Political Representative**

NAR Political Representatives will coordinate with attendees from their respective states for dinner.

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For more info and speaker bios, visit http://my.yapp.us/GAD2018 or realtorparty.realtor/gadinstitute / 2018
Wednesday, July 18
PROFESSIONAL DEVELOPMENT DAY

8:30 am – 3:30 pm
Registration Open
Location: Plaza Foyer

8:30 am
Breakfast Available
Location: Pavilion Ballroom

9:00 am – 10:00 am
Oregon Welcome Breakfast
Oregon leadership welcomes GADs to Portland and the Institute.
Location: Pavilion Ballroom
Introductions: Cady Thomas, GAD Chair, NC REALTORS®
Speakers: Steve Strode, Coldwell Banker Bain and 2018 President, Oregon Association of REALTORS®

Breakfast Session: The Politics of Meeting Management
A moderated GAD panel discusses staff techniques for motivating and preparing your members to move decisions in the right direction.
Introduction: Matthew Leger, GAD Vice Chair, REALTOR® Association of the Palm Beaches and Greater Ft. Lauderdale
Moderator: Brent Swander, Columbus REALTORS®
Panel: Pamela Gregory, Kentucky REALTORS®
Julia Parenteau, Texas Association of REALTORS®
David Stark, Bay East Association of REALTORS®

10:00 am – 10:15 am
Break
Location: Plaza Foyer
10:15 am – 11:30 am

Navigating the Politics of Career Growth

Get the inside scoop from industry experts on strategizing and managing your career within the REALTOR® world.

Location: Pavilion Ballroom

Introduction: Jamie McMillen, Akron Cleveland Association of REALTORS®

Speakers: Ginger Downs, Partner, Martin & Downs Consulting
Alice Martin, Partner, Martin & Downs Consulting
John Sebree, CEO, Missouri REALTORS®

11:30 am – 1:30 pm

Lunch on Your Own

Lunch on Your Own – See the Institute App for ideas, including Portland’s famous indoor food hall – Pine Street Market!

1:30 pm – 2:45 pm

What I’ve Learned Outside the REALTOR® World

Hear from former REALTOR® GADs on best practices they took from their time in real estate and what they are doing now.

Location: Pavilion Ballroom

Moderator: Cady Thomas, GAD Chair, NC REALTORS®

Panel: Letitia Clark, District Director of Public Affairs, Marketing and Government Relations, Coastal Community College District, Orange County, CA
Christi McGee, Vice President Community Advocacy, Coca-Cola Bottling Company
Karl Ekhart, Vice President, National Association of Home Builders

2:45 pm – 3:30 pm

Workplace Excellence and Unconscious Bias

GADs are “people” people and work with everyone from association members to elected leaders. With the recent discussions surrounding cultural and sexual differences (i.e. #MeToo, Starbucks) how do you identify unconscious bias and what can you do if you see it?

Location: Pavilion Ballroom

Introduction: Jane Leo, Portland Metropolitan Association of REALTORS®

Speaker: Serilda Summers-McGee, Principal, Workplace Change, LLC

For more info and speaker bios, visit http://my.yapp.us/GAD2018 or realtorparty.realtor/gadinstitute / 2018
Wednesday, July 18
PROFESSIONAL DEVELOPMENT DAY

3:30 pm – 4:45 pm
Issue War Rooms
If you have to go to “war” on an issue, you are going to want a strategy for success. Visit these GAD-identified “top issue” rooms to discuss strategies and learn war tactics your peers have used for success in the industry.

<table>
<thead>
<tr>
<th>Issue:</th>
<th>Room:</th>
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<tbody>
<tr>
<td>1) Temporary Real Estate Signs</td>
<td>Broadway I, Plaza Level</td>
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<tr>
<td>2) Rent Control</td>
<td>Broadway II, Plaza Level</td>
</tr>
<tr>
<td>3) Property Tax Reform</td>
<td>Broadway III, Plaza Level</td>
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<tr>
<td>4) Impact Fees</td>
<td>Broadway IV, Plaza Level</td>
</tr>
<tr>
<td>5) Affordable Housing/Inclusionary Housing</td>
<td>Pavilion Ballroom</td>
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<tr>
<td>6) Short Term Rentals/Vacation Rentals</td>
<td>Atrium Ballroom</td>
</tr>
</tbody>
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5:15 pm – 6:30 pm
RPAC Major Investor Reception
RPAC Major Investors join us for a more intimate reception where NAR will host you with light appetizers and drinks.

Location: Hilton Portland, Skyline II, 23rd floor

6:30 pm – 8:30 pm
NAR President’s Reception
Join 2018 President, Elizabeth Mendenhall and members of her Leadership Team for heavier appetizers, drinks and music.

Location: Urban Studio
935 NW Davis Street, Portland
8:30 am – 9:30 am (Breakfast Available)

**Student Loan Debt, Millennials and Targeting Tools**

NAR Researchers provide the latest with the real estate economy – who is buying, who isn’t and why. As well, they will share a new pilot initiative to help identify and target REALTOR® members to get involved.

Location: Pavilion Ballroom

Introduction: Cady Thomas, GAD Chair, NC REALTORS®

Speakers: Jessica Lautz, Director Demographics and Behavioral Insights, NAR
          Nadia Evangelou, Research Economist, NAR

9:30 am – 9:45 am

**Break**

Location: Plaza Foyer

9:45 am – 10:30 am

**How Innovation & Automation will Change the Real Estate Industry**

Hear from industry experts on the affect artificial intelligence and technologies of the future…think robots, autonomous cars, data-collecting sensors, bitcoin and “on-demand” economies such as Amazon…will have on the real estate industry. Think it is too far away? Think again!

Location: Pavilion Ballroom

Speakers: Mark Leswing, Chief Technology Officer & Senior VP, NAR
          Jeff Turner, CEO, Real Satisfied and CEO North America, immoviewer

10:30 am – 11:15 am

**High Times in Real Estate**

This dope panel will focus on how the marijuana regulatory environment on the local, state, and federal levels affect real estate in various ways such as tax revenue implications; material defect disclosures; property values and neighborhood character.

Location: Pavilion Ballroom

Introduction: Liz Peetz, Colorado Association of REALTORS®

Speakers: Andrew Freedman, Co-Founder and Senior Director Freedman & Koski, Inc.
         and former Marijuana Czar of Colorado
         Megan Booth, Director Federal Housing, Valuation, Commercial Real Estate Policy and Programs, NAR
11:15 am – 12:00 noon
What’s the Long Game on Short Term Rentals?
Tired of discussing short-term rental restrictions? In resort areas and all across the country, government bodies are increasingly proposing new short-term rental restrictions. Our speakers will discuss how you can work with your members and legislators to protect private property rights from these restrictions.

Location: Pavilion Ballroom

Moderator: Sarah Rayne, Coastal Association of REALTORS® of MD, Inc.

Speaker: Greg Holcomb, GR Manager, Vacation Rental Management Association, Washington, D.C.

Panelists: Bo Patten, Williamson County Association of REALTORS®
Genessa Casanova, Florida REALTORS®

12:00 noon – 1:15 pm
2018 GAD Institute Luncheon
NAR Leadership will participate in a casual Q&A with REALTOR® Party Director, Margo Wheeler, then we will open the floor up to questions from GADs.

Location: Pavilion Ballroom

Introduction: Cady Thomas, GAD Chair, NC REALTORS®

Speakers: NAR Leadership – Elizabeth Mendenhall, 2018 President, NAR; Kenny Parcell, VP Government Affairs, NAR; Margo Wheeler, REALTOR® Party Director, NAR and Bob Goldberg, CEO, NAR

1:15 pm – 1:30 pm
Break

Location: Plaza Foyer
Thursday, July 19
POLITICS AND POLICY DAY

1:30 pm – 2:30 pm

How to Collaborate, Influence and Network like a Badass

Ryan Williams has interviewed over 100 influencers from Seth Godin to Dorie Clark and Jemele Hill to Adam Grant. He teaches others to find their big idea, leverage their personality edge and deliver an authentic message for winning collaborations.

Location: Pavilion Ballroom

Introduction: Mark Quarry, Immediate Past GAD Chair, Cincinnati Area Board of REALTORS®

Speaker: Ryan Williams, Comedian, Marketing Strategist, Author and Podcaster of The Influencer Economy: How to Launch Your Idea, Share it with the World, and Thrive in the Digital Age

2:30 pm – 2:45 pm

Break

Location: Plaza Foyer

2:45 pm – 3:30 pm

Word from the Hill

NAR’s VP & Deputy Chief Lobbyist and NAR’s VP of RPAC, Campaign Services & Political Programs will provide a realistic outlook at Federal legislation and the policy issues Congress is facing in an uncertain and often contentious political environment.

Location: Pavilion Ballroom

Introduction: Matthew Leger, REALTORS® of the Palm Beaches and Greater Fort Lauderdale

Speakers: Jamie Gregory, VP and Deputy Chief Lobbyist, NAR
         Scott Reiter, VP, RPAC Disbursements, Campaign Services and Political Programs, NAR

3:30 pm – 4:30 pm

Keynote Presentation

Dana Milbank, nationally-syndicated op-ed columnist with the Washington Post, prize-winning White House reporter (Bush 2 administration), and author of three books including national bestseller Homo Politicus: The Strange and Scary Tribes That Run Our Government will provide GADs with the political commentary and analytics of a seasoned journalist, as well as the biting humor of a gifted satirist. Dana brings facts and humor to each and every speech and lecture. Milbank has perfected the art of political observations that are to the point, non-partisan, and exceedingly clever.

Location: Pavilion Ballroom

Introduction: Cady Thomas, GAD Chair, NC REALTORS®

Speaker: Dana Milbank, Washington Post Columnist, Prize-Winning White House Reporter, and Best-Selling Author

For more info and speaker bios, visit http://my.yapp.us/GAD2018 or realtorparty.realtor/gadinstitute / 2018
Thursday, July 19
POLITICS AND POLICY DAY

4:30 pm – 4:45 pm
Institute Conclusion

Location: Pavilion Ballroom
Speakers: Cady Thomas, GAD Chair, NC REALTORS®
Matthew Leger, GAD Vice Chair, REALTOR® Association of the Palm Beaches
and Greater Ft. Lauderdale

6:00 pm – 9:00 pm
Oregon Night Out

Join us for this indoor/outdoor reception at the Oregon Historical Society. Food and beverage from Oregon will highlight the menu. Just a short walk from the Hilton. (Two drink tickets per person)

Location: Oregon Historical Society
1200 SW Park Ave, Portland, OR 97205
(503) 222-1741

Dress Code: Casual
More Information

GAD Institute 2018
Includes presentations and material from this year’s meetings.
realtorparty.realtor/gadinstitute

Resources for GADs
Includes information on the GADFly, logos and other programs.
realtorparty.realtor/gads

NAR Advocacy Group Staff List
realtorparty.realtor/staff

Federal Issues Tracker
narfocus.com/billdatabase/index.php

State Issues Tracker
realtorparty.realtor/statetracker

State Legislative Monitor
realtorparty.realtor/statemonitor

The President’s Cup
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