Floor Plan — Third Floor
## 2019–2020 GAD Advisory Group

### Chair
**Matthew Leger**  
REALTORS® of the Palm Beaches and Greater Fort Lauderdale  
mleger@rapb.com

### State GADs

<table>
<thead>
<tr>
<th>Name</th>
<th>REALTORS®</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leslie Cantu</td>
<td>Texas</td>
<td><a href="mailto:lcantu@texasrealtors.com">lcantu@texasrealtors.com</a></td>
</tr>
<tr>
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<td>Jamie Horbach</td>
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<td>Mike Kelly</td>
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<tr>
<td>Liz Peetz</td>
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<td>Florida</td>
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</tr>
</tbody>
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### Local GADs

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<thead>
<tr>
<th>Name</th>
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<th>Email</th>
</tr>
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<tbody>
<tr>
<td>Andrew Blackburn</td>
<td>Raleigh Regional</td>
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</tr>
<tr>
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<tr>
<td>Carrie Arblaster</td>
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<tr>
<td>Lacey Everett</td>
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### 2019 GAD Institute Host Liaisons

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<thead>
<tr>
<th>Name</th>
<th>REALTORS®</th>
<th>Email</th>
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<tbody>
<tr>
<td>Mark Quarry</td>
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</tr>
<tr>
<td>Carrie Arblaster</td>
<td>Ohio REALTORS®</td>
<td><a href="mailto:carrie@ohiorealtors.org">carrie@ohiorealtors.org</a></td>
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For more info and speaker bios, visit [http://my.yapp.us/GAD2019](http://my.yapp.us/GAD2019) or [realtorparty.realtor/gadinstitute](http://realtorparty.realtor/gadinstitute) / 2019
On behalf of the National Association of REALTORS® and its 1.3 million members, I would like to thank you for all you do to advocate for REALTORS® and our industry and to protect private property rights.

As a Government Affairs Director, we rely on you to tell our REALTOR® story to law and policymakers at all levels of government. We depend upon your expertise to protect our interests on Capitol Hill, state houses, county commissions and city halls. You are the constant in an ever-changing industry and shifting political landscape.

Thank you for making the time to attend the 2019 GAD Institute. With association and personal commitments, it’s never easy to break away, so we greatly value your participation and commitment. I encourage you to use this opportunity to continue sharpening and strengthening your skills. The thought-provoking speakers and topics discussed throughout this event are designed to help re-energize the great work you do on behalf of our REALTOR® community. Attend the sessions, participate, speak up, ask questions, and network with your peers. We need the best and the brightest on our front lines — and that’s you!

Lastly, I would like to extend a special thank you to the Ohio Association of REALTORS® and Cincinnati Area Board of REALTORS® for welcoming us with open arms, and for spearheading this year’s GADs Give Back activity. Be sure to try the Skyline Chili before you leave!

Have a great conference! I look forward to meeting you all at the President’s Reception.

John Smaby
2019 President
National Association of REALTORS®
“Cincinnati is a beautiful city; cheerful, thriving, and animated. I have not often seen a place that commends itself so favourably and pleasantly to a stranger at the first glance as this does.”

— Charles Dickens, American Notes for General Circulation

Two years ago, I hosted the 2017 GAD Institute in West Palm Beach, Fla. Minutes after the conclusion of the institute, then-GAD Chair, Mark Quarry, said to me, “Brother, when can we start planning for Cincinnati?” Now, keep in mind, this was two years away from Cincinnati hosting in 2019. To say Mark was excited about hosting the GAD Community is an understatement. Fast forward 2 years and here we are. When you see Mark throughout the institute, please take a moment and thank him. After this week, I think you’ll understand just how hard he worked to welcome more than 250 ‘strangers’ to his home city.

Hosting the GAD Institute is no small undertaking. It takes preparation, execution, and funding to pull off something so successfully. A big thank you and endless amounts of gratitude to the following people/organizations:

• Ohio REALTORS® – Thank you to Scott Williams, CEO; Carl Horst, Vice President of External Affairs; and the entire staff of the Ohio REALTORS® for all the resources you’ve provided;
• Cincinnati Area Board of REALTORS® – Thank you Jim Abele, CEO; Mark Quarry, Director of Government Affairs; and the staff of the Cincinnati Area Board of REALTORS® for welcoming the GAD Community to the Queen City;
• Columbus REALTORS® – Thank you Stan Collins, CEO, and Brent Swander, Vice President of Government Affairs;
• REAL Strategies – Thanks for generously offering to sponsor our GAD events; and
• Finally, thank you to the National Association of REALTORS® for your continued support of the GAD Community. Your staff time and financial contributions continue make this an invaluable partnership that helps us all better serve the industry.

Of course, none of this would be possible without the dedication of your 2019 GAD Advisory Group. This group of remarkable professionals who, through their legislative sessions, campaigns, and elections back home, devoted extra time to ensure that the 2019 GAD Institute would be an experience you wouldn’t forget. This group does much more than plan an institute. This group, like many before us, was challenged with the task of taking our profession and you as leaders of the REALTOR® Party to the next level. I promise you the 2019 GAD Advisory Group did just that! I specifically want to thank Danielle Scoggins (FL), Liz Peetz (CO), Lacey Everett (IN) and Sarah Rayne (MD) for their hard work in chairing the GAD Advisory Group Subcommittees.

To our incoming Chair, Miss Julia, thank you. You’ve been an amazing Vice Chair and friend to not only me, but also many in the GAD Community. I am confident that our profession, our community, will continue to flourish under your leadership.

The GAD Community is much more than a group of professionals who embody homeownership, private property rights, or the REALTOR® Party. We’re a group of individuals who dedicate our careers to bettering people, families, communities, and one another. We’re a community who prides ourselves on mentoring one another. We’re a community who comes together online, at conferences and institutes, via text messages and conference calls to share stories of victories or defeats so we can learn from each other. I’ve always believed our best resources are one another. Take a moment to look around, welcome the new faces and say hello to the familiar ones. Take time to appreciate the talent, wisdom and expertise sitting around you. I sure will.

I am proud to be part of the GAD Community, and I thank you for letting me serve as your Chair.

Matthew Leger
Vice President of Public Policy
REALTORS® of the Palm Beaches and Greater Fort Lauderdale
Project Connect, part of Cincinnati City Schools, is the only program in Greater Cincinnati exclusively serving children experiencing homelessness. Founded in 1996, Project Connect provides advocacy paired with specialized educational services and lifestyle enrichment opportunities for children who have neither a voice, nor a choice in being homeless. Cincinnati Public Schools serves about 1,700 students whose families are homeless. Project Connect offers an array of services to children in homeless situations. This summer, their greatest need is for home hygiene kits and monetary donations for food.

About Project Connect (http://www.cps-k12.org/academics/programs/project-connect)

We are asking GADs to bring one or more hygiene kits that will go to homeless boys and girls in Cincinnati. Please pack the kits in large Ziplock bags to include:

- Deodorant (regular size)
- Shampoo & Conditioner (travel size)
- Toothbrush
- Toothpaste (travel size)
- Body Wash (travel size)
- Feminine Products (for girl bags only)
- Anything else you’d like to include

We will also be collecting monetary donations throughout the Institute to support Project Connect’s need for meals during the summer months when children do not have access to school meal programs. We will present all hygiene kits and donations to Project Connect at the close of the Institute on Thursday, July 18.
3:30 pm – 5:30 pm
Registration Open
Location: Regency Ballroom Foyer

5:00 pm – 6:30 pm
Queen City Underground Tour

Join your fellow GADs as we tour Cincinnati’s hidden past and learn why they call this historic river town the Queen City! Stroll through the revitalized Over-the-Rhine (OTR) neighborhood that was home to more than 130 saloons, bars, beer gardens and theaters, and is now famous for its Italianate and art deco architecture as well as its iconic murals and foodie scene. Visit an underground crypt, burial location to some of Cincinnati’s first residents. Then explore newly discovered tunnels vital to Cincinnati’s brewery heritage and finish the tour near a modern brewery in OTR. The Queen City Underground Tour is one of the Top Five Underground Tours in the U.S. and consistently ranks as one of Cincinnati’s best walking tours.

Tickets: Purchased in advance or on site for $25/person

Location: Meet tour guide 15 minutes early in Hyatt lobby then walk .9 mile to beginning of tour.

For more info and speaker bios, visit http://my.yapp.us/GAD2019 or realtorparty.realtor/gadinstitute / 2019
**TUESDAY, JULY 16**

**NAR ADVOCACY DAY**

8:30 am – 3:30 pm  
Registration Open  
Location: Regency Ballroom Foyer

**Pre-Conference Optional Workshops** (Pre-registration required)

8:30 am – 9:45 am

**Introduction to Online Fundraising**  
(Pre-registration Required)  
Learn about 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.  
**Location:** Regency A  
**Speaker:** Peter Kelly, Director RPAC Technology and Online Fundraising, NAR

**Intro to Advocacy Everywhere for Local Association Calls For Action**  
This introductory session will review the Advocacy Everywhere program aimed to expand our influence on public policy through increased REALTOR® participation on Calls For Action (CFA). Local association attendees will learn best practices to easily engage REALTORS® on CFA campaigns such as short-term rentals.  
(Pre-registration required)  
**Location:** Regency BC  
**Speaker:** Melissa Horn, Manager Online Advocacy, NAR

10:00 am – 11:15 am

**Online Fundraising Campaigns through the PAC Management System**  
(Pre-registration Required)  
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.  
**Location:** Regency A  
**Speaker:** Peter Kelly, Director RPAC Technology and Online Fundraising, NAR

**Intro to Advocacy Everywhere for State Association Calls For Action**  
This introductory session will review the Advocacy Everywhere program aimed to expand our influence on public policy through increased REALTOR® participation on Calls For Action (CFA). State association attendees will learn best practices to easily engage REALTORS® on CFA campaigns such as rent control.  
(Pre-registration required)  
**Location:** Regency BC  
**Speaker:** Melissa Horn, Manager Online Advocacy, NAR
TUESDAY, JULY 16

NAR ADVOCACY DAY

8:30 am – 11:45 am

Headshot Photo Appointments
(Pre-registration Required)
Location: Bluegrass AB

11:15 am – 11:45 am

New GAD Welcome
GAD Advisory Group members, Jamie Horbach, Iowa REALTORS®, and Andrew Blackburn, NC REALTORS®, 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 available, and introduction to the organization and people.
Location: Regency Ballroom DEFG

11:45 am – 12:15 pm

Lunch
Box Lunches compliments of NAR
Location: Regency Ballroom Foyer

Official GAD Institute Kick-Off

12:15 pm – 1:15 pm

Institute Welcome & Overview to Advocacy Day
NAR and the GAD Chair welcome attendees to Cincinnati, Ohio.
Location: Regency DEFG

Speakers: Bill Malkasian, Chief Advocacy Officer, NAR and Matthew Leger, GAD Chair, REALTORS® of the Palm Beaches and Greater Fort Lauderdale

Keynote Speaker:
Ohio Secretary of State, Frank LaRose, on “Civility in Politics”
Introduction: Brent Swander, Columbus REALTORS®

1:15 pm – 1:30 pm

Break
Location: Regency Ballroom Foyer

For more info and speaker bios, visit http://my.yapp.us/GAD2019 or realtorparty.realtor/gadinstitute / 2019
**NAR Advocacy Day**

1:30 pm – 4:00 pm

**Concurrent Track Sessions** (attendees may attend any session in any track)

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<thead>
<tr>
<th>RPAC TRACK</th>
<th>CAMPAIGN &amp; ELECTIONS TRACK</th>
<th>MEMBER &amp; CONSUMER ADVOCACY ENGAGEMENT TRACK</th>
</tr>
</thead>
<tbody>
<tr>
<td>Location: Regency A</td>
<td>Location: Regency BC</td>
<td>Location: Regency DEFG</td>
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</table>

### Managing YOUR RPAC Committee

Join your colleagues for tips on structuring your RPAC Committee as well as collaborating with volunteers to reach RPAC goals.

**Moderator:** Lauren Facemire, Director RPAC Fundraising, NAR

**Panelists:** Jennifer Roche, Knoxville Area Association of REALTORS®
Brent Swander, Columbus REALTORS®
Brad Ward, Michigan REALTORS®

### Best Practices for Issues Mobilization Campaigns

Winning Ballot Measures – Using the successful REALTOR® led statewide ballot measure campaigns in Arizona and Florida, as well as, several local measures from around the country as examples; we will discuss the tactics and strategies that help associations pass and defeat ballot measures that are important to our members.

**Moderator:** John Winston, Manager Campaign Services, NAR

**Panelists:** Nicole LaSlavic, Arizona REALTORS®
Danielle Scoggins, Florida REALTORS®
Genessa Casanova, Florida REALTORS®
Drew Brighton, TargetSmart

### Community Outreach Grants: Success in 3 Easy Steps

Do you have an idea for a Community Outreach grant but you just aren’t sure where to begin? Learn the steps to success for developing ideas and writing a compelling application. Hear from fellow GADs who have used the grant programs to improve their communities and learn critical dos and don’ts about the application process.

**Moderator:** Wendy Penn, Manager, Housing Opportunity Program, NAR

**Panelists:** Ellen Beck, Gallatin Association of REALTORS®
Chris Bailey, Greater Greenville Association of REALTORS®
Soren Dorius, Boise Regional REALTORS®

### Headshot Photo Appointments

*(Pre-registration Required)*

**Location:** Bluegrass AB

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For more info and speaker bios, visit [http://my.yapp.us/GAD2019](http://my.yapp.us/GAD2019) or [realtorparty.realtor/gadinstitute](http://realtorparty.realtor/gadinstitute)
**2:15 pm – 3:00 pm**

### RPAC TRACK
Location: Regency A

#### RPAC & The Law
Join NAR’s Political Compliance Counsel, Jon Waclawski, for an overview of the most important legal issues in political fundraising, along with a panel of GADs sharing strategies for working within campaign finance laws.

**Moderator:** Liz Demorest, Manager RPAC Fundraising, NAR  
**Panelists:** Jonathan Waclawski, Political Compliance Counsel, NAR  
Paula Martino, Northern Virginia Association of REALTORS®  
Cady Thomas, NC REALTORS®

### CAMPAIGN & ELECTIONS TRACK
Location: Regency BC

#### Federal Political Operations: A behind the scenes look at the process for supporting federal candidates

**Speakers:** April Gavin, Sr. Political Representative, NAR  
Jack Greacen, Political Representative, NAR  
Zack Rubin-McCarry, Political Representative, NAR

### MEMBER & CONSUMER ADVOCACY ENGAGEMENT TRACK
Location: Regency DEFG

#### Just Add Water! Quick and Easy Member Mobilization Techniques

When it comes to engaging REALTORS® on legislative campaigns, timing is everything. Often a critical vote comes up with very little notice, particularly on defensive campaigns. This session will review some of the best practices for engaging REALTORS® with quick and easy tactics using NAR’s Advocacy Everywhere platform and REALTOR® Party Mobile Alerts. Our advice is not microwavable, but we’ve got the recipe for success because we know that when it comes to engaging your grassroots network of REALTORS®, “the grass is always greener…where you water it.”

**Speakers:** Jim MacGregor, Director Advocacy Communications and Mobilization, NAR, and  
Melissa Horn, Manager Online Advocacy, NAR

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**Headshot Photo Appointments**  
*(Pre-registration Required)*  
**Location:** Bluegrass AB

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**TUESDAY, JULY 16**

**NAR ADVOCACY DAY**

**3:00 pm – 3:15 pm**

**Break**

**Location**: Regency Ballroom Foyer

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**Concurrent Track Sessions (continued)**

**RPAC TRACK**

**Location**: Regency A

**CAMPAIGN & ELECTIONS TRACK**

**Location**: Regency BC

**MEMBER & CONSUMER ADVOCACY ENGAGEMENT TRACK**

**Location**: Regency DEFG

**3:15 pm – 4:00 pm**

**Planning Your RPAC Major Investor Events**

Hear from the experts on step-by-step planning tips and best practices from successful Major Investor fundraising events.

**Moderator**: Liz Demorest, NAR

**Panel**: Lauren Facemire, NAR

Jamie McMillen, Akron Cleveland REALTORS®

Soren Dorius, Boise Regional REALTORS®

**Process and Procedure for Candidate Questionnaires and Interviews**

Developing and managing the process and procedures for backing candidates. Best Practices for Choosing REALTOR® Champions and legal concerns will be addressed.

**Moderator**: John Winston, NAR

**Panelists**: Bo Patten, Long Island Board of REALTORS®

Nathan Gorton, Washington REALTORS®

Jonathan Waclawski, NAR

**Consumers for a Cause: How to Rally Homeowners**

Homeowners are a powerful collective and their stories can inspire the next generation of homeowners while also leading policies that encourage homeownership for all. From attending city council meetings for affordable housing options to petitioning to obtain more recycling bins, homeowners are creating lasting change in communities nationwide. Hear how your colleagues have utilized the Consumer Advocacy Outreach database to affect consumer advocacy efforts that fight for long-term change.

**Moderator**: Erin Murphy, Sr. Representative, Consumer Advocacy Outreach, NAR

**Speakers**: Clarke R. Wise, Mississippi REALTORS®

Katalin Peter, District of Columbia Association of REALTORS®

**Headshot Photo Appointments**

*(Pre-registration Required)*

**Location**: Bluegrass AB

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Government Affairs Directors Institute / For more info and speaker bios, visit http://my.yapp.us/GAD2019 or realtorparty.realtor/gadinstitute
**NAR Advocacy Day**

**5:00 pm – 6:00 pm**

**New GADs Reconvene**

Wrap up the first day of programming at the Institute. Meet more casually with first time attendees, GAD Advisory Group members and GAD Mentors. Then walk to the reception together!

**Location:** The Bar at Red Roost Tavern, Hyatt Regency

**5:00 pm – 6:30 pm**

**Queen City Underground Tour**

Join your fellow GADs as we tour Cincinnati’s hidden past and learn why they call this historic river town the Queen City! Stroll through the revitalized Over-the-Rhine (OTR) neighborhood that was home to more than 130 saloons, bars, beer gardens and theaters, and is now famous for its Italianate and art deco architecture as well as its iconic murals and foodie scene. Visit an underground crypt where some of Cincinnati’s first residents were buried. Then explore newly discovered tunnels vital to Cincinnati’s brewery heritage and finish the tour near a modern brewery in OTR. The Queen City Underground Tour is one of the Top Five Underground Tours in the U.S. and consistently ranks as one of Cincinnati’s best walking tours.

**Tickets:** Purchased in advance or on site for $25/person

**Location:** Meet tour guide 15 minutes early in Hyatt lobby then walk .9 mile to beginning of tour. Tour concludes in OTR neighborhood.

**6:30 pm – 8:30 pm**

**Welcome Reception at Pins Mechanical Company!**

“Everything that’s awesome about a night out…but with way more balls!”

NAR Political Representatives host a fun evening reception at Pins Mechanical. Join us for appetizers, libations, and games with balls!

**Location:** Pins Mechanical

1124 Main St, Cincinnati (.8 mi from hotel, in the heart of the OTR neighborhood)

For more info and speaker bios, visit [http://my.yapp.us/GAD2019](http://my.yapp.us/GAD2019) or [realtorparty.realtor/gadinstitute/2019](realtorparty.realtor/gadinstitute/2019)
8:30 am – 3:30 pm
Registration Open
Location: Regency Ballroom Foyer

8:30 am
Breakfast Available
Location: Regency Ballroom

9:00 am – 10:00 am
Ohio Welcome Breakfast
Ohio state and local leadership welcome GADs to the Institute
Location: Regency Ballroom
Introductions: Matthew Leger, GAD Chair, REALTORS® of the Palm Beaches and Greater Ft. Lauderdale
Speakers: President, AJ Frye and CEO, Scott Williams, Ohio REALTORS®

Keynote Speaker:
Mayor John Cranley, Cincinnati, Ohio
Location: Regency Ballroom
Introduction: Mark Quarry, Cincinnati Area Board of REALTORS®

10:00 am – 10:15 am
Break
Location: Regency Ballroom Foyer

10:15 am – 11:30 am
It’s a Zoo Out There!
Thane Maynard, Cincinnati Zoo Director, discusses a successful crisis communications plan after the unfortunate shooting of a zoo gorilla following a tragic accident.
Location: Regency Ballroom
Introduction: Jamie Horbach, Iowa REALTORS®
Speaker: Thane Maynard, Director, Cincinnati Zoo
**11:30 am – 1:30 pm**

**Lunch on Your Own**

Lunch on Your Own – See the Institute app for ideas, or walk to Fountain Square and catch the Connector streetcar to hotspot neighborhoods like Over the Rhine or Findlay Market. Connector tickets are $2.00 for the day and run from 6:30 am – 12 am.

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**1:30 pm – 2:45 pm**

**Telling a Better Story**

GADs understand the power of a good story – and everyone has a story to tell! There is, however, a significant difference between a good story and a great story. Great communicators use stories, analogies, and metaphors. To gain influence, you and your team need to deliver an authentic narrative that inspires and, most importantly, persuades your audience. GADs get competitive and learn how to conquer the elements of a persuasive narrative in this hands-on, interactive session.

**Location:** Regency Ballroom

**Introduction:** Jennifer Roche, Knoxville Area Association of REALTORS®

**Speaker:** Amy Showalter, The Showalter Group, Inc.

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**2:45 pm – 3:30 pm**

**Understanding Implicit Bias**

Nearly two decades of research shows that individuals harbor implicit bias even when they seem to hold no explicit prejudice. Ryan Wynett, expert from the Open Your Mind Learning Lab at the National Underground Railroad Freedom Center* will guide us on how to approach the issue when we see it.

**Location:** Regency Ballroom

**Introduction:** James Litz, Greater Los Angeles Association REALTORS®

**Speaker:** Ryan Wynett, National Underground Railroad Freedom Center

*The National Underground Railroad Freedom Center (.5 miles from the Hyatt) will be offering free entry to the museum with your conference badge throughout your stay – A $15 value.

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**3:30 pm – 3:45 pm**

**Break**

**Location:** Regency Ballroom Foyer

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For more info and speaker bios, visit http://my.yapp.us/GAD2019 or realtorparty.realtor/gadinstitute / 2019
3:45 pm – 4:30 pm

Leadership Success and Failure

From the halls of the Pentagon to the halls of the White House, Lieutenant Colonel Sean Fellows will share first-hand accounts of lessons in leadership. In this conversation, Colonel Fellows will not only share stories of success, but those of failure to help others learn from the examples set by some of our nation’s most pivotal leaders.

Location: Regency Ballroom
Introduction: Julia Parenteau, Texas REALTORS®
Speaker: Lt. Col. Sean Fellows, United States Air Force

6:00 pm – 8:00 pm

NAR President’s Reception

Join us for heavy appetizers and drinks at this popular working brewery.

Location: Rhinegeist Brewery
1910 Elm St, Cincinnati (1.7 mi. from hotel, or a quick 12 minute hop onto the Cincinnati Bell Connector – Just $2 to ride all day!)
THURSDAY, JULY 18

POLITICS AND POLICY DAY

8:30 am – 12:00 noon

Registration Open
Location: Regency Ballroom Foyer

8:00 am

Breakfast Available
Location: Regency Ballroom

8:30 am – 9:30 am

Why REALTORS® Pursued Major League Soccer and Its Latest Expansion Team

Hear from former Cincinnati council member and current President of FC Cincinnati on how this partnership was a win/win for real estate, soccer and the city of Cincinnati.

Location: Regency Ballroom

Introduction: Mark Quarry, Cincinnati Area Association of REALTORS®

Speakers: Jeff Berding, President, FC Cincinnati and a former Cincinnati City Councilman

9:30 am – 9:45 am

Break
Location: Regency Ballroom Foyer

9:45 am – 10:45 am

Why Can’t We Be Friends? An Inside Look at Washington, D.C.

Hear from NAR’s Advocacy Team about their fun with a divided Congress, and how it’s possible to get anything done!

Location: Regency Ballroom

Introduction: Jessica Dietrich, Oklahoma REALTORS®

Moderator: Shannon McGahn, SVP Government Affairs, NAR

Speakers: Joe Ventrone, VP Federal Policy and Industry Relations, NAR
Austin Perez, Sr. Policy Representative, Insurance Issues, NAR
Ken Fears, Sr. Policy Representative, NAR
Kristian Hoysradt, Political Representative, NAR

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THURSDAY, JULY 18

POLITICS AND POLICY DAY

10:45 am – 11:45 am

Shots Across the Bow:
How Government Regulation Is Trying to Sink the Vacation Rental Market

The GAD Short-Term Rental (STR) Workgroup has been researching and collecting information on the STR issue for several months. Hear what they have learned and what the real estate industry can do about it. This hot issue is sure to have many takeaways!

Location: Regency Ballroom

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

Moderator: Danielle Scoggins, Florida REALTORS®

Panel: GAD Colleagues on STR Workgroup

11:45 am - 12:00 noon

Break

Location: Regency Ballroom Foyer

12:00 noon – 1:10 pm

2019 GAD Institute Luncheon

A casual conversation with NAR President, John Smaby, his leadership team, and NAR CEO, Bob Goldberg

Location: Regency Ballroom

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

Speaker(s): 2019 President NAR, John Smaby
2019 VP of Advocacy, Tracy Kasper
2019 REALTOR® Party Director, Christine Hansen
Chief Executive Officer, NAR, Bob Goldberg

1:10 pm – 1:30 pm

Break

Location: Regency Ballroom Foyer

For more info and speaker bios, visit http://my.yapp.us/GAD2019 or realtorparty.realtor/gadinstitute
1:30 pm – 2:30 pm

Busting Barriers to Affordable Housing

Learn how to break down barriers and find the best pathway to develop housing that is affordable in your community through messaging, coalitions, and shifting challenges into opportunities. You will leave this session with tools in hand to start or enhance your work on this issue back home.

**Location:** Regency Ballroom

**Introduction:** Liz Peetz, Colorado REALTORS®

**Moderator:** Lacey Everett, MIBOR REALTOR® Association

**Panelists:**
- Josh Dix, Charleston Trident Association of REALTORS®
- Samar Jha, Greater Philadelphia Association of REALTORS®
- Tyler Warner, Dayton REALTORS®
- Matt Umanos, Gainesville-Alachua County Association of REALTORS®

2:30 pm – 2:45 pm

**Break**

**Location:** Regency Ballroom Foyer

2:45 pm – 3:30 pm

**Recovering from Natural Disasters: How Cities and States Weather the Storms**

From floods and fires to tornados and hurricanes, extreme weather has been devastating cities and states across the nation for the last several years. How do we rebuild after such destruction? Hear from those who have been there and done that. Then learn how GADs can be part of the solution for effective recovery for their communities.

**Location:** Regency Ballroom

**Introduction:** Cady Thomas, NC REALTORS®

**Speakers:**
- Mike Sprayberry, Director of North Carolina Emergency Management (Invited)
- Nicole Arnold, NC REALTORS®
3:30 pm – 4:30 pm

Keynote Speaker:
Eugene Robinson of the Washington Post and Alex Castellanos of ABC News

GADs will hear from two, well-known and respected political thought leaders. One with 30 years of political reporting, editing, and commentary for the Washington Post as well as long-time contributor at MSNBC; the other a regular ABC contributor with 30 years of Republican political consulting experience, including communications consulting for seven U.S. Presidential campaigns. This is sure to be a lively, point-counterpoint discussion you are not going to want to miss!

Location: Regency Ballroom

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

4:30 pm – 4:45 pm

Institute Conclusion

Speakers: Matthew Leger, GAD Chair, REALTORS® of the Palm Beaches and Greater Ft. Lauderdale and Julia Parenteau, GAD Vice Chair, Texas REALTORS®

6:00 pm – 9:00 pm

Ohio Night Out

Join us for some famous Cincinnati fare, including Skyline Chili, Montgomery Inn BBQ and Saratoga Chips. Then finish it off with world-famous Graeter’s Ice Cream, all while watching the MLB Reds vs. the Cardinals at the Great American Ballpark!

(Drink tickets and ballpark buffet per ticket holder – tickets required for access to park and event).

Location: The Handlebar at the Riverfront Club, Great American Ballpark (.6 mi. from hotel)

100 Joe Nuxhall Way, Cincinnati

Dress Code: Casual
GAD Institute 2019
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
nar.realtor/political-advocacy/federal-advocacy

State Issues Tracker
realtorparty.realtor/statetracker

State Legislative Monitor
realtorparty.realtor/statemonitor

The President’s Cup
realtorparty.realtor/presidentscup

REALTOR® Party Resource Guide for Associations
realtorparty.realtor/resourceguide

Calls For Action Reports
realtorparty.realtor/cfareport

GADs on Facebook
www.facebook.com/groups/9888327649

REALTOR® Party on Facebook
facebook.com/narrealtorparty/

REALTOR® Party on Twitter
twitter.com/narrealtorparty

REALTOR® Party on Flickr
flickr.com/photos/realtoractioncenter

For more info and speaker bios, visit http://my.yapp.us/GAD2019 or realtorparty.realtor/gadinstitute / 2019
Connect with your friends from REAL Strategies during GAD Institute

**AT YOGA:**
July 17 and 18 at 7 am for 1-hour sessions each
Move Your Hyde Yoga
their downtown location (1 block from the Hyatt)
111 Shillito Place
Cincinnati, OH 45202
moveyourhyde.com

They should have enough mats for everyone (though yogis are welcome to bring their own), and it will be accessible to all skill/experience levels.

Space is limited to 40 people
Please RSVP to:
Julia jparenteau@texasrealtors.com
Julienne julienne.uhlich@realstrategies.com

**AT THE CONFERENCE:**
We invite you to stop by the REAL Strategies room for a new products demonstration or just to say hello. Schedule a specific meeting via email at support@realstrategies.com

REAL Strategies Meeting Room:
Buckeye B – 8:00 am – 5:00 pm
Tuesday, Wednesday, and Thursday (July 16 – 18).
CINCINNATI, OHIO