



DRAFT AGENDA

Tuesday, July 16

9:00-4:30 pm Registration Opens

12:00-1:30 pm Lunch

12:15- 1:15 pm Orientation and Overview for New GADs

- First-time attendees are not going to want to miss this introduction to the Institute by the GAD Advisory Group. Learn how your GAD peers can be your best source of information. Key concepts for REALTOR® association GADs will be highlighted, as well as info you won't get anywhere else. If you're new to your role or the GAD Institute, don't miss this session! (Lunch is provided; pre-registration required).

1:30 – 4:30 pm Track sessions

TRACK A: It's All About the Land

1:30-2:30 pm: Zoning & Planning 101

- Join GADs as they delve into the critical importance of zoning regulations from both state and local perspectives. Gain insights into the role of zoning in shaping communities, influencing economic development, and addressing housing affordability challenges. Explore real-life examples, policy considerations, and collaborative approaches to navigating zoning issues effectively at both levels of government.

2:30- 3:30 pm: External Partners

- Learn the art of coalition-building with subject matter experts to champion land use initiatives effectively. Discover best practices, resources, and success stories that demonstrate the power of unified efforts in navigating zoning challenges and shaping the future of community development.

3:30-4:30 pm: Community Outreach Grants

- In this session, GADs will be equipped with the knowledge and strategies to effectively tap into NAR community outreach and consumer programs. Explore the concept of 'grant stacking' and learn how to combine multiple grants for enhanced impact. Through practical examples and expert insights, discover how NAR's support can fuel your efforts to shape zoning policies and drive positive change in your communities.

TRACK B: Leveraging NAR Resources & Programs

1:30-2:30 pm: Building and Maintaining a Strong RPAC Culture

- Join experienced GADs in exploring the essential elements of cultivating a robust RPAC culture within your organization. Learn strategies for engaging stakeholders, fostering commitment, and sustaining long-term advocacy efforts to effectively advance real estate interests.

2:30-3:30 pm: Leveraging Issues Mobilization Grants at Home

- Unlock the potential of issues mobilization grants in advocating for real estate issues within your local community. Discover how to identify key issues, leverage resources, and implement impactful campaigns to address challenges and opportunities in the real estate landscape.

3:30-4:30 pm: The Impact of State & Local Independent Expenditures

- Delve into the significance of state and local independent expenditures in shaping political landscapes and advocating for real estate interests. Gain insights into the regulatory landscape, successful tactics, and the transformative role of independent expenditures in driving meaningful outcomes at the state and local levels.

TRACK C: How to Be a GAD Today

1:30-2:30 pm: The Listening Edge: Transforming Communications

- Discover the power to transform challenging and stressful conversations with colleagues, clients, and loved ones into enriching experiences that foster stronger relationships and drive your organization's success. In this workshop, Adrien shares the essential skill that will revolutionize the way you communicate, leading to increased collaboration, enhanced satisfaction, and a positive impact on your bottom line.

2:30-3:30 pm: Working with GADs

- Creating close, lasting relationships with GADs, at all levels of the association, can mean the difference between the thrill of victory or the agony of defeat. Collaborating and coalition building amongst colleagues often lead to policy, legislative and fundraising success. Hear from this panel of your peers about how they have achieved advocacy success by learning from and leaning on fellow GADs.

3:30-4:30 pm: Well You Well Team

- This comprehensive workshop highlights the ways caring for yourself as a GAD leader translates to better care for your entire team. Discover how prioritizing your self-care and embracing the principles of Adrien's Wellness Wheel can fuel your leadership effectiveness, improve team dynamics, and cultivate an environment where both you and your team can thrive.

6:00- 7:30 pm

Sip & Social

- Kick off your conference experience with our welcome happy hour! Enjoy refreshing drinks and appetizers as you mingle with fellow attendees, setting the stage for networking ahead of the conference kick-off in the morning.

Wednesday, July 17

7:30 am- 4:00 pm Registration Open

8:00-9:00am Breakfast

9:00 – 9:30 am Government Affairs Directors' Institute Kick Off

9:30- 10:15 am	Opening Session
10:15-11:00 am	<p data-bbox="472 260 1398 331">From State Laws to Local Action: Achieving Affordable Housing Goals</p> <ul data-bbox="472 365 1443 615" style="list-style-type: none"> <li data-bbox="472 365 1443 615">• Discover how to translate state-level legislative victories into tangible results at the local level for affordable housing initiatives. Join experts as they share actionable strategies and collaborative approaches to bridge the gap between state policies and local implementation challenges. Gain insights on overcoming delays and driving meaningful change in your communities.
11:00-11:15 am	BREAK
11:15-Noon	<p data-bbox="472 724 1398 795">Connecting Communities: The Intersection of Mass Transit and Housing Policy</p> <ul data-bbox="472 829 1398 1079" style="list-style-type: none"> <li data-bbox="472 829 1398 1079">• Explore the complex relationship between transit and housing development, uncovering government roles, challenges, and impacts on transit-oriented development. Learn from experiences in the Indy Region and beyond, highlighting successful coalition engagements and opportunities for communities at different stages of transportation development.
Noon-1:00 pm	<p data-bbox="472 1113 1419 1184">Lunch/Professional Development *RCE Unveiled: Journey to Association (and personal) Excellence!</p> <ul data-bbox="472 1218 1419 1581" style="list-style-type: none"> <li data-bbox="472 1218 1419 1581">• Interested in elevating your professional REALTOR® credentials by earning your RCE but intimidated by the 350-point ADF? Join RCEs from the GAD community who will explain and quell your concerns about the process and show you that you're almost there! <cue Bon Jovi Livin' on a Prayer> Also hear from a former GAD turned CEO on how the RCE helps them in their everyday role. Whether you're aspiring to become an Association Executive or looking to bolster your skills as a GAD, seize this opportunity to kickstart your RCE journey and open the door for professional advancement.
1:00-2:30 pm	<p data-bbox="472 1614 971 1654">Advocacy Blitz: Lightning Rounds</p> <ul data-bbox="472 1688 1419 1896" style="list-style-type: none"> <li data-bbox="472 1688 1419 1896">• In this fast-paced session, dive into a series of rapid-fire discussions covering various advocacy topics. From policy updates to grassroots mobilization tactics, each round offers quick insights to keep you informed and engaged. Don't miss out on this dynamic opportunity to enhance your advocacy skills and knowledge! Topics include RPAC, Rental

Restrictions, Advocacy Engagement Strategies, Lobbying Practices, NAR Spotlight Issues, and Ask Me Anything.

2:30-2:45 pm	BREAK
2:45-3:30 pm Insights	<p>Polling Power: Shaping Advocacy Strategies with Audience</p> <ul style="list-style-type: none">• Discover how polling serves as a cornerstone of effective advocacy strategies, enabling organizations to craft compelling messages and adapt to evolving public sentiment. Join our panel of experts as they delve into the pivotal role of polling in understanding audience dynamics and driving impactful advocacy initiatives.
3:30-4:30 pm	Zoning for Tomorrow
4:30-5:00 pm	Closing Remarks
6:00- 9:00 pm	Steam Plant Reception Hosted by NAR Advocacy

Thursday, July 18

7:30am-Noon	Institute Information Desk
8:00- 9:00 am	Breakfast
9:00 – 9:15 am	Day 2 Kick Off
9:15 – 10:00 am	<p>From RPAC to the Ballot Box: Navigating Political Advocacy</p> <ul style="list-style-type: none">• Discover the journey from RPAC to the ballot box in this session on federal political advocacy. Our expert panel, including representatives from NAR, will explore the strategic processes involved in advocating for real estate interests at the federal level. Gain insights into effective engagement strategies, successful campaigns, and the pivotal role of grassroots support in driving impactful outcomes in federal advocacy efforts.
10:00-11:00 am	<p>Minority Majorities and the Impact on Elections</p> <ul style="list-style-type: none">• Join us as we delve into the fascinating intersection of shifting demographics and their profound impacts on elections. Don't miss this insightful discussion on navigating the dynamic intersection of demographics and advocacy in today's ever-changing political climate!

11:00-11:15 am	BREAK
11:15 am- Noon	State & Local Breakouts
Noon- 1:15 pm	Lunch
1:15- 2:00 pm	Finding and Electing REALTOR Champions <ul style="list-style-type: none"> • Unlock the secrets to identifying and electing champions in this essential session. Learn proven strategies for potential REALTOR champions and mobilizing grassroots support to secure victories.
2:00-2:45 pm	AI as a Disruptive Force in Political Spaces
2:45 - 3:00 pm	BREAK
3:00 – 4:00 pm	Keynote Speaker: The Honorable Will Hurd
6:00 – 9:00 pm	GADs Night Out Hosted by Spokane REALTORS®