

2020 RMLS™ EDUCATION SUMMIT AND TRADE FAIR CLASS DESCRIPTIONS

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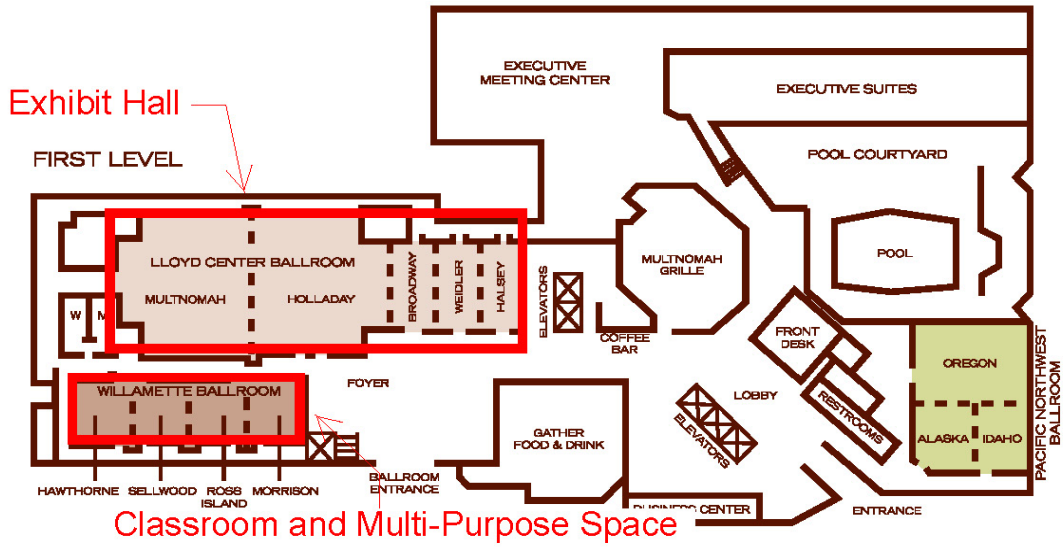
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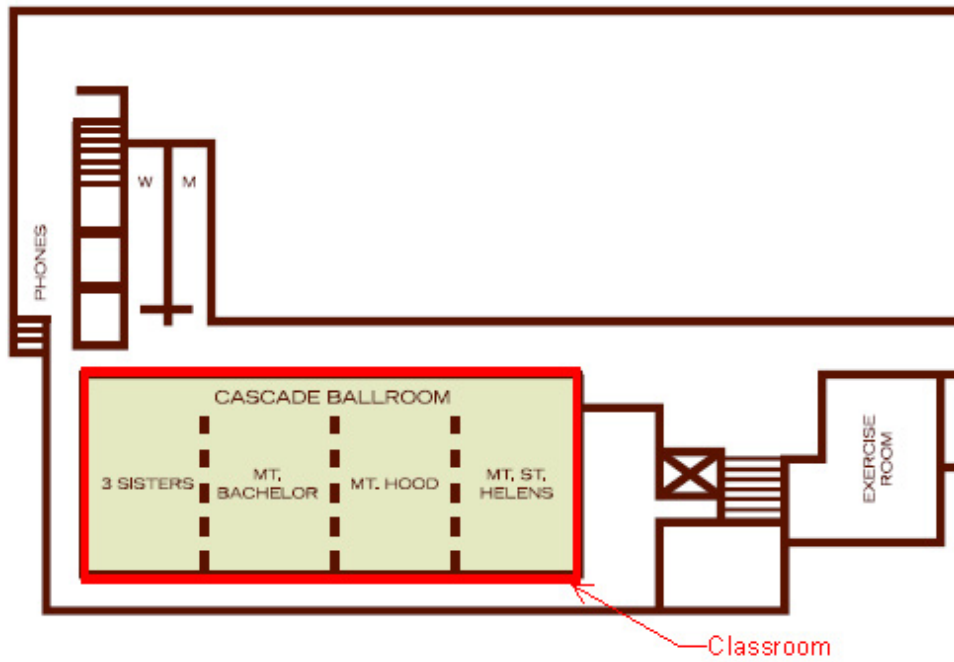
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Where: DoubleTree by Hilton, 1000 NE Multnomah Street, Portland, Oregon, 97232

When: March 19, 2020



SECOND LEVEL



2020 RMLS™ EDUCATION SUMMIT AND TRADE FAIR SCHEDULE OF EVENTS

2020 RMLS™ Education Summit and Trade Fair Schedule of Events

ROOM LOCATION	FIRST LEVEL			SECOND LEVEL		
	Lloyd Ballroom	Willamette Ballroom		Cascade Ballroom		
		Ross Island / Morrison	Hawthorne / Sellwood	Mt. St. Helens	Mt. Hood	Mt. Bachelor / Three Sisters
9:00 am	Exhibit Hall Open 9am – 4pm	Relax and Recharge Your space to relax and take a break	Tales From the (Legal) Crypt (1.5 OR CE) 9am – 10:30am <i>Phil Querin</i>	Win the Listing with the Cloud Agent Suite NO CE 9am – 10am <i>Damon Alton</i>	ShowingTime for the MLS NO CE 9am – 10am <i>Jackie Lewis</i>	Growing your Business with Remine (1.5 OR CE) 9:30am – 11am <i>Caroline Mulvey</i>
9:30						
10:00						
10:30						
11:00						
11:30	LUNCH*					
12:00pm	(Buffet in Exhibit Hall)					
12:30						
1:00				Win the Listing with the Cloud Agent Suite NO CE 1pm – 2pm <i>Damon Alton</i>	Introducing Paragon and CRS Public Records NO CE 1:30pm – 2:30pm <i>Bob Morse and Nikki Morgan</i>	Growing your Business with Remine (1.5 OR CE) 1:30pm – 3pm <i>Caroline Mulvey</i>
1:30						
2:00						
2:30			Valuing Properties with Realtors Property Resource® (1 OR CE) 2:30pm – 3:30pm <i>Nathan Graham</i>			
3:00				ShowingTime for the MLS NO CE 3pm – 4pm <i>Jackie Lewis</i>		
3:30						
4:00	2020 RMLS™ Education Summit and Trade Fair Closed at 4pm					

*Lunch is for attendees only.

FIRST LEVEL

HAWTHORNE / SELLWOOD

TALES FROM THE (LEGAL) CRYPT

9:00AM – 10:30AM

Presented by Phil Querin, Querin Law Group, LLC

1.5 CE

Phil Querin, Legal Counsel for the Portland Metro Association of REALTORS®, will address common legal issues in residential real estate transactions that have resulted in disputes, including:

- *Dealing with boundary disputes.*
- *When does the Sale Agreement become a legally binding contract?*
- *Do Realtors® have a duty to read the Seller Property Disclosure form? If so, when? If not, why?*
- *Selling and buying homes that have been remodeled.*
- *Becoming an accidental expert.*

SECOND LEVEL

MT. ST. HELENS

WIN THE LISTING WITH THE CLOUD AGENT SUITE

9:00AM – 10:00AM; 1:00PM – 2:00PM

Presented by Damon Alton, Cloud CMA

NO CE

Join Damon Alton from Cloud Agent Suite as he shows you simple and effective ways to increase listing opportunities. In this session you'll learn how to:

- *Create more appointments with one-click CMAs*
- *Easily reach out directly to clients through social media*
- *Customize your reports to make your brand stand out.*
- *Set your clients up to automatically receive market updates via Homebeat.*
- *Turn your seller into your next buyer.*

VALUING PROPERTIES WITH REALTORS PROPERTY RESOURCE®

10:30AM – 11:30AM; 2:30PM – 3:30PM

Presented by Nathan Graham, REALTORS Property Resource®

1 OR CE

Most of your clients are looking to buy a home to live in for years and years. But, you may also work with investors who want to flip a property for a quick return or buy a rental and enjoy years of cash flow. Regardless of who you are working with, RPR can help you not only find the perfect property, but also make sure that regardless of your client's goals that they don't pay too much!

Join us and learn how RPR can help you craft the perfect CMA for homeowners, as well as create an investment analysis to ensure a client's goals are in reach!

SECOND LEVEL

MT. HOOD

SHOWINGTIME FOR THE MLS

9:00AM – 10:00AM; 3:00PM – 4:00PM

Presented by Jackie Lewis, ShowingTime

NO CE

Discover how you can use ShowingTime for the MLS as a showing appointment tool to save time, generate more showings and help you sell your listings more efficiently. Courtesy of Regional Multiple Listing Service!

Learn how to:

- Use the 'Schedule a Showing' link to request showings on other agents' listings
- Add showing instructions and determine the best settings for each of your listings to begin receiving online showing requests
- Set your notification preferences, including text messaging
- Benefit from the speed of requesting multiple showings via ShowingCart
- Download and use the ShowingTime Mobile App to request and confirm appointments while on the go

INTRODUCING PARAGON AND CRS PUBLIC RECORDS

10:30AM – 11:30AM; 1:30PM – 2:30PM

Presented by Bob Morse, Black Knight MLS Solutions; Nikki Morgan, CRS Data

NO CE

This session will consist of a presentation of the new Paragon MLS system and will focus on the Paragon Search module, how to customize search results, mapping, interactive parcels with value-added content, the Paragon Consumer Portland (your client's experience) along with the Paragon Mobile application. For Homesnap Pro users, we will also demonstrate the integrations between Paragon and Homesnap Pro. The demonstration of the CRS Tax Suite will focus on the integration points with Paragon, how to generate "auto comps" displaying both MLS and non-MLS sold properties, how to personalize reports for your clients and prospects and how to create prospect lists for generating leads.

MT. BACHELOR / THREE SISTERS

GROWING YOUR BUSINESS WITH REMINE

9:30AM – 11:00AM; 1:30PM – 3:00PM

Presented by Caroline Mulvey, Remine

1.5 OR CE

Remine is a modern real estate platform that connects agents and their clients on a digital real estate journey.

Join us to learn about:

- *Filters:* Learn how to use filters and layers in Remine to strategically target new opportunities and grow your pipeline.
- *Client Invite:* Invite your contacts to Remine and provide them with the best search experience in the business.
- *Client Portal:* You'll have your own agent website for your clients to expand your digital footprint.
- *Engage CRM:* Premium CRM tool that monitors client activity and provides modern workflows, such as preparing clients' CMAs.
- *Saved Search:* Get alerts about the latest MLS data for you and your clients.

PRESENTER BIOGRAPHIES – ALPHABETICAL BY LAST NAME

DAMON ALTON, CLOUD CMA

No biography provided.

NATHAN GRAHAM, REALTORS PROPERTY RESOURCE®

Nathan Graham is the Director of Commercial Services at REALTORS Property Resource®, with the main task of working creatively within the REALTOR® family to deliver the most valuable research and analysis tool for commercial members.

Nathan earned his MBA and EMBA through a joint international business program with the University of North Carolina at Wilmington and the Institute of Business Studies in Moscow and joined the RPR Commercial team in April of 2015.

JACKIE LEWIS, SHOWINGTIME

With a degree in real estate and 15 years of experience as a licensed REALTOR® and property manager, Jackie Lewis is a dynamic speaker and trainer with a passion for tech products that support time management and increase revenue. She works closely with ShowingTime to train members of MLSs across the country on how to most efficiently use ShowingTime products and services.

NIKKI MORGAN, CRS DATA

With more than 25 years working in the real estate industry, Nikki Morgan provides strategic business solutions and a unique, creative perspective for industry professionals throughout the nation seeking leads and new customer service tools. June 2012 Nikki joined CRS Data and today, she works with CRS Data to help real estate veterans and young professionals alike leverage the power of property tax data. The company's cutting-edge platform makes it possible to access a wide breath of property data from almost any device, including iPads, iPhones and Androids. The award-winning online tool includes access to current sales information, such as FSBOs; mortgage and tax data; foreclosure data; data on property neighborhoods, schools, subdivisions; and even flood conditions.

Headquartered in Knoxville, Tenn., CRS Data currently provides access to comprehensive property data resources nationwide.

BOB MORSE, BLACK KNIGHT PARAGON

Bob Morse is a passionate advocate of Black Knight's Paragon MLS System and loves working with and educating real estate professionals on the many benefits Paragon has to offer. Bob's tenure at Black Knight includes leading the MLS sales team and he is responsible for managing Paragon customers in the Western US and Canada. Please join Bob as he introduces the value and benefits of using Paragon in your day to day business.

CAROLINE MULVEY, REMINE

Ms. Mulvey has a degree in Marketing and Real Estate from Virginia Tech, and has a background in program consulting and market research. She sought out real estate technology companies to launch a career in an industry she was passionate about and fell in love with Remine's product and mission. Ms. Mulvey has been with Remine two years, most recently working on the Broker Relations and Account Management teams, focusing on market launch strategies and broker/agent trainings. Ms. Mulvey is continuously driven by the success stories of real estate professionals empowered by technology.

PHIL QUERIN, QUERIN LAW, LLC

Phil has served as legal counsel for the Portland Metropolitan Association of REALTORS® (PMAR) for more than two decades, and serves on the PMAR Brokerage Risk Management Committee. Phil is also legal counsel to the OREF Forms Committee.