



### CONFERENCE BENEFITS

#### *Ride the Wave to Success at our 2008 Real Estate Conference.*

The real estate market is in constant change. Changes created by the economy, technology and the new demographics of home sellers and buyers.

The real question is: **Are you ready for these changes?** Success in the current real estate market means following a new set of rules, so join us for two full days of innovative ways to ride the wave of success in today's market.

The sessions at this year's conference are designed to help you achieve sales success, stay on top of market trends, broaden your real estate knowledge and grow your productivity and profitability. (Sessions & speakers are listed on the reverse side.)

Learning goes beyond the classroom, so use this opportunity to expand your network with real estate professional from the entire State.

### FOUR WAYS TO REGISTER

- Online:** www.hawaii Realtors.com/PacRim08
- Mail:** Hawaii Association of REALTORS®  
1136 12th Avenue, #220  
Honolulu, HI 96816
- Fax:** 808.737.4977
- Call:** 808.733-7060 ext. 103  
888.737.9070 (toll free neighbor islands)

### REGISTRATION INFORMATION

**Now is the time to Register!**

Name: \_\_\_\_\_

Name on Badge: \_\_\_\_\_

Designations (NAR Certified): \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

#### PAYMENT INFORMATION

Check enclosed (please make payable to Hawai'i Association of REALTORS®)

VISA       MasterCard (Sorry we do not accept American Express)

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Amount: \$ \_\_\_\_\_ Signature: \_\_\_\_\_

### FEES

Registrations after September 9, 2008:

- REALTOR® Members: **\$129**
- Non-Members: **\$225**

CE Course Fee

- Int'l Risk Reduction CE Credit **\$10**

(registrations after September 3, 2008 taken on a space available basis.)

### CANCELLATION POLICY

- All cancellations must be in writing.
- All cancellations will be assessed a 10% administrative fee.
- Attendees may find an other person to transfer their registration to.
- No refunds or transfers after August 22, 2008.

PREMIER SPONSOR:



**SCHEDULE (subject to change)**

**Thursday, September 18, 2008 (9:30 a.m. – 6 p.m.)**

- Opening Session Featuring our Keynote Speaker Stefan Swanepoel
- Opening of Tradeshow
- Simultaneous Professional Development Sessions
- First Day Wrap-Up in the Tradeshow
- Enjoy an Evening at the Hotel

**Friday, September 19, 2008 (8:30 a.m. -2:30 p.m.)**

- Continental Breakfast in Tradeshow
- Power-Up Session
- Simultaneous Professional Development Sessions
- Lunch in the Tradeshow

**HOTEL**

1. Register online at [www.hilton.com](http://www.hilton.com); or
2. Call 808.886.1234.

There is an limited amount of rooms available at the special room rate, so we encouraged you to register as soon as possible. Please note you must be registered for the Conference to received the special room rate.

**Stefan Swanepoel, Keynote Speaker**



Understanding Real Estate Trends — Where Are We Heading?

Stefan is widely recognized as the leading visionary on trends and has penned 13 books, whitepapers and reports including, *Real Estate Confronts Reality* (1997), *Real Estate confronts the Future* (2004) and of course the Swanepoel TRENDS Report (2008).

No one researches more about change and trends impacting the residential real estate industry than Stefan. He always provides a balanced and objective evaluation of the market, highlighting the key players and facts of tomorrow. ***This will be an exceptional session you won't want to miss!***

**Tony Macaluso, Instructor**



Tony is the Owner of Portside Properties, Inc. located in Palm Beach Gardens, FL with over 20 years of international real estate experience. He holds NAR's *Certified International Property Specialist* (CIPS) designation and is a CIPS Instructor.

Tony will teach NAR's "Risk Reduction: International Business Factors Affecting Your Local Markets." The class will be held on: **Sept. 18 from 1:30-4:45** (\*please note the time may be subject to change)

He will also do a professional development session on building your international business.

***International real estate is the future, so started building your international business connection.***

**Saul Klein, e-PRO, GRI**



As a REALTOR® and a nationally recognized speaker and consultant, Saul has spent more than 15,000 hours in front of real estate professionals, consumers, association staffs and volunteers. Over the last 16 years, he has traveled over 1,000,000 air miles delivering a message on technology and its role in the future of the real estate industry.

Saul was selected by NAR as one of the "25 Most Influential People in the Real Estate Industry" in 2003 and "Inman News 100 Most Influential Real Estate People" of 2007, 2006 and 2005.

***Are you using technology to its full potential or still trying to keep up? Discover the full potential of technology in today's real estate market. Do you want to just survive or excel?***

**OTHER PROFESSIONAL DEVELOPMENT SESSIONS:**

- Rental Management: Asset or Liability — It's Up to You, presented by Bill Ramsey
  - Generational Differences - Characteristic of four Different Generations & How to Market to Each One, by Carolyn D'Agosta
  - Feng Shui — How to Overcome the Obstacles, presented by Peter Lung
- The New Social Networking - Using Blogs to network with other industry professionals & consumers, Bob Steward from ActiveRain
  - Leading-edge tech tools to increase your bottom line from one of the few Gen X trainers in the country, Doug Devitre

Each session is designed to give you the knowledge to excel in a changing market & keep you on the leading edge.

**Two Full Days of Education and Training if You Register Now!**