



# Convention & Trade Expo Registration Form

## REGISTRATION

### Online:

www.realtorstripleplay.com

### Mail:

Triple Play (NJR)  
c/o Experient  
P.O. Box 4088  
Frederick, MD 21705

### Fax:

301.694.5124

### Customer Service:

866.229.2386

**REGISTER  
ONLINE  
AND  
SAVE  
\$10!**

## HOTEL INFORMATION

Convention registration does **not** include hotel reservations. You must be registered for the convention to secure REALTOR® discount reservations at the official convention hotels. Upon registering for the convention, you will receive a PIN, which you will need to reserve your hotel room. All hotel reservations will be processed by AmeriRoom, the official convention housing bureau.

### Please note:

During specified convention hours, complimentary shuttle service runs between the Atlantic City Convention Center and OFFICIAL CONVENTION HOTELS ONLY.

## Instructions:

To register, complete the registration form IN FULL. Incomplete forms will not be processed. Each licensed registrant must complete their own individual registration form, unless their registering guest is a non-licensee.

### Badges are non-transferable.

Pre-registration is recommended, however, you may register at the convention during registration hours for an additional fee. Pre-registration will ensure access to convention hotel discounted rates and help you to avoid long lines on site.

**The early-bird registration deadline is Friday, October 14, 2011.** Customer service and fax registration will be open until 5 p.m. EST; online registration will be open until 11:59 p.m. EST.

**The pre-registration deadline is Friday, November 18, 2011.** Customer service and fax registration will be open until 5 p.m. EST; online registration will be open until 11:59 p.m. EST. After November 18, registration will only be available on site; an additional fee of \$10 will be incurred for this service.

## Returned Checks:

Checks returned by the bank for any reason are subject to a \$25 fee.

## Cancellation:

Requests for cancellation of any type must be received in writing NO LATER THAN NOVEMBER 18, 2011 and are subject to the following refund processing fees:

- \$25 convention registration
- \$25 designation/certification course
- \$25 NJAR® President's Gala
- \$10 Tri-State GRI Reception

### Refunds will not be given after November 18.

#### Mail refund request to:

Triple Play (NJR), c/o Experient  
P.O. Box 4088  
Frederick, MD 21705

#### or email:

TriplePlayAttendee@experient-inc.com

## I. REGISTRATION

	Online Registration		Mail/ Fax Registration	
	Early-bird Fees (by 10/14)	Regular Fees (10/15-11/18)	Early-bird fees (by 10/14)	Regular fees (10/15-11/18)
REALTOR® or REALTOR®-Associate	\$79	\$89	\$89	\$99
REALTOR®/REALTOR®-Associate and (1) Non-Licensed Guest*	\$158	\$178	\$178	\$198
Affiliate	\$94	\$104	\$104	\$114
Non-Member	\$139	\$149	\$149	\$159
Local Board Staff	FREE	FREE	FREE	FREE

Name for Badge: (First) \_\_\_\_\_ / (Last) \_\_\_\_\_

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

9-digit NRDS ID Number: \_\_\_\_\_  
(Forms without NRDS #'s will not be processed. If you do not know your NRDS #, please contact your local board/association or obtain it from www.realtor.org.)

Address: \_\_\_\_\_

City, State Zip: \_\_\_\_\_

City Name for Badge (if different): \_\_\_\_\_

Guest Name for Badge: (First) \_\_\_\_\_ / (Last) \_\_\_\_\_

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

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

**Your confirmation will be emailed to you.** If no email address is provided, it will be faxed to you. If no fax number is provided, it will be mailed to you. Submission of this document authorizes the New Jersey, New York State and Pennsylvania associations of REALTORS® to email or fax confirmation and other information related to Triple Play to the above listed email address or fax number.

\_\_\_\_\_ I have a disability that will require special services at this convention.  
(Please attach a written description of your needs.)

\*Guest may not register to attend or receive CE credit for sessions.



# Convention & Trade Expo Registration Form



## II. TICKETED EVENTS & COURSES

I wish to purchase \_\_\_ tickets at \$65 each to the **New Jersey Association of REALTORS® President's Gala.**

I wish to purchase \_\_\_ tickets at \$20 each to the **Tri-State GRI Graduation & Reception.**

(Note: If you are a 2011 GRI Graduate you may obtain complimentary tickets for yourself and one guest through your state association.)

\_\_\_ I wish to register for the 2012-2013 **USPAP Update** course at \$125.

(Includes 6.5 hours NY Real Estate CE pending; 7 hours NJ and PA Real Estate CE pending; and/or 7 hours NJ, NY, PA Appraisal CE pending)

\_\_\_ I wish to register for **Professional Standards Administrators' Training** (Monday, 12/5, 1-5 p.m. & Tuesday, 12/6, 8:30 a.m. - noon) at \$35.

## III. PRE-CONVENTION DESIGNATION COURSES

I wish to register for the following courses being held on Monday, December 5 from 8:30 a.m. - 5:30 p.m.

\_\_\_ **ABR Designation Elective Course – Real Estate Marketing Reboot**

3 hours of NJ CE; 7 hours of PA CE

Fee: \$95

\_\_\_ **e-PRO Certification Course – Day One**

3 hours of NJ CE; 7 hours of PA CE

Fee: \$95

\_\_\_ **RSPS Certification Course – Resort & Second-Home Markets**

7 hours of NJ CE; 6.5 hours of NY CE pending; 7 hours of PA CE pending

Fee: \$95

I wish to register for the following courses being held on Monday, December 5 and Tuesday, December 6 from 8:30 a.m. - 5:30 p.m.

\_\_\_ **CRB Designation Course – Technology Management**

15 hours of NJ CE; 15 hours of PA CE

Fee: \$299

\_\_\_ **CRS Designation Course – 204 – Wealth Building**

14 hours of NJ CE; 12 hours of NY CE; 15 hours of PA CE

Fee: \$274 by October 14; \$299 thereafter

**Ticketed event and designation course registration must be received on or before November 18, 2011.**

## IV. ABOUT YOU

### Business Function

- \_\_\_ Appraiser (AP)
- \_\_\_ Broker (B)
- \_\_\_ Broker-Owner (BO)
- \_\_\_ Local Board Executive (LE)
- \_\_\_ Local Board Staff (LS)
- \_\_\_ MLS Executive (M)
- \_\_\_ Sales Agent (S)
- \_\_\_ Sales/Office Manager (SO)
- \_\_\_ Other (O)

### Designation (choose up to four)

- |          |           |          |
|----------|-----------|----------|
| ___ ABR  | ___ CRB   | ___ RCE  |
| ___ ABRM | ___ CRE   | ___ REPA |
| ___ AHWD | ___ CRS   | ___ RSPS |
| ___ ALC  | ___ e-PRO | ___ SFR  |
| ___ ARM  | ___ GAA   | ___ SIOR |
| ___ CAE  | ___ GREEN | ___ SRES |
| ___ CCIM | ___ GRI   | ___ TRC  |
| ___ CIPS | ___ PMN   |          |
| ___ CPM  | ___ RAA   |          |

### Real Estate Specialty (choose one)

- \_\_\_ Appraisal (AP)
- \_\_\_ Auction (A)
- \_\_\_ Commercial (C)
- \_\_\_ Land (L)
- \_\_\_ Property Management (P)
- \_\_\_ Relocation (RL)
- \_\_\_ Residential (R)
- \_\_\_ Resort (RS)
- \_\_\_ Other (O)

## V. REGISTRATION PAYMENT INFORMATION

Total Fees: \$ \_\_\_\_\_ My check, PAYABLE TO TRIPLE PLAY, is enclosed.

Charge my: \_\_\_ VISA \_\_\_ MASTERCARD \_\_\_ AMERICAN EXPRESS \_\_\_ DISCOVER

Credit Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Total Amount to be Charged: \$ \_\_\_\_\_ Name of Credit Card Holder: \_\_\_\_\_

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- **NEW in 2011** – CE credit, where applicable, is free for registered attendees of convention sessions and is included in the registration fee for pre-convention NAR designation programs.
- If you are a New Jersey, New York or Pennsylvania licensee who wishes to earn CE credit for any convention program, pre-registration is strongly encouraged.
- Pre-registration is recommended for planning purposes and does not guarantee a seat. Seating at all convention sessions is available on a first-come, first-served basis.
- CE registrants must attend the entire session in order to earn credit for the session. Attendees must be scanned in and out by a session monitor. Those arriving late or departing prematurely may be denied CE credit.
- Cell phones must be turned off, or set on vibrate mode, during all sessions.
- Arrive early to ensure seating is available.
- Pennsylvania licensees initially licensed on or after December 1, 2009, are required to take specific, mandatory courses, which are NOT available at Triple Play 2011.

## II. REAL ESTATE & APPRAISAL CE COURSES

- Each session is 3 hours unless otherwise noted.
- CE credit for appraisal courses is available to NJ, NY and PA licensees.
- Next to the course you wish to attend, please check the state(s) in which you would like to receive credit.

A614	Dec 6	AM	Warding off the USPAP Police	___ NJ ___ NY ___ PA
A6210	Dec 6	PM	It Didn't Appraise – Now What?	___ NJ ___ NY ___ PA
A816	Dec 8	AM	Consult Your Way to More Income	___ NJ ___ NY ___ PA

Please provide **Appraiser License Numbers** for each of the states you checked to receive credit.

NJ Appraiser License Number: \_\_\_\_\_

NY Appraiser License Number: \_\_\_\_\_

PA Appraiser License Number: \_\_\_\_\_

## CE QUESTIONS?

**NJ licensees call:**

732.494.5616

**NY licensees call:**

800.239.4432

**PA licensees call:**

800.745.5527

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### III. REAL ESTATE CE COURSES

- **NEW in 2011 – CE credit is included in your registration fee.**
- Each session is 3 hours unless otherwise noted.
- CE credit for real estate courses is available to NJ, NY and PA licensees.
- Courses with the state initials listed in **red** indicate that CE is pending in that state. (Updated 10.28.11)
- Next to the course you wish to attend, please check the state(s) in which you would like to receive credit.

EXAMPLE:

123	Dec 6	AM	<input checked="" type="checkbox"/> Course Name	___ NJ	<input checked="" type="checkbox"/> NY	<input checked="" type="checkbox"/> PA
612	Dec 6	AM	___ Tech Agent: Managing Your Risks & Reputation	___ NJ	___ NY	___ PA
613	Dec 6	AM	___ Things Just Don't Gotta Get Better – You Do		___ NY	___ PA
614	Dec 6	AM	___ Warding off the USPAP Police	___ NJ	___ NY	___ PA
615	Dec 6	AM	___ RESPA: Is There Any Such Thing as a Free Lunch?	___ NJ	___ NY	___ PA
616	Dec 6	AM	___ Fair Housing: REALTORS® and Residents	___ NJ	___ NY	___ PA
617	Dec 6	AM	___ Ethical Behavior in a Wired World	___ NJ	<b>___ NY</b>	___ PA
627	Dec 6	PM	___ Minimize Taxes, Maximize Wealth: Understanding Tax Deferral Strategies	___ NJ	___ NY	___ PA
629	Dec 6	PM	___ Minding the Gap: Apply Generational Concepts & Get Results			___ PA
6210	Dec 6	PM	___ It Didn't Appraise – Now What?	___ NJ	___ NY	___ PA
6211	Dec 6	PM	___ New Financing Realities for a New Market	___ NJ	___ NY	___ PA
6212	Dec 6	PM	___ Short Sales: The Big Foreclosure Secret	___ NJ	___ NY	___ PA
715	Dec 7	AM	___ 11 Ways to Lose Your License	___ NJ	___ NY	___ PA
716	Dec 7	AM	___ Tax Strategies for Real Estate Professionals – Part I	___ NJ	___ NY	___ PA
717	Dec 7	AM	___ Case Studies in §1031 Exchange	___ <b>NJ</b>	___ NY	___ PA
718	Dec 7	AM	___ Priority Pricing: Are Your Properties Positioned to Sell?	___ NJ	___ NY	___ PA
719	Dec 7	AM	___ The ABCs of SOPs: Are You in Compliance?	___ NJ	___ NY	___ PA
7110	Dec 7	AM	___ Top Legal Issues Facing Real Estate Agents	___ NJ	___ NY	___ PA
725	Dec 7	PM	___ New Normal = New Skills (2 hours of NJ CE)	___ NJ	___ NY	___ PA
726	Dec 7	PM	___ Tax Strategies for Real Estate Professionals – Part II	___ NJ	___ NY	___ PA
727	Dec 7	PM	___ Fix and Flip or Hold for Gold – Real Estate Investment Strategies	___ NJ	___ NY	___ PA
728	Dec 7	PM	___ Short Sales: The Big Foreclosure Secret	___ NJ	___ NY	___ PA
729	Dec 7	PM	___ The Reverse for Purchase Mortgage	___ NJ	___ NY	___ PA
814	Dec 8	AM	___ NJAR Legal Update	___ <b>NJ</b>		
816	Dec 8	AM	___ Consult Your Way to More Income	___ NJ	___ NY	___ PA
817	Dec 8	AM	___ Misrepresentation: What it is and What it Leads To	___ NJ	___ NY	___ PA
818	Dec 8	AM	___ How Not to be a Social Media Car Wreck	___ NJ	___ NY	___ PA
819	Dec 8	AM	___ Letting Go: Counseling Boomers on Winding Down Their Real Estate Portfolio	___ NJ	___ NY	___ PA

Please provide **Real Estate License Numbers** for each of the states you checked to receive credit. If you have multiple licenses in a jurisdiction, please provide all license numbers that require CE credit. CE registration cannot be processed without your license number.

NJ License Number: \_\_\_\_\_

NY License Number: \_\_\_\_\_

PA License Number: \_\_\_\_\_



## IV. NON-CREDIT COURSES

- Pre-registration for sessions is recommended for planning purposes but does not guarantee a seat. Seating at all convention sessions is available on a first-come, first-served basis.

### **TUESDAY, DECEMBER 6**

611	Dec 6	9 - 10:30 a.m.	___ An Agent's Dirty Dozen of Do Nots
618	Dec 6	9:30 - 11 a.m.	___ Eight Doors to Success
619	Dec 6	9:30 - 11 a.m.	___ The Google Universe
6110	Dec 6	9:30 - 11 a.m.	___ "Glocal" Awareness: Your Local Market Went Global
6111	Dec 6	9:30 - 11 a.m.	___ Street Smart Recruiting
6112	Dec 6	9:30 - 11:30 a.m.	___ Click. Think. Sell.
6117	Dec 6	10 - 11 a.m.	___ Short Sales Assistance Desk
6113	Dec 6	10 - 11:30 a.m.	___ Real Estate Road Warrior
6114	Dec 6	10 a.m. - Noon	___ The Power of Vertical Markets
6115	Dec 6	11 a.m. - 12:30 p.m.	___ A Broker's Dozen: 13 Productive Culture Trends
621	Dec 6	12:15 - 12:45 p.m.	___ Blogging for Dollars
622	Dec 6	1 - 2 p.m.	___ Next Generation Marketing Using Video
623	Dec 6	1:30 - 3 p.m.	___ Dialogues for Dollars
624	Dec 6	1:30 - 3 p.m.	___ To the Cloud – Using Cloud Computing to Manage Your Business
625	Dec 6	1:30 - 3 p.m.	___ Resort & Second-Home Panel
626	Dec 6	1:30 - 3 p.m.	___ Owning Your Online Brand: Digital Reputation Management
628	Dec 6	1:30 - 4:30 p.m.	___ The Power of Non-Selling
6213	Dec 6	2 - 3:30 p.m.	___ Marketing Mojo
6214	Dec 6	2 - 4 p.m.	___ OMG! Who Did I Just Hire?
6215	Dec 6	2:15 - 3:15 p.m.	___ Realize Your Value
6216	Dec 6	3:30 - 4:30 p.m.	___ Your 2012 Technology To-Do List
6217	Dec 6	3:30 - 5 p.m.	___ Mojo to Go
6218	Dec 6	3:30 - 5 p.m.	___ Tablets and Smartphones: The Only Tools You'll Need to Carry
6219	Dec 6	3:30 - 5 p.m.	___ Agent Success Panel
6220	Dec 6	3:30 - 5 p.m.	___ LEAD – Leadership, Empowerment, Accountability, Development
6221	Dec 6	4:45 - 5:45 p.m.	___ Mergers, Acquisitions & Strategic Ventures

### **WEDNESDAY, DECEMBER 7**

711	Dec 7	8:30 - 9:30 a.m.	___ Listing Syndication – What is Really Happening to My Data?
712	Dec 7	8:30 - 10 a.m.	___ Selling with Style – Discovering Your Client's Needs
713	Dec 7	8:30 - 10 a.m.	___ Always Communicate Value
7112	Dec 7	9:15 - 10:15 a.m.	___ Beyond NY
7113	Dec 7	9:30 - 11 a.m.	___ Marrying TECHNOLOGY & TECHNIQUES to Produce More Transactions
7114	Dec 7	9:30 - 11 a.m.	___ Getting Your Short Sale Proposal to the Front of the Line
7121	Dec 7	10 - 11 a.m.	___ A Solution for Housing Our Workforce
7115	Dec 7	10 a.m. - Noon	___ Does Your Website Homepage Scare People?
7116	Dec 7	10:30 - 11:30 a.m.	___ Resurgence of New Developments in a Recovering Market
7117	Dec 7	10:30 - Noon	___ Why Mobile: From Apps to Maps
7118	Dec 7	10:30 - Noon	___ Listings by the Dozen: Control of the Process, Control of the Inventory



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### **WEDNESDAY, DECEMBER 7 (CONT'D)**

7119	Dec 7	10:30 - Noon	___ The Distressed Market and the Year Ahead
7120	Dec 7	11 a.m. - Noon	___ Create Your Association's Promise
721	Dec 7	1 - 2 p.m.	___ Generating Increased Revenue in Today's Commercial Market
722	Dec 7	2 - 3 p.m.	___ MLS Listing Syndication – Defining Standards and Making Decisions
723	Dec 7	2 - 3 p.m.	___ I Don't Give a Twit: Social Media Risk Management
724	Dec 7	2 - 4 p.m.	___ Photos are the First Showing
7210	Dec 7	2:30 - 4 p.m.	___ Soft Market Strategies for Persuasively Overcoming Objectives
7211	Dec 7	2:30 - 4 p.m.	___ Who's Driving the Bus?
7212	Dec 7	2:30 - 4:30 p.m.	___ Become the CEO of Your SEO
7213	Dec 7	3 - 5 p.m.	___ Communicate Effectively to Your Members
7214	Dec 7	3 - 5 p.m.	___ The Principles of Profit: This is No Time to "Practice" Real Estate
7215	Dec 7	3:15 - 4:15 p.m.	___ Creating Career Karma
7216	Dec 7	4:30 - 5:30 p.m.	___ Social Media Reboot

### **THURSDAY, DECEMBER 8**

812	Dec 8	8:30 - 10 a.m.	___ Staging Your Listings to Sell Quicker
813	Dec 8	9 - 9:50 a.m.	___ 20 Must-have Mobile Tools
815	Dec 8	9 - 10:30 a.m.	___ PAR Legal Update
8110	Dec 8	10 - 10:50 a.m.	___ Google-tastic Goodness
8111	Dec 8	10:30 a.m. - Noon	___ Staging Key Market Niches Successfully
8113	Dec 8	11 - 11:50 a.m.	___ Does Your Online Reputation = Your Offline Reputation?

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