



REGISTER TODAY AND SAVE

- ✓ Save \$10 when you register at REALTORSTriplePlay.com.
- ✓ Or, download and print the registration form to register by fax or mail.

Member Rates

	Online	Fax/Mail
Now - October 17	\$89	\$99
October 18 - December 1	\$109	\$119
On-site: \$129 Non-member rates are available online.		

TRADE EXPO

Tuesday, December 6, 10 a.m. - 6 p.m.
Wednesday, December 7, 9 a.m. - 5 p.m.

Vendors from across the country will be on-hand to display the latest products and services available to enhance, improve and simplify your life and business. Don't miss your chance to:

- ✓ Hear presentations and view demonstrations from vendors in the Trade Expo Theatre.
- ✓ Grab a coffee in the Expo while you meet one-on-one with vendors.
- ✓ Partake in special event pricing and enter to win valuable prizes.

Create Your Personal Convention Experience

REALTORSTriplePlay.com | Download the free Triple Play Mobile App

- View all convention programs, descriptions, presenters and CE credit details.
- Explore the interactive Trade Expo map with exhibitor details.
- Build your schedule - just select and save your sessions to attend and booths to visit.
- Access hotel, travel, parking, dining, shopping information and discount coupons.
- Find contacts for your specific questions.



Search "Triple Play" in the app store.

OPENING SESSIONS

Monday, December 5
Discover how to make the most of video in your marketing, including the use of drones, while avoiding the risks involved. Or, choose to satisfy your Code of Ethics training requirement for REALTOR® membership. (Code of Ethics training will be repeated throughout the convention as well.)

VENUE

The Atlantic City Convention Center is the site of most convention events. Complimentary shuttle service is provided from the official headquarters hotels to and from the convention center during convention and trade expo hours. Headquarters hotels are Borgata, Caesars Atlantic City and the Sheraton Atlantic City Convention Center Hotel.

EVENING SOCIAL EVENTS

Monday, December 5	8 - 11 p.m.	YPN Party
Tuesday, December 6	4:30 - 6 p.m.	PAR Reception
Tuesday, December 6	5:30 - 6:30 p.m.	NYSAR Reception
Tuesday, December 6	6 - 9 p.m.	NJ REALTORS® Centennial Gala <i>pre-registration and fee apply</i>
Tuesday, December 6	9 p.m. - Midnight	Icebreaker Reception
Wednesday, December 7		Check the Message/Information board on-site for events.



Connect with us on Facebook & Twitter. Play Along! Use #TP16 in your tweets.

RPAC HIGH ROLLERS' SUITE

Wednesday, December 7, 10 a.m. - 4 p.m.
Get pampered while supporting the REALTORS® Political Action Committee.* Your \$250 entrance fee will count toward your 2017 RPAC total.



"The learning, networking and social aspects of the convention help to revitalize and reenergize you!"

- Bernard Haber, Better Homes & Gardens Rand Realty, NJ

*Contributions are not deductible for federal income tax purposes. Contributions to RPAC are voluntary and used for political purposes. The amount suggested is merely a guideline and you may contribute more or less than that. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70 percent of each contribution is used by the State PAC to support state and local political candidates. Until your state reaches its RPAC goal, 30 percent is sent to National RPAC to support Federal candidates and is charged against your limits under 2 U.S.C 441a; after the state reaches its RPAC goal, it may elect to retain your entire contribution for use in supporting state and local candidates.



promoting REALTOR® success

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REGISTER TODAY AT REALTORSTriplePlay.com

Session schedule by track inside ▶



promoting REALTOR® success



EXPERIENCE TRIPLE PLAY YOUR WAY

December 5-8, 2016

Atlantic City Convention Center

Atlantic City
New Jersey

Experience Triple Play - Your Way



Look inside for the amazing opportunities Triple Play affords you.



"Inspiring, motivational and phenomenal experience!"

- Brent Himmelreich, Keller Williams Realty Group, PA

Photography: Joan Heffler, Joan Heffler Photography

FEATURING:

- Welcome booth where you can get personalized guidance.
- Flexible programming and a mobile app to customize your schedule.
- More than 50 opportunities to earn CE credit.
- Free morning coffee with exhibitors.
- Vendor presentations and demonstrations in the Trade Expo Theatre.



"Triple Play provides something for everyone in the industry - from a beginner learning how to maximize their opportunities to a veteran learning how to adjust to the times. For the money, it's a no-brainer!"

- Frank Priolo, Century 21 AA Realty, NY

Hosted by the New Jersey, New York State and Pennsylvania associations of REALTORS®



Register online by 10/17 for low early-bird pricing of just \$89!

TRIPLE PLAY 2016 Schedule At-A-Glance by Track

PRE-CONVENTION DESIGNATION COURSES Pre-registration by 12/1 required.

Monday, December 5				
Time	Course	Presenter	CE Credit*	Extra Fee
8:30 a.m. - 5:30 p.m.	ABR Elective: Generating Buyer & Seller Leads	Maura Neill	6.5 hours	\$125
8:30 a.m. - 5:30 p.m.	CRETS Elective: Position Your Team for Profit	Adorna Carroll	6.5 hours	\$150
8:30 a.m. - 5:30 p.m.	CRS Elective: New Negotiating Edge	Ed Hatch	6.5 hours	\$150
9 a.m. - 4:30 p.m.	PSA Core Course: Pricing Strategy Advisor	Melanie McLane	6 hours	\$125

CONVENTION SESSIONS *All CE credit is pending approval.
**Pre-registration by 12/1 and additional fee required for sessions indicated.

Appraiser Track CE Courses

Tuesday, December 6	Wednesday, December 7	Thursday, December 8
9 a.m. - Noon Why Do Appraisers Do What They Do? Michelle Bradley	2 - 5 p.m. FHA's New Appraiser's Handbook Michelle Bradley	9 a.m. - 5 p.m. 2016-2017 USPAP Update** \$125 fee Melanie McLane
		9 a.m. - Noon Valuation in the Internet Age Melanie McLane

Association Executives Track

Wednesday, December 7	
10 a.m. - Noon Survival Strategies Part 1 Christine Todd	2 - 4 p.m. Survival Strategies Part 2 Christine Todd



Broker Track

Tuesday, December 6		
10 a.m. - Noon Accountability is NOT a Dirty Word! Bill Fields	2 - 5 p.m. Building a Winning Team Chris Abazis	3 - 4:30 p.m. Manage, Train, Recruit, Retain Bubba Mills

Wednesday, December 7	Thursday, December 8
9:30 - 10:30 a.m. Setting Up a Brokerage Lorne Wallace	9 a.m. - Noon Capture and Serve the 50+ Market Roseann Farrow
11 a.m. - Noon How to Find Money You Didn't Know You Were Losing Lorne Wallace	
2 - 5 p.m. Building a Winning Team Chris Abazis	

Commercial Track

Tuesday, December 6				
9 - 10:30 a.m. Systematizing for Success: Run Your Property Management Business on Autopilot Marc Cunningham	10 a.m. - Noon Profit Lab: An Investor Primer Nancy Mosca	1:30 - 5:30 p.m. Discovering Commercial Real Estate** - \$10 fee Mary Jean Agostini	2 - 4 p.m. 20 Missing Paragraphs to Guarantee Failure Marc Cunningham	2:30 - 4:30 p.m. Profit Lab: An Investor Primer Nancy Mosca

Wednesday, December 7	Thursday, December 8
9 a.m. - Noon How to Create a Commercial Niche and Make Money Doing It Linda St. Peter	9:30 - 11:30 a.m. Crossing to RPR Nathan Graham
2 - 5 p.m. Property Maid or Property Manager? Linda St. Peter	

Our Sponsors

Cloud Agent Suite



Real Estate Licensee CE Sessions* * All CE approvals are pending. Check your state's approvals online.

Monday, December 5		Tuesday, December 6		
2 - 5 p.m. Code of Ethics Barbara Fairfield	9 a.m. - Noon Double Trouble: Antitrust & Misrepresentation Roseann Farrow	9 a.m. - Noon Improving Client Care & Retention Leigh Brown	9 a.m. - Noon Listing to Sell & Selling the Listing Debra Asher	9 a.m. - Noon NYS Legal Update S. Anthony Gatto, Esq. (NY)
Tuesday, December 6				
9 a.m. - Noon Radon Testing & Mitigation Keith Baicker	9 a.m. - Noon These Walls Can Talk: Home Inspections & the Buyer Client Karel Murray	9 a.m. - Noon Why Deals Fall Apart Barbara Fairfield	9 a.m. - Noon Why Do Appraisers Do What They Do? Michelle Bradley	9:30 - 11:30 a.m. Data/Client Security Jessica Edgerton (NJ/PA)
10 a.m. - Noon Profit Lab: An Investor Primer Nancy Mosca (NJ/PA)	10:30 a.m. - Noon Everything You Want to Know About Landlord Tenant Law (NJ) Tracey Goldstein	1:30 - 5:30 p.m. Discovering Commercial Real Estate** \$10 fee Mary Jean Agostini	2 - 4 p.m. 20 Missing Paragraphs to Guarantee Failure Marc Cunningham (NJ/PA)	2 - 5 p.m. Code of Ethics Barbara Fairfield
2 - 5 p.m. Double Trouble: Antitrust & Misrepresentation Roseann Farrow	2 - 5 p.m. FHA's New Appraiser's Handbook Michelle Bradley	2 - 5 p.m. Mastering the Buyer Counseling Session Randy Templeman	2 - 5 p.m. Preserving Dignity: Fair Housing Karel Murray	2 - 5 p.m. Substance Over Ego Leigh Brown
Tuesday, December 6			Wednesday, December 7	
2 - 5 p.m. Unethical, Unlawful Use of Facebook Marki Lemons-Ryhal	2:30 - 4:30 p.m. Profit Lab: An Investor Primer Nancy Mosca (NJ/PA)	4 - 5 p.m. Assistance Animals Tracey Goldstein (NJ)	9 a.m. - Noon Appraised Property Value: Fact or Fiction Rhonda Ivey-Lentini	9 a.m. - Noon Helping Buyers with New Construction Monica Neubauer

Wednesday, December 7				
9 a.m. - Noon How to Create a Commercial Niche and Make Money Doing It Linda St. Peter	9 a.m. - Noon Improving Client Care & Retention Leigh Brown	9 a.m. - Noon It's Your Code, Use It! Diane Disbrow	9 a.m. - Noon Listing to Sell & Selling the Listing Debra Asher	9 a.m. - Noon Meth & Its Makers: New Hazards in Housing Karel Murray
9 a.m. - Noon Put More Show & Less Tell in Your Listing Presentation Randy Templeman	9 a.m. - Noon R4P Changes Lives! Roseann Farrow	9 a.m. - 5 p.m. 2016-2017 USPAP Update** \$125 fee Melanie McLane	2 - 4 p.m. Environmental Hazards David Sulock (NJ/PA)	2 - 5 p.m. How to Be a Great Real Estate Agent Joe Rand
2 - 5 p.m. How to Use Universal Design to Increase Your Business Rosemarie Rossetti	2 - 5 p.m. IRA and 401k Real Estate Transactions: Process & Documentation Bill Humphrey	2 - 5 p.m. Meet the Sellers Monica Neubauer	2 - 5 p.m. Property Maid or Property Manager? Linda St. Peter	2 - 5 p.m. Rentals: Rules of the Road Rhonda Ivey-Lentini

Wednesday, December 7	Thursday, December 8			
2 - 5 p.m. Substance Over Ego Leigh Brown	9 a.m. - Noon Capture and Serve the 50+ Market Roseann Farrow	9 a.m. - Noon How to Be a Great Real Estate Agent Joe Rand	9 a.m. - Noon IRA and 401k Real Estate Transactions: Process & Documentation Bill Humphrey	9 a.m. - Noon It's Your Code, Use It! Diane Disbrow
Thursday, December 8				
9 a.m. - Noon Valuation in the Internet Age Melanie McLane	9:30 - 11:30 a.m. Crossing to RPR Nathan Graham (NJ/PA)	9:30 - 11:30 a.m. Your Errors & Omissions Insurance Claims John Torvi/Greg Kahn (NJ/PA)	9 - 10 a.m. NJ Real Estate Commission Regulatory Update Robert Kinniebrew (NJ)	10:30 - 11:30 a.m. NJ Legal Update Barry Goodman, Esq. (NJ)

Continuing Education (CE) Credit

CE credit is free for attendees who provide state and license number(s) when registering and attend 100 percent of a session. Seating is open, so arrive early!

PA licensees initially licensed on or after December 1, 2015 are required to take specific, mandatory courses that are not being offered at Triple Play 2016.

Non-CE Sessions

Monday, December 5		Tuesday, December 6		
2 - 3:30 p.m. Using Drones in Your Business: Know the Risks Jessica Edgerton	3:30 - 4 p.m. How to Use Video to Engage More Prospects and Sell More Properties! Terri Murphy	9 - 10:30 a.m. Harness the REAL Power of Strategic Partnerships for More Sales & Better Customer Service Terri Murphy	9 - 10:30 a.m. Systematizing for Success: Run Your Property Management Business on Autopilot Marc Cunningham	9:30 - 10:30 a.m. Agent Branding: Generate More Buyer & Seller Leads Crystal Washington
Tuesday, December 6				
9:30 - 10:30 a.m. Back to the Present Bubba Mills	9:30 - 10:30 a.m. How Amazon, Uber & YouTube Have Changed Consumer Expectations Kristi Kennelly	9:30 - 10:30 a.m. Seven Streams - There are No Silver Bullets in Lead Generation Jeff Lobb	10 a.m. - Noon Accountability is NOT a Dirty Word! Bill Fields	10 a.m. - Noon Add Some Pop to Your Sales with Periscope Marki Lemons-Ryhal
11 a.m. - Noon A Day in the Life of a Mobile Savvy Real Estate Professional Kristi Kennelly	11 a.m. - Noon Own the Market - List to Last! Jeff Lobb	11 a.m. - Noon Top Five Ways Agents Can Connect with Millennial Customers Crystal Washington	11 a.m. - Noon Whatever Floats Your Soap Bubba Mills	11 a.m. - 12:30 p.m. Zap the Gap: Connect & Convert for More Sales, More Easily Terri Murphy
1:30 - 3 p.m. Buy From Me or Get Out of My Car! Bill Fields	1:30 - 3 p.m. Harness the REAL Power of Strategic Partnerships for More Sales & Better Customer Service Terri Murphy	2 - 3 p.m. How Amazon, Uber & YouTube Have Changed Consumer Expectations Kristi Kennelly	2 - 3:30 p.m. Smart Homes Mark Lesswing	2 - 5 p.m. Building a Winning Team Chris Abazis
2:30 - 3:30 p.m. Seven Streams - There are No Silver Bullets in Lead Generation Jeff Lobb	3 - 4:30 p.m. Manage, Train, Recruit, Retain Bubba Mills	3:30 - 4:30 p.m. A Day in the Life of a Mobile Savvy Real Estate Professional Kristi Kennelly	3:30 - 5 p.m. How to Double Your Listings & Your Income Bill Fields	3:30 - 5 p.m. Zap the Gap: Connect & Convert for More Sales, More Easily Terri Murphy

Tuesday, December 6	Wednesday, December 7			
4 - 5 p.m. Own the Market - List to Last! Jeff Lobb	9 - 10:30 a.m. Extreme Growth: Going from 20 to 50 Deals a Year! Bruce Gardner	9:30 - 10:30 a.m. MilleniWho 2.0 - Buyers Jeremias Maneiro	9:30 - 10:30 a.m. Setting Up a Brokerage Lorne Wallace	9:30 - 10:30 a.m. Top Three Apps for Agent Market Domination Crystal Washington
9:30 - 11 a.m. From Rags to Riches without Technology! Ellen Boyle	11 a.m. - Noon A Video Angle for Real Estate Professionals Tori Toth	11 a.m. - Noon How to Find Money You Didn't Know You Were Losing Lorne Wallace	11 a.m. - Noon Increase Leads & Referrals Through Social Media Segmentation Crystal Washington	11 a.m. - Noon MilleniWho 2.0 - Sellers Jeremias Maneiro
11 a.m. - 12:30 p.m. How to Create a More Predictable Business Jared James	11:30 a.m. - 1 p.m. How to Sell More Homes, Make More Money and Have More Fun! Ellen Boyle	1:30 - 3 p.m. The Listing Machine: How to Maximize Your Income in a Seller's Market! Bruce Gardner	2 - 5 p.m. Building a Winning Team Chris Abazis	2:30 - 3:30 p.m. Be the Bomb Jeremias Maneiro
2:30 - 3:30 p.m. Home Staging: Simple Solutions to Sell Homes Quickly Tori Toth	2:30 - 4 p.m. Never Work Another Day in Your Life! Ellen Boyle	3:30 - 5 p.m. How to Win the Listing Jared James	3:30 - 5 p.m. The Riche of Niche: How to Build a Massive Business by Becoming an Expert! Bruce Gardner	4 - 5 p.m. Opportunity Clicks Jeremias Maneiro

Thursday, December 8
10 - 11 a.m. Home Staging: Simple Solutions to Sell Homes Quickly Tori Toth

✓ Plan to arrive early to ensure your seat in your desired sessions.

🔄 Indicates session is repeated