

Schedule of Events * Watch OnLine News and nmrealtor.com for updates

Wednesday, January 25

9:00 a.m. - noon - **"Business Ethics for Business People"** taught by Jackie Leavenworth. Register at www.sfar.com (**separate registration fee required**). This course fulfills NAR's Code of Ethics training requirement and has been approved for 3 hours of CE by the NMREC.



Jackie Leavenworth

10:00 a.m. - 3:00 p.m. - Forms Committee

12:00 p.m. - 1:15 p.m. - Board Presidents/Presidents-Elect Luncheon

1:30 p.m. - 2:45 p.m. - Budget and Finance Committee
Mediation Committee

3:00 p.m. - 4:15 p.m. - International Committee
Professional Standards Committee
Strategic Planning Committee

4:30 p.m. - 5:45 p.m. - Association Executives Committee
Bylaws Committee
Professional Education Committee

7:00 p.m. - 9:00 p.m. - **Installation Banquet**

2012 RANM President Debbie Rogers and the rest of the 2012 Officers and Directors will be installed at this gala.



Debbie Rogers

Thursday, January 26

7:30 a.m. - 8:45 a.m. - Benevolent Fund Directors
Issues Advocacy Fund Committee
NM Multi-Board MLS
Stanley H. Mathis Trustees

Continental breakfast will be provided for committee members

9:00 a.m. - 9:30 a.m. - **Welcome and Introduction to Influence and Leadership** President Rogers provides a preview of the day and Brian Taylor introduces "Influence and Leadership" (1 of 3).

9:30 a.m. - 11:30 a.m. - **Economic Summit**

Freddie Mac Vice President and Chief Economist Dr. Frank E. Nothaft will provide attendees with a **Housing and Mortgage Market Update** to open the summit. **US Bank and New Mexico** will be discussed by Tony Murt, Retail Sales Manager and Jorge Valencia, Mortgage Regional Product Manager following Dr. Nothaft's presentation.



Frank Nothaft

11:30 a.m. - 12:00 p.m. - **My REALTOR® Party** - Chip Ahlsweide, NAR Consultant, will brief attendees on NAR's newest initiative.

12:15 p.m. - 1:30 p.m. - **Lunch/2011 RPAC Awards**

RPAC New Mexico takes center stage at this luncheon. 2011 RPAC awards will be presented and the Trustees will kick off 2012 RPAC fund raising.

1:45 p.m. - 3:30 p.m. - **Influence and Leadership** facilitated by Brian Taylor. Leadership is the process by which a person influences others. This session will provide you with the skills you need to become an effective leader. 2 hours of CE training has been requested. (2 of 3) Licensee must attend all three sessions presented by Brian Taylor to receive CE credit.



Brian Taylor

3:30 p.m. - 3:45 p.m. - **RANM's Legislative Priorities**

2012 Legislative Committee Chair Pat Pipkin will brief attendees on RANM's priorities for the 30 day New Mexico legislative session.



Pat Pipkin

4:00 p.m. - 5:00 p.m.

Meet with your elected Senators and Representatives at the Roundhouse. (Make your appointments today!)

5:15 p.m. - 6:30 p.m. - RPAC Trustees

6:45 p.m. - Executive Committee

Friday, January 27

8:00 a.m. - 9:00 a.m. - **RANM Winter 2012 Legal Update** with RANM Counsel Ashley Strauss Martin. 1 hour of CE has been requested for this session.



Ashley Strauss-Martin

9:15 a.m. - 10:15 a.m. - District Caucuses

10:30 a.m. - 12:30 p.m. - **Board of Directors**

The business meeting will include a special presentation based on interviews of RANM members regarding the feasibility of a Statewide MLS, by Marilyn Wilson of the WAV Group, and the conclusion of Brian Taylor's "Influence and Leadership" (3 of 3). Box lunch will be available for pick up by Directors at 12:30 p.m.



Marilyn Wilson

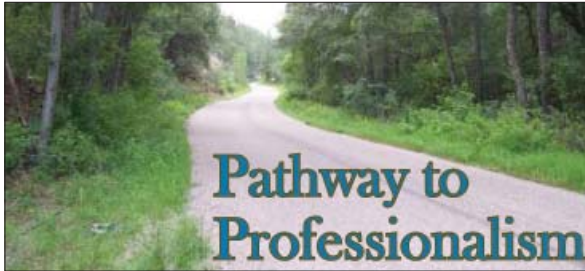
1:00 p.m. - 3:00 p.m. - Legislative Committee
Statewide MLS Task Force

1:00 p.m. - 4:00 p.m. - **NAR's Leadership 200: Becoming A Leader** Keith Holm, RCE, brings his 30+ years of

experience as a REALTOR® leader to New Mexico to facilitate this class, designed to produce quality leaders equipped with the skills and knowledge necessary to lead local and state associations. (Limited to the first 35 registrants.)



Keith Holm



2012 Leadership, Legislative, and Business Meetings

January 25-27

Inn & Spa at Loretto, Santa Fe

Accommodations and Meeting Venue

The 2012 Leadership, Legislative, and Business Meetings will be held at the **Inn and Spa at Loretto**, 211 Old Santa Fe Trail, Santa Fe.

A block of rooms at a special rate of \$129 plus tax has been reserved for conference attendees. Reservations must be made by Wednesday, January 4, 2012 for this rate. Rooms may not be available at this rate if room block is filled prior to this date.



Make your reservation by calling 1-866-582-1646. Make sure you identify yourself as part of the REALTORS® Association of New Mexico group to receive the special rate.

Visit Inn and Spa at Loretto website for hotel information and driving directions.