



**Iowa Association of REALTORS®**

**Annual Convention**

**Mid-America Center \* Council Bluffs, IA**

**September 21-24, 2009**



**2009 ANNUAL CONVENTION  
REGISTRATION PACKET**

**Register at [www.iowarealtors.com](http://www.iowarealtors.com)**

## get in the game

At the 2009 Iowa Association of REALTORS® Convention, you'll find the education, networking, products, and services to enhance your business and see your sales grow.

**EDUCATION.** The convention will offer more than 16 hours of CEs. With a registration fee of just \$85 for the entire convention - that's a super value! You'll receive high quality education from some of the state and nation's leading trainers and practitioners. **NETWORKING.** You'll have a chance to meet REALTORS® from across Iowa and to get involved in a variety of IAR committees. **PRODUCTS & SERVICES.** The Exhibitor Expo will feature dozens of vendors that offer products and services for real estate.

**EDUCATION** *We are offering 16 hours of CE this year, plus a special 8-hour CRS pre-convention class, Advanced Marketing with Microsoft Office.* There will be something for everyone, including classes on social media, negotiation skills, working with 2010 buyers, no-to-low cost marketing, credit reports and scoring, the evolution of the consumer, improving your presentation skills, contract management, and more. *You could get all 24 of your electives for renewal in one week!*

**GET INVOLVED** *The strength of the Iowa Association of REALTORS® comes from its many members offering their time, perspective, and ideas on the challenges and opportunities facing the real estate industry.* Whether your interest is in legislative issues, marketing, technology, public policy, professional development, or one of many other areas, the IAR encourages you to get involved, help to serve our membership, and work to protect private property rights in Iowa. Take a look at the convention schedule and plan to attend a committee, work-group, or task-force that interests you. Since most meetings are open to members (except where noted), you can stop by a meeting and participate. For more information on each committee, work-group, or task-force, visit the IAR Convention 2009 web page at [www.iowarealtors.com](http://www.iowarealtors.com).

**TAILGATE SPONSORED BY YOUNG REALTORS** *Make sure to stop by the Tailgate Monday night for some burgers, networking, and fun! It's free to registered convention participants!*

**LIVE/SILENT AUCTION** *There will be many wonderful items available at this year's live/silent auctions, sponsored by the IAR Foundation.* Proceeds will go to Children & Families of Iowa again this year. Please support these fun events and wonderful cause!

**INSPIRATIONAL BREAKFAST** *New This Year* *Wednesday, Sept. 23 at 7:30am, Co-Sponsored by Omaha Title & Escrow and TS Bank Mortgage Group.* "Rethinking Your Thinking" – Join us for breakfast and an inspiring talk by John Mayfield that will help you discover new ways to begin thinking differently about the way you view your life, business, family and friends. This is a ticketed event for \$10.

**EXHIBITOR EXPO** *The Exhibitor Expo will give you an opportunity to check out the latest in technology products and services to help you make the most of your real estate business.* The Exhibitor Expo will feature expanded shopping hours and dozens of vendors offering a wide variety of technology products and services to improve your business, as well as specialty products to enhance your image. For a complete list of participating vendors visit the IAR Convention 2009 web page at [www.iowarealtors.com](http://www.iowarealtors.com). *Appetizers will be served at the Exhibitor Expo Grand Opening on Tuesday, September 22 from 11am—1pm!*

**VENDOR DEMOS** *We've invited Expo exhibitors who provide technology products and services for real estate to offer demonstrations of their products and services.* This will give you a chance to see the technology at work and ask questions/have discussion with vendors and other REALTORS®. Check the IAR Convention 2009 web page at [www.iowarealtors.com](http://www.iowarealtors.com) for a complete list of exhibitors who will be offering demonstrations and a detailed schedule.

**TRADE SHOW BUCKS ARE BACK** *Back by popular demand, Trade Show Bucks can be earned and spent just like cash only at the Exhibitor Expo.* We are striving for record numbers of attendees at the convention again this year. You can help recruit new participants and receive Trade Show Bucks to shop at the Expo.

**Remember, the only way to get Trade Show Bucks is by referring a first time IAR convention attendee.** If you refer a first time attendee, make sure they write your name on the registration form in the "Referred by" blank in order to receive the bucks. The first time attendee will receive \$25 Trade Show Bucks, and the person who referred them (listed in the "Referred by" blank on the new attendee's registration form) will receive \$25 Trade Show Bucks too. **All registrations must be received by September 1, 2009, in order to be eligible for Trade Show Bucks.**

**GET IN THE GAME!** *Make plans to attend this year's action-packed convention.* Encourage your colleagues to be there too! Check out exciting courses, special events, many ways to get involved, and the Expo. Get in the Game!



## featured speakers

*Pat Zaby, CRS, CCIM*, writes the largest and most widely read e-mail newsletter for real estate professionals found at [www.patzaby.com](http://www.patzaby.com). His speaking, teaching, writing, and development have earned him the recognition and respect as one of the industry's authorities. Zaby will present sessions on marketing, social media, and positioning for a changing market.



*Joe Sesso*, a nationally respected trainer, will offer a marketing/technology seminar through REALTOR.com. He has always used the power of cutting-edge technology and the Internet to his advantage to become a leader in his marketplace. Sesso will be presenting Realtor.com's Marketing & Technology Survival Guide.



*Rich Sands, CRS*, has practiced real estate for 16 years and served as the director of education at Coldwell Banker Residential Brokerage in Colorado. As a CRS and GRI instructor, he motivates students to excel as professionals and take their businesses to the next level. Sands will present a series of negotiation classes and presentation classes, which are best if taken together, but each hour will stand alone.



*Judy Stevens, CRS, CRB, GRI*, has 29 years of experience in the real estate industry and 23 years as an instructor. She was a Broker Manager for 15 years at Skogman Realty in Cedar Rapids, where she still sells real estate. Stevens has served on local and state ethics hearing panels, the Iowa Real Estate Exam Review Committee, and as the Real Estate Commission. She will present courses on living green, building green, and buying and selling green.



*John Mayfield, ABR, ABRM, CRB, e-PRO, GRI*, is an avid real estate speaker and trainer. He is the author of three books, creator of the 5-Minutes Series for Real Estate Agents, and a contributing editor to the REALTOR® Magazine Online. Mayfield will speak at the Inspirational Breakfast and will present sessions on credit scoring and reports, and jump-starting your real estate career.



*Daniel Olson, RS*, Environmental Specialist Sr. at the Iowa Dept. of Natural Resources (DNR), manages its on site wastewater program. He is a registered sanitarian with the Natl. Environmental Health Association and past-president of the Ia. Environmental Health Association. Olson will present information on septic systems and the time of transfer inspection program that becomes effective July 1, 2009.



*Jerry Rossi, e-PRO, CNLP*, is an edutainer, author, columnist, humorist, lifestyle motivator/coach, program host, and creator. He provides interactive workshops and education seminars for companies, corporations, and associations internationally. Rossi will address many facets of the evolution of the real estate consumer focusing on buyers, sellers, contacts, contracts, marketing, and success.



*Paul McLaughlin, JD, BBA, BA*, attorney for the IAR, has been with the association more than 13 years and has earned the Certified Association Executive Designation. He has been involved in government affairs, lobbying, professional standards administration, operating the legal reference line, creating forms and more. McLaughlin will be presenting the most current legal information illustrated through actual recent cases.



# the schedule at a glance

## Monday, September 21

7:30am-8:30am	Registration Desk Open	Lobby
8:00am-5:00pm	CRS Marketing with MS Office - Advanced   Pat Zaby	Room E & F
11:00am-1:00pm	Registration Desk Open	Lobby
5:00pm-7:00pm	Registration Desk Open	Lobby
5:00pm	Tailgate Party Sponsored by Iowa Young REALTORS®	Quaker Steak & Lube Restaurant

## Tuesday, September 22

7:00am-4:30pm	Registration Desk Open	Lobby
7:30am-10:30am	RLI Committee & Board of Directors Meetings	Room L
7:30am-8:30am	IAR Leadership/RVP's Bylaws Committee	Room K
8:00am-3:30pm	*CE classes with Pat Zaby	Rooms E & F
8:00am-4:30pm	*CE classes with Rich Sands	Room D
8:30am-10:00am	Executive Committee	Room J
9:00am-10:00am	Rapattoni MLS Training ( <i>No CE credit</i> )	Room I
9:00am-10:00am	Legal Reference/Pro Standards meeting	Room H
10:00am-11:00am	RPAC Trustees	Room I
10:00am-11:30am	Executive Board Officers	Room J
10:30am-11:30am	RLI Press Conference	Room L
11:00am-6:00pm	Exhibitor Expo	Exhibit Hall
11:00am-1:00pm	Exhibitor Expo Grand Opening	Exhibit Hall
11:00am-12:00pm	CRS General Meeting	Room B
11:30am-1:00pm	RLI Awards Luncheon	Room K
12:00pm-1:00pm	Luncheon sponsored by Iowa CRS Chapter	Ballroom B
1:00pm-4:00pm	Silent Auction in Alcove	Alcove Area
1:00pm-2:30pm	Membership Development Forum	Room I
1:15pm-4:45pm	*CE Classes with Dan Olson, Iowa DNR	Room L
2:30pm-3:30pm	Public Relations Committee	Room H
3:00pm-4:00pm	Techmark, Inc. Board of Directors Meeting	Room J
4:00pm-4:30pm	Coaching/Mentoring Task Force	Room J
4:00pm-4:30pm	Nominating Committee	Room H
4:30pm-6:00pm	Foundation Live Auction	Exhibit Hall
6:30pm	Past President's Dinner (Invitation Only)	TBD
6:30pm-11:00pm	Fun Night sponsored by Iowa CRS Chapter <i>Rockin' Comedy Piano Show</i>	Whiskey Roadhouse/Horseshoe Casino

## Wednesday, September 23

7:00am-4:30pm	Registration Desk Open	Lobby
7:30am-8:30am	REALTOR® Foundation Breakfast Meeting#	Room J
7:30am-8:30am	Inspirational Breakfast - <i>Rethinking your Thinking</i> with John Mayfield	Ballroom A
8:00am-3:00pm	Exhibitor Expo	Exhibit Hall
8:00am-5:00pm	*CE classes with Jerry Rossi	Rooms E & F
8:30am-12:00pm	*CE classes with Dan Olson, Iowa DNR	Room D
9:00am-4:30pm	*CE classes with John Mayfield	Rooms L & K
9:00am-10:00am	Personnel Committee#	Room J
9:00am-10:00am	Rapattoni MLS Training ( <i>No CE Credit</i> )	Room H & I
10:00am-11:00am	Legislative Committee	Room H & I
11:30am-1:30pm	Annual Meeting Luncheon	Ballroom A
12:45pm-4:15pm	*CE Classes with Judy Stevens	Room D
2:00pm-3:00pm	Visionary Team#	Room J
2:00pm-3:00pm	Iowa Property Owners Alliance Board of Directors	Room H & I
3:00pm-4:00pm	Young REALTORS® Advisory Group	Room J
6:00pm-7:00pm	Hospitality Hour	Hall next to Ballroom B
7:00pm	Inaugural Gala	Ballroom B

## Thursday, September 24

8:00am-11:30am*	CE Class with Paul McLaughlin	Room D
8:15am-11:30am*	CE Class with Joe Sesso	Room E & F
10:00am-10:30am	Public Policy Coordinating Committee	Room K
10:30am-11:30am	Executive Committee-Follow up	Room L
11:30am-1:00pm	Board of Directors	Rooms H,I,J

**TENTATIVE SCHEDULE—SUBJECT TO CHANGE** For a complete schedule and description of the continuing education courses, please see page 5-6 or visit [www.iowarealtors.com](http://www.iowarealtors.com).

\* - All CE Classes are 1 hour of CE Credit unless noted on detailed schedule. Students must have their name badges scanned and stay in the classroom for the entire session to receive credit. However, students will have flexibility to move around as most classes are scheduled in a staggered format. For detailed Continuing Education Rules see Convention Booklet or go to [www.iowarealtors.com/education](http://www.iowarealtors.com/education).

# - Committees and meetings marked with a # are closed meetings.

# course details

## Tuesday, September 22

### **8:00 – 9:50 No-to-Low Cost Marketing (2 hrs CE)**

**Pat Zaby – Room E/F**

This session is filled with low-cost strategies that will boost your business immediately by increasing revenue and decreasing expenses.

### **8:00 - 9:00 The Seven Deadly Traps of Loser Negotiation (1 hr CE) – Rich Sands – Room D**

The ability to negotiate has become one of the top REALTOR® traits sought in today's marketplace. Knowing The Deadly Traps will help agents understand how negotiating fits into the sales process to create the win/win.

### **9:15 - 10:15 There's No Crying in Negotiation! (1 hr CE)**

**Rich Sands – Room D**

This session will show you the real root of the emotions and guide you down the path to better understanding. You'll learn why the balcony is the best seat in the house in any negotiation and how to create an effective plan prior to the process beginning.

### **10:15 - 11:15 Social Media ABC's to 123's (1 hr CE)**

**Pat Zaby – Room E/F**

Learn about different forms of social media and how it reaches consumers. Find out what you need to know about blog-writing, copyright, and posting on local community forums.

### **10:30 – 11:30 Overcoming Obstacles (1 hr CE)**

**Rich Sands – Room D**

This session will highlight two methods for handling obstacles, seven ways to persuade, & deal directly with specific Buyer, Seller and Agent issues. Stop stressing and begin getting better!

### **12:15 – 1:15 Secrets Friends Won't Share About Social Media (1 hr CE) Pat Zaby – Room E/F**

Find out all of the tips that will make your social networking experience enhance your business.

### **1:00 – 2:00 The Presentation Paradigm Shift (1 hr CE)**

**Rich Sands – Room D**

This session will illustrate the need for a 21st century presentation, show why this shift is needed with today's consumer and give tips to preparing you and your consumer for this important event.

### **1:15 – 2:15 Septic Systems in Iowa\* (1 hr CE)**

**Dan Olson – Room L**

What is a septic system? Learn how it works, what is required, who regulates the systems, & the pros, cons, and costs of the most prevalent types of systems.

### **1:30 – 3:20 Positioning for a Changing Market (2 hrs CE) Pat Zaby – Room E/F**

More listings on the market, less sales being made, longer market times, lower prices, rising interest rates, and increasing foreclosures... if this sounds like what you're facing, this class is tailor-made for you.

### **2:15 - 3:15 The One Buttock Presentation (1 hr CE)**

**Rich Sands – Room D**

The One Buttock Presentation model will focus REALTORS® on the five things they must know to give a great presentation and why each is an essential component of success.

### **2:30 – 3:30 Time of Transfer Inspections\* (1 hr CE) Dan Olson – Room L**

Learn the ins and outs of the new law requiring septic system inspection prior to transfer of ownership. You will learn about certified inspectors, inspection procedures, duties of the county recorder, & recordkeeping.

### **3:30 – 4:30 Got SLAGE? (1 hr CE) –**

**Rich Sands – Room D**

SLAGE is the tool that enables you to deliver your presentation in a way that allows the consumer to understand your message. Learn the importance of visuals, how to properly prepare your presentation whether the computer, the book or the portfolio is the best approach.

### **3:45 – 4:45 IDNR's Loan Program and other Resources\* (1 hr CE) – Dan Olson – Room L**

Find out more about IDNR/IFA's Loan Program, unsewered communities, county programs & other resources.

## Wednesday, September 23

### **8:00 – 9:00 At Bat: Evolution of the Real Estate Consumer (1 hr CE) – Jerry Rossi – Room E/F**

Predicting the future, who are they and what do they want?

### **8:30 – 9:30 Septic Systems in Iowa\* (1 hr CE)**

**Dan Olson – Room L**

What is a septic system? Learn how it works, what is required, who regulates the systems, & the pros, cons, and costs of the most prevalent types of systems.

### **9:00 – 10:50 Understanding Credit Reports & The Scoring Process (2 hrs CE) - John Mayfield – Room L/K**

Learn about credit scoring, public records, the fair credit reporting act, mistakes, & improving your FICO score.

### **9:15 – 10:15 And the Pitch: Shooting Straight with Sellers (1 hr CE) – Jerry Rossi – Room E/F**

Setting the Stage of an Efficacious Listing Advisor – Right Pricing with Price Point, Absorption Rate, and Visuals.

### **9:45 – 10:45 Time of Transfer Inspections\* (1 hr CE)**

**Dan Olson – Room D**

Learn the ins and outs of the new law requiring septic system inspection prior to transfer of ownership.

### **10:30 – 11:30 It's a Hit: How the 2010 Buyers Buys (1 hr CE) – Jerry Rossi – Room E/F**

Internet 1 – 2 – 3 The LOOK - The HOOK – The COOK or obtaining the 100% loyal Evolved Buyer!

# more course details

## Wednesday, September 23 (continued)

### **11:00 – 12:00 IDNR's Loan Program and other Resources\* (1 hr CE) – Dan Olson – Room D**

Find out more about IDNR/IFA's Loan Program, unsewered communities, county programs & other resources.

### **12:30 – 1:30 Seven Ways to Jump-Start Your Real Estate Career (1 hr CE) - John Mayfield – Room L/K**

Learn about business planning, branding, marketing, and other ways to communicate with clients.

### **12:45 – 1:45 Living Green in Real Estate (1 hr CE) – Judy Stevens – Room D**

Learn what you can do in your daily real estate activities to leave a smaller carbon print on the earth.

### **1:30 – 2:30 On Base: Marketing–It's All About the Consumer (1 hr CE) – Jerry Rossi – Room E/F**

Tricks and Tips of Domain Marketing – Where to STOP Spending Money and How to Get Others to Your Website.

### **2:00 – 3:00 Building Green (1 hr CE) – Judy Stevens – Room D**

What is your builder doing to incorporate green features into the house to enhance the energy efficiency?

### **2:00 – 3:00 Eight Additional Ways to Jump-Start Your Real Estate Career (1 hr CE) - John Mayfield – Room L/K**

Learn tips on prospecting, presentations, your sphere of influence, time management, & the F.O.R.D. principle.

### **2:45 – 3:45 Stealing Second: Contact & Contract Management (1 hr CE) – Jerry Rossi – Room E/F**

Powering Up With Hard-Line Database Management. Who's in, Who's out and What Do You Do With Them?

### **3:15 – 4:15 Listing and Selling Green (1 hr CE) Judy Stevens – Room D**

Appeal to a new generation of consumers by listing and selling properties with green/energy saving features.

### **3:30 – 4:30 Six More Ways to Jump-Start Your Real Estate Career (1 hr CE) - John Mayfield – Room L/K**

Gain insight on how statistics, selectivity, goals & persistence are important for longevity in the RE industry.

### **4:00 – 5:00 Home Run: Reframing Real Estate Success (1 hr CE) – Jerry Rossi – Room E/F**

Our professional ethics & personal balance are more important than ever before as we've moved from the position of 'Information Source' to that of 'Real Estate Advisor.' It's All About What You Do With the Last Five Innings!

## Thursday, September 24

### **8:00 – 9:00 Legal TBD (1 hr CE) – Paul McLaughlin – Room D**

This course is hot off the newsprint with actual cases happening in our state and around the nation.

### **8:15 – 9:45 Realtor.com's Marketing & Technology Survival Guide, Part I (1.5 hrs CE) – Joe Sesso – Room E/F**

Get the NAR statistics on how consumers have changed the way they pick an agent and hear 6 ways you can make sure you will be in the running. Get a technology comparison shopping guide: pick out the digital camera, PDA and internet tools that work best with real estate and the systems you will use in 2009. Find the tools that can triple your leads without costing you any more out of your marketing budget—learn to thrive, not just survive!

### **9:15 – 10:15 Legal TBD (1 hr CE) – Paul McLaughlin – Room D**

This course is hot off the newsprint with actual cases happening in our state and around the nation.

### **10:00 – 11:30 Realtor.com's Marketing & Technology Survival Guide, Part II (1.5 hrs CE) – Joe Sesso – Room E/F**

Class topics listed above are continued.

### **10:30 – 11:30 Legal TBD (1 hr CE) Paul McLaughlin – Room D**

This course is hot off the newsprint with actual cases happening in our state and around the nation.

**\*These three sessions are presented on both Tuesday & Wednesday. Credit can only be given for each title once.**

**In an effort to allow you flexibility to attend committee meetings and still receive continuing education, all convention courses are given in increments of 1-2 credit-hours with staggering start times. The following rules must be followed in order to earn CE.**

**Name badges must be worn.** In order to gain access to class, you must be wearing your convention name badge. Your name badge will be scanned upon entry into the class. If your name badge is not scanned when you enter the class, you will not receive credit for the course.

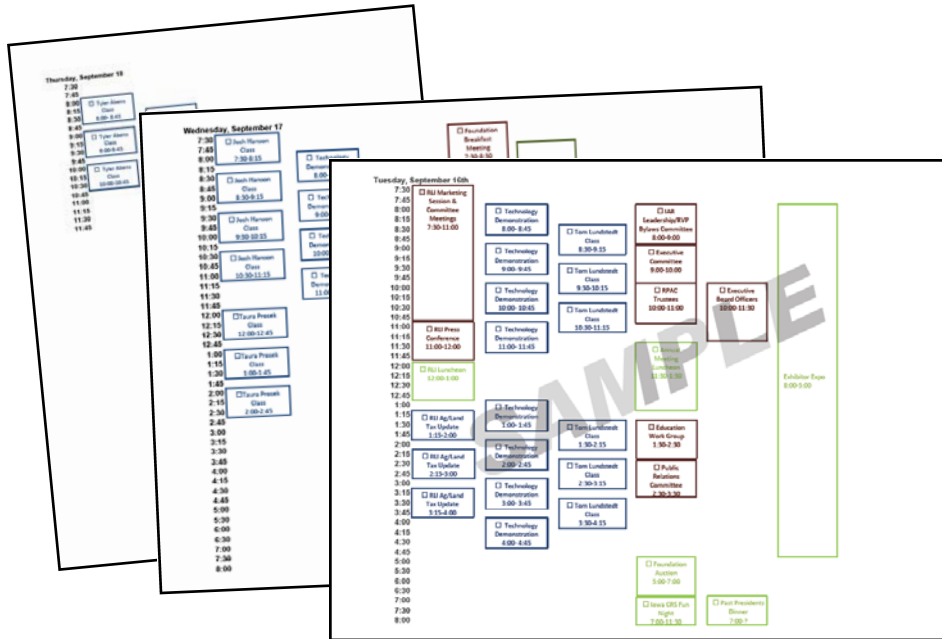
**Your name badge must be scanned for each class session.** If you plan to attend three classes from the same instructor from 1:00 – 4:30, you must have your card scanned before the beginning of each session. In order to receive credit for each session, you must leave the room at the break time and scan back in. You are responsible for checking in before each session of continuing education.

**Full-time attendance is required for CE.** If you arrive after the instructor has begun that hour's session, you may participate in that course. However, CE credit will not be granted for these students. In the same fashion, if you need to leave at any time during a class, you will not receive CE credit.

# create your own custom schedule

## SO MANY OPTIONS

Maximize your time and money at this year's Annual Convention, by creating your own customized schedule. The convention is packed full of courses, demonstrations, meetings, and special events, with something going on all day, every day. You can pick and choose from this menu of activities to *create your own personalized convention experience* tailored to fit your professional development needs and your schedule. For a closer look visit the IAR Convention 2009 web page at [www.iowarealtors.com](http://www.iowarealtors.com).



## RESERVE YOUR HOTEL ROOM TODAY

Call today to reserve your room for this exciting convention at one of these hotels, which have negotiated room rates. *Please note the various deadline dates for reservations.* Mention the Iowa Association of REALTORS® when reserving a room.

### Country Inn & Suites @ Mid-America Center | 800-456-4000

\$99.99 per night plus applicable state & local taxes | Reservations must be made on or before **Aug. 28, 2009**. This hotel is connected to the Mid-America Center.

### Microtel Inn and Suites | 712-256-2900

\$60 single | \$70 double | \$80 suite per night plus applicable state & local taxes | Opening June 2009. These are special introductory rates. | Reservations must be made on or before **Sept. 6, 2009**. This hotel is a short walk to the Mid-America Center.

### Marriott SpringHill Suites | 712-256-6500

\$114.00 per night plus applicable state & local taxes | Reservations must be made on or before **Aug. 22, 2009**. This hotel is a short walk across the parking lots from the Mid-America Center.

## EARN TRADE SHOW BUCKS

**Remember: refer a 1st time convention attendee & you can each earn \$25 Tradeshow Bucks to spend in the popular Exhibitor Expo this year! See details on pg 2 or [www.iowarealtors.com](http://www.iowarealtors.com).**

# Convention 2009 Registration Form

September 21-24, 2009 • Mid-America Center • Council Bluffs, IA

Name \_\_\_\_\_ First IAR Convention? \_\_\_\_ Yes \_\_\_\_ No

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

Office Address \_\_\_\_\_

City, State, ZIP \_\_\_\_\_

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

E-mail Address \_\_\_\_\_ Guest Name \_\_\_\_\_

## **REGISTRATION FEES**

REALTOR® / RLI Registration - \$85 before Sept. 10 / \$95 after Sept. 10 \$ \_\_\_\_\_

Iowa Realty/Prudential - \$55 before Sept. 10 / \$65 after Sept. 10 \$ \_\_\_\_\_

REALTOR® Registration 1-day only\* - \$70 before Sept. 10 / \$80 after Sept. 10 \$ \_\_\_\_\_

\*Please indicate which 1 day you will attend: \_\_\_\_ Tues \_\_\_\_ Wed \_\_\_\_ Thurs

1st Time Iowa Attendee - \$60 before Sept. 10 / \$85 after Sept. 10 \$ \_\_\_\_\_

Referred by \_\_\_\_\_

(This blank must be filled in for 1st time attendee and referring individual to receive Trade Show Bucks. See details on page 2.)

Iowa Affiliate or Guest (non-licensee only) - \$45 before Sept. 10 / \$55 after Sept. 10 \$ \_\_\_\_\_

Iowa Licensee non-REALTOR® - \$135 before Sept. 10 / \$150 after Sept. 10 \$ \_\_\_\_\_

## **OPTIONAL EVENTS** (The following events can be added for an additional fee.)

### **Monday, September 21**

-CRS Marketing with Microsoft Office Advanced (8 hr CE) - 8:00am—5:00pm (\$100) \$ \_\_\_\_\_

### **Tuesday, September 22**

-RLI Awards & Installation Luncheon - 11:30am (#of tickets \_\_\_\_\_ @ \$20 each) \$ \_\_\_\_\_

-CRS Luncheon - 12:00pm (# tickets \_\_\_\_\_ @ \$20 each) \$ \_\_\_\_\_

-CRS Fun Night—*Big Ivory Ticklers, Rockin Comedy Piano Show*—6:30-11:00pm  
(#of tickets \_\_\_\_\_ @ \$30 each) \$ \_\_\_\_\_

(# of tickets \_\_\_\_\_ @ \$25 each for Iowa CRS Chapter members) \$ \_\_\_\_\_

### **Wednesday, September 23**

-Inspirational Breakfast - 7:30am (# tickets \_\_\_\_\_ @ \$10 each) \$ \_\_\_\_\_

-Awards & Annual Meeting Luncheon - 11:30am (# tickets \_\_\_\_\_ @ \$20 each) \$ \_\_\_\_\_

-Inaugural Gala – 7:30pm (# tickets \_\_\_\_\_ @ \$30 each) \$ \_\_\_\_\_

**TOTAL AMOUNT DUE** \$ \_\_\_\_\_

**METHOD OF PAYMENT** \_\_\_\_\_ VISA \_\_\_\_\_ MasterCard \_\_\_\_\_ Discover \_\_\_\_\_ American Express

Card number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

Check # \_\_\_\_\_ Cash \_\_\_\_\_

Register by phone at 515-453-1064 or 800-532-1515, by FAX at 515-453-1070, or send your form with check or credit card # to IAR, 1370 NW 114th St. Ste. 100, Clive, IA 50325. For more information contact Stephanie at stephanie@iowarealtors.com. Request for a full refund will be granted, if received at IAR by September 16, 2009.

Any refund requests between September 17-21 will be refunded minus a 25% cancellation charge.

No refunds will be granted after September 21, 2009.