



Admission to the EXPO Exhibit Hall is free for members of the California Association of REALTORS®. One registration form required per person, excluding a spouse.

Attendee Information:

*First Name: _____ Middle Initial _____ *Last Name: _____

Nickname: _____ *Company: _____

*Address (where you want badge to be mailed): _____

*City: _____ *State: _____ *Zip: _____

*Phone: (____) _____ Fax: (____) _____ *Email Address: _____

(Please enter fax number or e-mail address to receive confirmation and important updates) *Required fields

For California Association of REALTORS® Members Only: Member Number (NRDS#): _____

Board/Association: _____ Region #: _____

Designations (Please Circle): GRI CRS SRES CRB CCIM CPM CIPS Other _____

Note: Maximum of three designations will print on name badge

C.A.R. Director: Yes ___ No ___ C.A.R. Committee Member: Yes ___ No ___ Primary Business Commercial: Yes ___ No ___

First Time Attending the EXPO: Yes ___ No ___ Are You a Broker or Manager: Yes ___ No ___

Registration Fees: California REALTOR® EXPO

NEW! California REALTOR® EXPO exhibit hall opens at 2:00 p.m. on Tuesday, October 8, 2013

	Early Bird Ending 6/14/13	Regular Starting 06/15/13	Onsite 10/08/13-10/10/13	
Members: California REALTOR® EXPO October 8-10, 2013:				
[EOM] ___ C.A.R. Member/Assn. Staff	FREE	FREE	FREE	\$ FREE
[EOMS] ___ C.A.R. Member Spouse/ Significant Other Name: * _____	\$25	\$25	\$25	\$ _____
[EOO] ___ Office Assistant	\$49	\$49	\$49	\$ _____
[EON] ___ Non-Member	\$175	\$225	\$275	\$ _____
[EONS] ___ Non-Member Spouse	\$175	\$225	\$275	\$ _____

Registration Fees: Luncheons

Due to limited seating, tickets are required for the following events. You must be registered for EXPO to attend any of the activities listed below.

REALTOR® EXPO 2013 Tuesday Luncheon, "A Rags to Riches Story," Presented by Barbara Corcoran, founder of The Corcoran Group, author, contributor on *The Today Show*, and investor/shark from the hit series, *Shark Tank*.

Tuesday, October 8, 2013~ 12:00 p.m. – 1:30 p.m. \$60 \$65 \$70 [TELUNCH] \$ _____

REALTOR® EXPO 2013 Wednesday Luncheon, "Big Data's Big Impact," Presented by Kenneth Cukier, Data Editor of *The Economist* and co-author of the *New York Times* bestseller "Big Data: A Revolution That Will Transform How We Live, Work, and Think".

Wednesday, October 9, 2013 ~ 12:00 p.m. - 1:30 p.m. \$60 \$65 \$70 [OPLUNCH] \$ _____

REALTOR® EXPO 2013 Thursday Luncheon, "2014 C.A.R. Housing Market Forecast," Presented by Leslie Appleton-Young

Thursday, October 10, 2013 ~ 12:00 p.m. – 1:30 p.m. \$60 \$65 \$70 [THLUNCH] \$ _____

Bundle and Save! Register for all three EXPO 2013 lunches and save!

\$165 \$180 \$195 [PKLUNCH] \$ _____

Registration Fees: Special Ticketed Events

Due to limited seating, tickets are required for the following events. You must be registered for EXPO to attend any of the activities listed below.

New Agent Bootcamp

Beginning your career as a REALTOR® can be challenging, and we want to arm you with the tools necessary for success. In this full-day of bootcamp-style, targeted sessions, we'll discuss how you can make more money, determine your business and marketing strategies, and best counsel your clients. Offered Tuesday and Wednesday.

\$89 \$99 \$119
\$ _____ [NEW1] Tuesday, October 8, 2013 ~ 10:00 a.m. – 5:00 p.m. - OR - \$ _____ [NEW2] Wednesday, October 9, 2013 ~ 9:00 a.m. – 4:00 p.m.

Evolve Conference 2013

An energetic program for real estate practitioners seeking cutting-edge business practices through the use of technology. Network and learn best practices from top producing practitioners. Sponsored by Young Professionals Network.

Tuesday, October 8, 2013 ~ 10:00 a.m. – 5:00 p.m. (Member/Non-Member)
\$89/\$199 \$99/\$199 \$119/\$199 [YPN] \$ _____

Gov Hutchinson Teaches the RPA

Everyone's favorite C.A.R. Hotline Attorney, Gov Hutchinson will teach you about the RPA-CA form step-by-step to better serve and protect you and YOUR CLIENTS and present you with essential concepts, principles, and facts about this ever-changing form that all REALTORS® should know.

This course is Bureau of Real Estate (BRE) accredited for 4 hours of Continuing Education (CE) in Consumer Protection. BRE Sponsor No. 0001

Tuesday, October 8, 2013 ~ 1:00 p.m. – 5:00 p.m. (Member/Non-Member)
\$54/\$94 \$64/\$112 \$74/\$129 [REBS1] \$ _____

Your Marketing and Business Roadmap

How long has it been since you took a good look at your business and marketing strategies? Whether you are just getting started in real estate, or are ready to refresh your approach, you'll benefit from this hands-on workshop where you'll walk away with the tools to create a living, working document to help you stay on target for years to come. Offered Tuesday and Wednesday.

\$25 \$35 \$45
[BPLAN1] \$ _____ Tuesday, October 8, 2013 ~ 2:45 p.m. – 4:15 p.m. - OR - [BPLAN2] \$ _____ Wednesday, October 9, 2013 ~ 10:00 a.m. – 11:30 a.m.

Digital Bootcamp

A fast-paced, bootcamp-style day created to help you stay successful in today's competitive digital environment. We'll show you how to use your iPad or tablet in transactions, optimize your social media strategies, create and use smart content online, and convert online leads into clients. Offered Wednesday and Thursday.

\$89 \$99 \$119
[SMB1] \$ _____ Wednesday, October 9, 2013 ~ 9:00 a.m. – 4:00 p.m. - OR - [SMB2] \$ _____ Thursday, October 10, 2013 ~ 9:00 a.m. – 4:00 p.m.

Broker/Manager Conference: Maximizing Entrepreneurial Excellence in a Wired World

Join us for a full day of thought-provoking and inspiring sessions on: new recruitment techniques, how to help your agents integrate social networking, the paperless office, back office finance, and much more. Network with brokers large and small from around the state, and join in the conversation on what matters to your brokerage and for your agents.

Wednesday, October 9, 2013 ~ 9:00 a.m. – 4:00 p.m.
\$39 \$49 \$59 [BROKE] \$ _____

Visualizing the Data - Wednesday

Data visualization and real estate go hand-in-hand, as delivering important data in a client-friendly way is essential. Join us to learn how data can help you position yourself effectively with clients. Learn where to find fun and useful infographics, and charts, as well as how they can be best packaged for a variety of audiences and channels. We'll provide you with usable tips, tools, and hands-on help to make the most of data in your daily business. Offered Wednesday and Thursday.

\$39 \$49 \$59
[DATA1] \$ _____ Wednesday, October 9, 2013 ~ 2:00 p.m. – 4:00 p.m. - OR - [DATA2] \$ _____ Thursday, October 10, 2013 ~ 2:00 p.m. – 4:00 p.m.

Website Reboot

Be honest – have you wondered if it's time you overhauled your website but don't know where to begin? This special workshop is for you! Live and up on the big screen, we'll dissect real REALTOR® websites—the good and the bad. Along the way we'll teach you how to create a site that really speaks to your clients, is easy to navigate, and helps you convert leads to real sales. And if you are feeling brave, you can submit your own website to be critiqued! Offered Wednesday and Thursday.

\$25 \$35 \$45

[WEB2] \$ _____ Wednesday, October 9, 2013 ~ 10:00 a.m. – 11:30 a.m. - OR - [WEB3] _____ Thursday, October 10, 2013 ~ 1:45 p.m. – 3:15 p.m.

All About Condos and the Revised Davis-Stirling Act

Everything you ever wanted to know about Common Interest Developments and were afraid to ask! With over 49,000 Common Interest Developments (CIDs) in the state of California and over 9 million people living in them, this course is designed to give you the competitive and knowledgeable edge when listing or selling a CID property.

This course is Bureau of Real Estate (BRE) accredited for 3 hours of Continuing Education (CE) in Consumer Protection. BRE Sponsor No. 0001

Thursday, October 10, 2013 ~ 8:00 a.m. – 12:00 p.m.

(Member/Non-Member)

\$54/\$94

\$64/\$112

\$74/\$129

[REBS2] \$ _____

50 Shades of Negotiation – Basics for New REALTORS®

Negotiate with confidence every time for you and your clients – learn about the fundamentals of the process and factors that affect every negotiation.

Thursday, October 10, 2013 ~ 1:30 p.m. – 4:30 p.m.

(Member/Non-Member)

\$54/\$94

\$64/\$112

\$74/\$129

[REBS3] \$ _____

Bundle and Save! Register for both "All About Condos and the Revised Davis-Stirling Act" and "50 Shades of Negotiation" and save!

Thursday, October 10, 2013 ~ 8:00 a.m. – 12:00 p.m. & 1:30 p.m. – 4:30 p.m.

(Member/Non-Member)

\$89/\$156

\$105/\$184

\$119/\$209

[REBS4] \$ _____

Registration Payment Details: California REALTOR® EXPO

Payment: ☐ Check Payable to C.A.R. ☐ MasterCard ☐ Visa ☐ American Express

Expiration Date: _____

Credit Card # | | | | - | | | - | | | | |

Name as it appears on card: _____

Signature: _____

MAIL TO: Convention Data Services Attn: C.A.R. EXPO, 107 Waterhouse Rd., Bourne, MA 02532 OR FAX to: (508) 743-9623. To contact Convention Data Services call (800) 242-2732. **POLICIES:** Name will appear on your badge exactly as you indicate on form. If you register by September 27, 2013 your badge and event coupons will be mailed to the address above. Registrations after September 27, 2013 will be available for pick up at the Self Registration counters on site. If the dollar amount for each item entered into the blank spaces does not accurately reflect the true cost of registration and/or member status of the person registering, C.A.R. reserves the right charge the correct amount for each item. **CANCELLATION/REFUNDS POLICY:** Written cancellations received BEFORE September 27, 2013 are subject to a \$20 cancellation fee. NO REFUNDS AFTER September 27, 2013. No refunds for "NO SHOWS". No substitutes or name changes. **BADGE INFORMATION:** Your EXPO badge has a bar code that contains your name, business address, city, state, phone number, fax number and email information, which is obtained by exhibitors when they scan your badge. By allowing an exhibitor to scan your badge, you are consenting to the exhibitor obtaining this information. If you do not want exhibitors to have this information, do not allow them to scan your badge. **ACCESSIBILITY:** C.A.R. makes every effort to ensure that the facilities we use for our business meetings are in full compliance with the American Disabilities Act. However, should anyone attending this event require special assistance, please notify Monica King at (213) 739-8384.