

STAKEHOLDER MEETING

SEPTEMBER 22 – 24, 2020

We are trying something new with our annual meeting this year. Most sessions will be online, and the heart of the event is condensed to one day (Wednesday). Plus, registration is FREE.

**Helpful Content + Less Time Away From Home or Office + No Cost =
A Great Time To Connect with Your State Association**

WEDNESDAY, SEPTEMBER 23

LIVE VIA ZOOM

A Morning with Melynn Sight Talking Association Value, Member Focus and Sales



While the morning is geared toward associations, the lessons are relevant for anyone who has something to sell. (Hint: that is everyone.) Every association presents an excellent menu of services, and let's face it, every association has competition. So how do you set yourself apart and get the member to choose you? And then to understand and use all your valuable offerings? Applying the foundation of sales, look at your strengths in a new way, through a proven way to get even better at relating to your most important member audiences. Get to know and present your association in a whole new way!

10 am ET **Keynote: "Sell Me This Pen"** (60 minutes)

11:10 am ET **Workshop: How-To Discover Value** (50 minutes)

Noon ET **Application: Leadership's Role in Living & Breathing the Value Proposition** (30 minutes)

An Afternoon with Robert Morris Talking Diversity

For many, racism is neither distant nor even history. Learn about real estate's role. Then, find out how to be more inclusive in our association leadership, professional recruiting, and client outreach. Finally, listen as a panel of industry members share their stories and answer your questions.



2 pm ET **Keynote: "Have You Asked Them?"** (50 minutes)

3 pm ET **Panel Discussion of Industry Leaders** (45 minutes)

Virtual Cocktail Hour Q&A with Bernice, Roger, Andy, Brian, and Karl

At **5pm ET**, grab your favorite beverage and join IAR officers for a friendly chat. Let us know what is going on in your community and bring your questions and suggestions for the association.



TUESDAY, SEPTEMBER 22

LIVE VIA ZOOM

9am ET

Board of Directors Meeting

TUESDAY, SEPTEMBER 22

INBOX & FACEBOOK

2pm ET

Distinguished Service Award Announcement

Find out who receives this most prestigious award by watching your inbox and sharing your congratulations on social media.

TUESDAY, SEPTEMBER 22

FACEBOOK

Indiana REALTOR® of the Year Nominee Recognition

Follow along on social media as we highlight the nominees for one of our highest honors and lift each up within their respective communities. Likes and comments encouraged.

THURSDAY, SEPTEMBER 24

IN-PERSON, INBOX & FACEBOOK

10am ET

Indiana REALTOR® of the Year Announcement

IAR officers, local association representatives, and special community guests will visit our ROTY in their community for a special presentation.

REGISTER NOW!

indianarealtors.com/events/indiana-realtor-stakeholder-meeting

