



CONTINUING EDUCATION

TROY FALL SEMINAR

**6HRS
CON-ED**
**NOV.
2ND**

YOU'RE INVITED to our upcoming Fall Continuing Education on November 2nd, 2017! Join us at the MEC Conference & Event Center in Troy for food, drinks and valuable insight from our panel of experts. Equip yourself with new tools and knowledge for a successful 2018!

CON-ED SPEAKER INFORMATION



Speaker: Amanda Kugler

Managing Partner | Bricks + Mortar

Amanda Kugler is an established professional in the insurance space, with 8 years of experience running her own residential and commercial insurance agency. She is active in the Michigan business community holding a seat with Business Network International in Birmingham and is a member of the Michigan Association of Insurance Agents (MAIA) and the Young Agents Committee within MAIA.



Speaker: Stephanie Goodman

Managing Partner | Bricks + Mortar

Stephanie Goodman is a real estate broker with a background in project management, real estate investing, and construction. She recently joined Amanda in the insurance world with their recent merger into Bricks + Mortar Group, an insurance firm and real estate brokerage with a focus on the commercial market.

Speaker: Joe Vaglica

Founder & CEO | Gateway Engineering & Surveying Inc. & The Med Mar Group

Joseph Vaglica is a Licensed Residential Builder, Licensed Real Estate Broker and Professional Engineer in Several States. Joe's responsibilities include quality control, design standards, contractual obligations, proposals, negotiations, and client communication. He holds a Master's degree in Civil Engineering with an emphasis on Structural Engineering.

He has nearly 20 years of experience in the construction industry and has been a project principal for the firm's industrial, commercial, and residential development infrastructure projects since their founding.



CON-ED COURSE INFORMATION

The Importance of Insurance Coverage in Real Estate Transactions

Con-Ed Credit: **2 Hrs Elective**

November 2 | 10:00AM-12:00PM

- Amanda and Stephanie will be discussing the importance between insurance and real estate. They will touch on the details of home insurance emphasizing topics that affect your real estate clients directly.

Hidden Issues Affecting the Sale of a Home

Con-Ed Credit: **2 Hrs Elective**

November 2 | 12:45PM-2:45PM

- Common environmental issues involved in real estate transactions
- Structural issues



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CON-ED SPEAKER INFORMATION

Speaker: Darryl Turner

Founder & CEO | Darryl Turner Corp.

Darryl Turner has become a renowned speaker to the Real Estate, Mortgage, Home Warranty and Title Industry and has been the driving force for positive change in the way business expansion is accomplished. Darryl is Founder and CEO of The Darryl Turner Corporation, based in Oakdale, CA. His team of Executive Consultants, provide onsite, cutting edge business solutions to Real Estate industry providers in 50 states and Guam.

Darryl has shared his process with over a million people in the last two decades in both seminar formats and with participants at The Darryl Turner Institute.



CON-ED COURSE INFORMATION

The Fearless Agent

Con-Ed Credit: **2 Hrs Elective**

November 2 | 3:00PM-5:00PM

- How to increase your inventory:
Low inventory is not the problem. But, let's solve it anyway.
- How to find and work with "Real Buyers"
- How to best use an assistant.
- How to find and hire an assistant and why...
- How to solve "Overzealous Seller Pricing"
- How to not destroy your referral program.
- How to be prepared for the next market shift.
- How to be "The Fearless Agent"
- And much more....

VENUE DETAILS

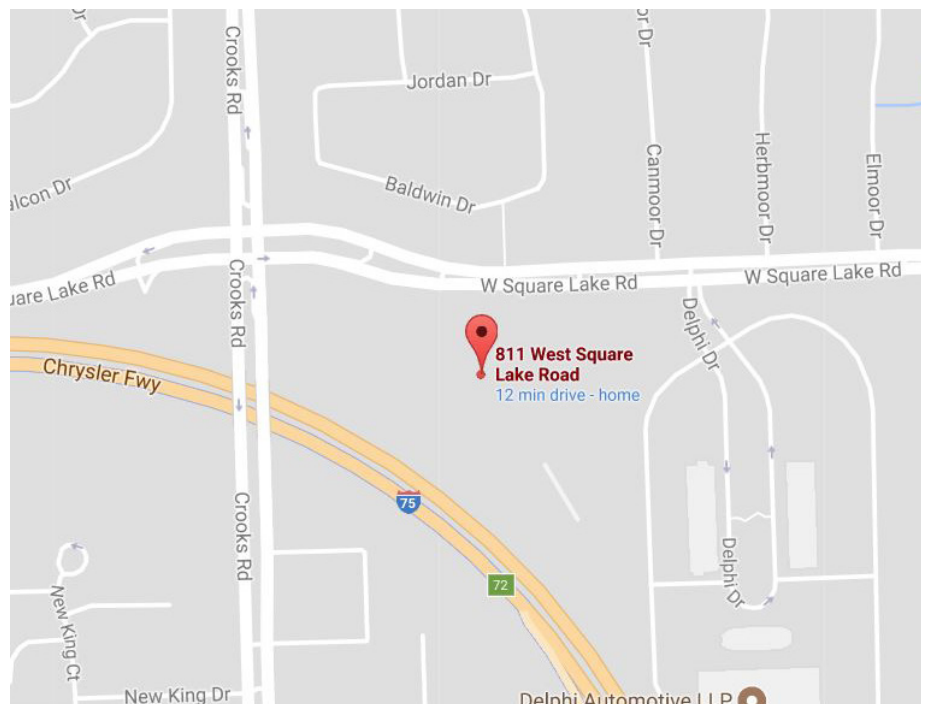
MEC CONFERENCE CENTER

811 W. SQUARE LAKE RD.

TROY, MI 48098

WWW.MEC.BROAD.MSU.EDU

CALL: 248-879-2456





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REGISTRATION INFO

COST OF EVENT

\$10 | Mail to 1680 Crooks Rd. Troy MI 48084
Cash or Check payable to Devon Title Agency
Payable before event or at the door

FORM SUBMISSION METHOD

Complete the form below in it's entirety & submit via options listed below:

Postal Mail: 1680 Crooks Rd. Troy MI 48084 or

Fax: 248.273.3927 or

E-mail: marketing@devontitle.com

This form is fillable. For your convenience, you can simply fill in the required fields electronically, print and submit using methods listed above.

EVENT INFORMATION

EVENT DATE & TIME

NOVEMBER 2 | 10:00AM-5:00PM

EVENT LOCATION

MICHIGAN STATE UNIVERSITY MEC
CONFERENCE & EVENT CENTER
811 W. SQUARE LAKE RD., TROY MI 48098

LUNCH

LUNCH WILL BE PROVIDED FROM 12PM-12:45PM.

AFTERGLOW

DRINKS & LIGHT HORS D'OEUVRES FROM 5PM-6PM.

ATTENDANCE

CHECK IN TIME

ARRIVE EARLY | 9:30AM-10:00AM

*Must arrive before scheduled courses to gain credit. Late arrivals will not be able to enter once course begins.

SUBMISSION FORM

Check the box next to your desired course(s). If you are intending to stay for the entire event, can simply check the "All Courses" checkbox. Attending all courses will count for **6 credit hours**. This form can be filled out electronically or you can print this form and send completed form via postal mail, fax (submssion details listed above) or e-mail to:

marketing@devontitle.com

Importance of Insurance Coverage in Real Estate
The Fearless Agent All Courses

Hidden Issues Affecting Sale of Home

Full Legal Name (Must match real estate license): _____

Company _____ Complete 10 Digit Realtor ID Number : _____

Birthday (mm/dd/yy) _____ Last 4 Digits of SS: _____

E-mail _____ Phone Number _____