



May 2018 Meeting

May 5th – 7th | Dallas, TX

At the W-Dallas Victory

2440 Victory Park Ln, Dallas, TX 75219

SATURDAY, MAY 5TH

12:30 PM – ARRIVAL & NETWORKING LUNCH

1:30 PM – Fred Lewis: Opening Remarks. The Vision and Culture of RIR.

1:45 PM – MEMBER AND SPEAKER INTRODUCTIONS (30 SECONDS). Who Are You & What Business Are You In?

**2:35 PM – KEYNOTE SPEAKER: Dennis Cisterna, CEO Investability,
*State of the Single Family Real Estate Investment Industry***

3:35 PM – BREAK

3:45 PM – DISCUSSION TOPIC: What Keeps You Up at Night? Inventory, Financing, Overhead, Sales, Operations, Construction?

4:45 PM – BREAK

**4:55 PM – INVITED SPEAKER: Mark Bowlin of Culture Index,
*The Science Behind Hiring Staff***

**6:10 PM – MEMBER PRESENTATION: Danny Kattan of the PIA Group,
*Trends that Will Change the Real Estate Business***

6:45 PM – 8:45 PM BUFFET DINNER & NETWORKING WITH BEER/WINE BAR

SUNDAY, MAY 6TH

8:00 AM – BUFFET BREAKFAST AND NETWORKING

**9:00 AM – INVITED SPEAKER: Kevin Karty of Altisource,
*Analytics & Technology That Impact Our Industry***

**9:50 AM – MEMBER PRESENTATION: Chris Richter of Audantic,
*Specialized Data Solutions for Your Market***

**10:20 AM – INVITED SPEAKER: Joe Gonsalves of House Canary,
*Data Products that Can Impact Your Business***

11:00 AM – BREAK

11:10 AM – DISCUSSION TOPIC: Our Staffing Model, *New Thinking.... Efficiencies Through Outsourcing and Virtual Assistance*

PANEL: Robert Nickell of Investor Virtual Assistant Services, Dan Butler of Crestcore Realty, and Alex Hermani of ALNA Properties.

**12:10 PM – INVITED SPEAKERS: Lester Cook and Todd French of KBKG
*Rental Property; Bonus Depreciation and Cost Segregation***

12:40 PM – LUNCH

**1:30 PM – MEMBER PRESENTATION: Josh DeShong of DeShong Companies
*Building Sales Teams and Generating Leads***

2:40 PM – BREAK

**2:50 PM – MEMBER PRESENTATION: Matthew Skidmore and Kyle Mokhtarian of
KMS Enterprises**

**3:30 PM – MEMBER PRESENTATION: Corey Donahue and Michael Laser of Residential
Homes for Rent, LLC**

**4:00 PM – MEMBER PRESENTATION: Brent Herman and Chris Uhler of Sixty Forty
Group**

4:30 PM – BREAK

4:40 PM – INVITED SPEAKER: Sean Tierney of A-10 Capital

5:20 PM – INVITED SPEAKERS: Doug Stein and Evita Jantaraweragul of Stein Law

**6:00 PM – 8:00 PM BUFFET DINNER & NETWORKING WITH BEER/WINE BAR @
ALTITUDE IN W DALLAS**

MONDAY, MAY 7TH

8:00 AM – BUFFET BREAKFAST AND NETWORKING

**9:00 AM – INVITED SPEAKER: Mike Cook of Home Depot,
*Are You Maximizing Your Purchasing Opportunities?***

**9:45 AM – DISCUSSION TOPIC: Maximizing Your Acquisition Pipeline. Old School
Vs. New School Ideas.**

10:30 AM – BREAK

**10:40 AM – DISCUSSION TOPIC: Construction Operations. Source Documents and
Best Practices.**

**11:20 AM – MEMBER PRESENTATION: David Moses and Andrew Kuhn of the Neff
Investment Group, *Updates on the Modular Housing Model***

11:50 AM – BREAK

**12:00 PM – DISCUSSION TOPIC: Leading Your Organization Vs. Doing the Work.
Building a Better Mousetrap.**

**12:30 PM – Closing Conversation and Key Takeaways. Planning for the September
Meeting.**

1:00 PM – MEETING ADJOURNED