



# October 2018 Meeting

Oct 20<sup>th</sup> – 22<sup>nd</sup>

Dallas, TX

At the Westin-Dallas Downtown

1201 Main Street, Dallas, TX 75202

**CHECK-IN TIME FROM 12:00 PM – 1:15 PM Bluebonnet A (foyer)  
PICK UP EVENT PROGRAM & WELCOME BAG**

## SATURDAY, October 20<sup>th</sup>

**12:30 PM – ARRIVAL & NETWORKING LUNCH in *Bluebonnet C***

**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 Guardian Residential  
*State of the Single Family Real Estate Investment Industry***

**3:35 PM – BREAK**

**3:45 PM – DISCUSSION TOPIC: Fred Lewis - “The Age of Operations”  
*Metrics & Best Practices. What’s Next?***

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

**4:45 PM – BREAK**

**4:55 PM – INVITED SPEAKER: Mike Celkis, Cohn Reznick  
*Opportunity Zones: The Rules, The Regs, and the Opportunity***

**6:00 PM – MEMBER PRESENTATION: Danny Kattan, PIA Group  
*Disruptive Technology That Could Affect Real Estate***

**6:45 PM – 8:45 PM BUFFET DINNER & NETWORKING WITH BEER/WINE BAR in  
*Wisteria Boardroom (32<sup>nd</sup> Floor)***

**SUNDAY, October 21<sup>st</sup>**

**8:00 AM – BUFFET BREAKFAST AND NETWORKING in *Bluebonnet C***

**9:00 AM – DISCUSSION TOPIC: Strategies That Impact Our Industry - Updates  
*Cost Segregation, Staffing (Culture Index), Virtual Assistants, Depreciation***

**9:50 AM – INVITED SPEAKER: Dan Schwartz of InvestorFuse  
*Workflow Applications and Efficiencies - New Tech***

**10:25 AM – MEMBER PRESENTATION: Chris Richter of Audantic  
*Specialized Data Solutions for Your Market***

**10:55 AM – INVITED SPEAKER: Christina Krause of Postal Impact  
*Optimizing Data for Lead Generation***

**11:30 AM – BREAK**

**11:40 AM – DISCUSSION TOPIC: Presenter & Moderator Drew Hitt  
Acquisition & Sales Strategies for This Market  
*What is Working & What No Longer Works***

**12:15 PM – INVITED SPEAKER: Jade Rahmani, Managing Director of Commercial Real Estate Finance at Keefe, Bruyette, & Woods  
*The Macro View of the National Real Estate Sector***

**1:00 PM – LUNCH: *Bluebonnet C***

**1:45 PM – DISCUSSION TOPICS: Moderator – Danny Kattan**

**PART I: Presenter: Fred Lewis - *To Renovate or Wholesale? Flipping Margins and Building a Rental Portfolio vs “Newbie” Exuberance to Buy***

**PART II: Presenter: Irfan Raza - *Should I Rehab to Rent or Rehab to Sell?***

**PART III: Presenter: Jack Bevier - *The Tax Impact of Adding the Next Rental Property***

**PART IV: Presenter: Danny Kattan - *Selling to a Fund or Through a Platform***

**3:00 PM – BREAK**

**3:10 PM – MEMBER PRESENTATION: Tawan Davis, Steinbridge Group  
*An Institutional Approach to SFR Investing***

**3:45 PM – INVITED SPEAKER: Jack Kiley, Managing Partner of MidAtlantic IRA  
*Maximizing the Use of Your Self Directed IRA. Checkbook LLCs.***

**4:25 PM – MEMBER PRESENTATION: Andrey Sokurec, Homestead Road**

**4:55 PM – BREAK**

**5:05 PM – MEMBER PRESENTATION: Antonio Gipson, JoGip Property Management**

**5:35 PM – MEMBER PRESENTATION: Amanda Dean, TN Homebuyers**  
*A View From The Trenches From an Integrator*

**6:05 PM – INVITED SPEAKER: Diane Tomb, National Rental Home Council (NRHC)**

**6:40 PM – BREAKOUT SESSION**

**7:00 PM – 9:00 PM BUFFET DINNER & NETWORKING WITH BEER/WINE BAR in**  
*Wisteria Boardroom (32<sup>nd</sup> Floor)*

**MONDAY, October 22<sup>nd</sup>**

**8:00 AM – BUFFET BREAKFAST AND NETWORKING in *Bluebonnet C***

**9:00 AM – MEMBER PRESENTATION: Jack BeVier, The Dominion Group**  
*The Small Developers Collective: A Nationwide Opportunity*

**9:40 AM – INVITED SPEAKER: Joakim Mortenson, CoreVest Finance**  
*An Update on National Financing Options*

**10:20 AM – BREAK**

**10:30 AM – INVITED SPEAKER: Doug Stein of Stein Law**  
*Corporate Structure, Strategies, and Protecting Your Platform (+199 A)*

**11:15 AM – PANEL DISCUSSION: Jack BeVier, Dan Butler, Doug Skipworth & Antonio Gipson Best Practices in Construction & Property Management, *Tools, Systems & Processes***

**11:45 AM – BREAK**

**11:55 AM – DISCUSSION TOPIC: Leading Your Organization vs. Doing the Work**  
*Building Enterprise Value*

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

**1:00 PM – MEETING ADJOURNED**