



**February 2019 Meeting**  
**Feb 9<sup>th</sup> – 11<sup>th</sup>**  
**Dallas, TX**  
**At the Westin-Dallas Downtown**  
**1201 Main Street, Dallas, TX 75202**

**CHECK-IN TIME FROM 9:30 AM – 10:30 AM Pecan B (foyer)**  
**PICK UP EVENT PROGRAM & NAME BADGE**

**SATURDAY, February 9<sup>th</sup>**

**9:30 AM – ARRIVAL, CHECK-IN & NETWORKING in Elm Room 3<sup>rd</sup> floor**

**10:30 AM – Fred Lewis: Opening Remarks. The Vision and Culture of RIR.**

**10:50 AM – MEMBER AND SPEAKER INTRODUCTIONS:**  
***Who Are You & What Business Are You In? One Biz Goal.***

**11:40 AM – BREAK**

**11:50 AM– KEYNOTE SPEAKER: Domonic Purviance, Senior Financial Specialist of the Federal Reserve Bank of Atlanta**  
***The Macro View of the National Real Estate Sector 2019***

**12:50 PM – LUNCH in Hawthorn Room 3<sup>rd</sup> floor**

**1:40 PM – DISCUSSION TOPIC: How Will 2019 be Different for Real Estate Investing?**  
**What are the Concerns That Could Affect Your Real Estate Business?**

- ***Government?, Recession?, Out-Sale Pricing?, Cost of Material?, Cost of Capital?, Labor & Staffing?***
- ***What are the Threats to Your Real Estate Business?***
- ***What are the Opportunities for Your Real Estate Business?***

**2:40 PM – BREAK**

**2:50 PM – DISCUSSION TOPIC: Acquisition Strategies for Today's Real Estate Business**

- ***Do Older Strategies Work? - REO, Courthouse, Tax Lien, Other..***
- ***Do Last Year's Strategies Still Work? – Pay Per Click, Direct Mail, Other..***
- ***What are The Best Practices, Benchmarks, & KPI's? Drew Hitt – "a case study"***
- ***I-Buyer as an Acquisition Strategy – The Machines are Coming!***

**4:00 PM – BREAK**

**4:15 PM – INVITED SPEAKER: Jonathan Spinetto, Co-Founder of REMINE**  
*Optimizing Efficiency and Decision Making Through Better Data*

**5:00 PM – DISCUSSION TOPIC: Newer Tech / Apps for the Age of Operations**  
*Property Meld, Rently, Point Central, Matterport, Other?*

**5:30 PM – BREAK**

**5:40 PM – MEMBER PRESENTATION: Alex Lugovoy of Dobrin Consulting**  
*Building a Rental Portfolio for the Long Term (Richmond, VA)*

**6:10 PM – MEMBER PRESENTATION: Steve Ralys of Yellow Bird Homebuyers**  
*(Jacksonville, FL)*

**6:35 PM – BREAK**

**6:45 PM – MEMBER SPEAKER: Dennis Cisterna of Guardian Residential**  
*State of the Single Family Real Estate Investment Industry (Denver, CO)*

**7:30 PM – 9:00 PM BUFFET DINNER & NETWORKING WITH BEER/WINE BAR in**  
*Wisteria Boardroom and Lounge 32<sup>nd</sup> floor*

**SUNDAY, February 10<sup>th</sup>**

**8:00 AM – BUFFET BREAKFAST AND NETWORKING in Hawthorn Room 3<sup>rd</sup> floor**

**8:50 AM – INVITED SPEAKER: Eddie Wilson, CEO of Affinity Worldwide**  
*A View of the Real Estate Industry from a Leading Service Provider*

**9:40 AM – INVITED SPEAKER: Greg Rand, Chief Strategy Officer of Renter's Warehouse**  
*The Trillion Dollar Real Estate Consolidation Ahead & How to Capitalize on It*

**10:30 AM – BREAK**

**10:40 AM – MEMBER PRESENTATION: Nathan Brooks of Bridge Turnkey Investments**  
*A Turnkey Rental Operation (Kansas City, MO)*

**11:20 AM – MEMBER PRESENTATION: Jason Byrne of NURV Ltd. (Broomfield, CO)**

**11:50 AM – BREAK**

**12:00 Noon – MEMBER PRESENTATION: Jack BeVier of The Dominion Group**  
*How to Get to “YES” with Your Local Bank (Baltimore, MD)*

**12:45 PM – LUNCH in Hawthorn Room 3<sup>rd</sup> floor**

**1:30 PM – INVITED SPEAKER: Sean Tierney, VP Relationship Manager of CoreVest**  
*National Financing Options for Today’s Single Family RE Operator*

- The Rise in Interest Rates and its Impact on the Real Estate Business
- Stock Market Volatility and Raising Alternative Capital

**2:15 PM – MEMBER SPEAKER: John Loveless of Franklin Financial Corporation**  
*(St Clair, MO)*

**2:55 PM – BREAK**

**3:05 PM – MEMBER SPEAKER: Patrick Pellize & James Stephens from Hillsborough Heights, LLC (Tampa, FL)**

**3:45 PM – FOLLOW-UP DISCUSSION: Integrating Strategies from Past Meetings**

- Cost Segregation, Depreciation & the Impact on Your Next Long Term Rental
- Staffing Model & Virtual Assistants
- Culture Index w/Mark Bowlin, the Science Behind Putting the Right People in the Right Chairs

**4:30 PM – BREAK**

**4:40 PM – MEMBER PRESENTATION: Steve Carlson from Solution House Buyers (San Antonio, TX)**

**5:15 PM – INVITED SPEAKER: Bruce McNeilage, CEO of Kinloch Partners**  
*Build to Rent as a New Buy & Hold Opportunity*

**6:00 PM – BREAK**

**6:10 PM – MEMBER PRESENTATION: Danny Kattan & Robert Nickell**  
*Disruptive Technology That Could Affect Real Estate*

**7 PM – 8:30 PM BUFFET DINNER & NETWORKING WITH BEER/WINE BAR in**  
*Wisteria Boardroom and Lounge 32<sup>nd</sup> floor*

**MONDAY, February 11th**

**8:00 AM – BUFFET BREAKFAST AND NETWORKING in *Hawthorne Room***

**9:00 AM – INVITED SPEAKER: Doug Stein, CEO of Stein Law  
*Estate Planning and Protecting Your Platform (+199A & 163J)***

**9:45 AM – PANEL DISCUSSION: Renovation & Landlording Practices  
*Metrics, KPI's, and the EOS Dashboard***

**10:30 AM – BREAK**

**10:40 AM – GROUP DISCUSSION: “Roundtable” Implementation  
*What “3 Things” will you Implement Tomorrow?***

**11:30 AM – MEMBER WORKSHOPS - How Can We Help Improve Your Business?**

**1:00 PM – MEETING ADJOURNED**