



November 2019 Meeting
November 16th – 18th
At the Westin-Dallas Downtown
1201 Main Street, Dallas, TX 75202

**CHECK-IN TIME FROM 9:30 AM – 10:00 AM PECAN BALLROOM (*foyer*)
PICK UP EVENT PROGRAM & NAME BADGE**

Saturday, November 16th

9:30 AM – ARRIVAL, CHECK-IN & NETWORKING in PECAN BALLROOM

10:15 AM – FRED LEWIS: Opening Remarks

10:30 AM – DAMISHA WHITE: RIR Coordinator
RIR Updates - Building a Resource Bank for Membership

10:40 AM – MEMBER AND SPEAKER INTRODUCTIONS:
Who Are You & What Business Are You In? Two Questions – Next 12 Months

11:10 AM – BREAK

11:20 AM – MEMBER SPEAKER: Dennis Cisterna, CEO of Guardian Residential
The State of the Real Estate Investment Biz: Opportunities Ahead

12:20 PM – LUNCH in PECAN BALLROOM

1:05 PM – MEMBER SPEAKER: Chris Richter, Founder of Audantics
Leveraging Data in Your Biz

1:45 PM - INVITED SPEAKER: Patrick Alcock, Postal Impact
Maximizing Conversions & Opportunities through Data Analysis

2:30 PM – BREAK

2:40 PM – GROUP DISCUSSION: Outlook for RE Investing in 2020

- What is not working in your Biz?
- What is working and what core strategy will you double down going forward?

- What new directions and “Shiny Objects” are you chasing?
- Difficulties & success with staffing and labor

3:40 PM – BREAK

3:50 PM – GROUP DISCUSSION: Capital & Finance

How are you financing your biz and has it become a core competency?

4:30 PM - MEMBER SPEAKER: Dennis Cisterna, CEO of Guardian Residential

Build to Rent: A New Force or Fad?

5:00 PM – BREAK

5:10 PM – NEW MEMBER PRESENTATION: Joey Brashears, Yellow Hammer Homes, Inc

5:40 PM – NEW MEMBER PRESENTATION: Paul Quinn, Virginia Home Buyers, LLC

6:10 PM – BREAK

6:20 PM – MEMBER PRESENTATION: Danny Kattan, PIA Group

Incorporating “Risk” in your investment strategies

6:50 PM - MEMBER PRESENTATION: Robert Nickell, Rocket Station, LLC

Who Ate My Lunch?

7:30 PM - DINNER & NETWORKING at Grill and Vine Restaurant on *Reception Level*

Sunday, November 17th

8:00 AM – BUFFET BREAKFAST AND NETWORKING at Grill and Vine Restaurant on *Reception Level*

9:00 AM – INVITED SPEAKER: EJ Kite, Auction.Com

Acquisition and Sales Platform – Buy & Sell More Houses

10:20 AM – BREAK

10:30 AM – INVITED SPEAKER: Altisource

A Suite of Resources for the Real Estate Investor

11:30 AM – INVITED SPEAKER: RJ Rottman, Juniper Square

A Platform and CRM to Manage Your Capital Relationships

12:30 PM – LUNCH (Sponsored by Juniper Square)

1:15 PM - INVITED SPEAKER: Benson Juarez, PRIVY

How to use technology, data, and automation to find and analyze RE deals

1:50 PM – MEMBER PRESENTATION: Pat Flynn, Yellow Bird Homebuying

2:30 PM - BREAK

2:40 PM – GROUP DISCUSSION: Acquisition/disposition strategies, metrics, and results from the trenches:

- Nathan Oaks, Director of Acquisitions TN Homebuyers
- David O’Neil, Director of Acquisitions Homestead Road
- Brian Leibowitz, Director Acquisitions Dominion Properties
- Dan Landis, Director of Acquisitions/Operations VanWest Homebuyers & ClearHome Self Storage

4:20 PM – ICE CREAM BREAK

4:35 PM – NEW MEMBER PRESENTATION: Glenn Stromberg, Stromberg Investment Group

5:05 PM – MEMBER PRESENTATION: Alex Lugovoy, Dobrin Consulting
Acquisition & Marketing Channel ROI; a Case Study

5:35 PM – BREAK

5:45 PM – GROUP DISCUSSION: Enter the “Pit” and bring your biggest challenge: Member connecting and resource sharing

6:40 PM – INVITED SPEAKER: Mark Bowlin; Culture Index

Evaluating Your Current Team & Putting the Right People in the Right Chairs

7:30 PM - DINNER & NETWORKING at Nola Restaurant located (downstairs at the street level)

Monday, November 18th

8:00 AM – BUFFET BREAKFAST AND NETWORKING at Grill and Vine Restaurant on
Reception Level

9:00 AM – INVITED SPEAKER: Doug Stein, CEO of Stein Law
Corporate Structure & Protecting Your Platform

9:45 AM – GROUP DISCUSSION: Operational Challenges

- Construction & Property Management
- Margin Compression & Best Practices

10:15 AM - BREAK

10:25 AM – GROUP DISCUSSION: Integrating “Build, Sustain, Protect” Strategies

- Cost Segregation, Bonus Depreciation, Tax Strategies
- Financials & Dashboarding
- Staffing Model & Virtual Assistance
- Data, Tech, Automation, Efficiencies
- Alternative Investment Strategies

11:10 AM – BREAK

11:20 AM – ROUNDTABLE IMPLEMENTATION

- What “3 things” Will You Implement Tomorrow?
- “Group Synergy”: How Can We Help Each Other – sharing, organized site visits, group discounts, leveraging opportunities, co-investing

12:00 PM - ROUNDTABLE FEEDBACK for NEXT MEETING in February 2020

12:30 PM - MEETING OF “RIR” IS ADJOURNED