

2022 VAA Conference Seminars

Real Estate & Auctions 2021-2022...How to Overcome 2020 – Beth Rose, CAI, AMM

How heavily has the virus affected the housing market and what is expected for 2021 and 2022? Will the housing market crash or will it continue to be on fire? Real Estate Forecasting has been a passion for me in determining my goals for the future. In this seminar we will dive deep into what to expect for 2021/2022 and how to fill your pipeline and cultivate your sphere. Learn how to jump ahead of the curve, differentiate yourself from your competitors and grow your business and your income better than any year you've had thus far. We will identify the disruptors and learn how to work in the new normal of selling real estate at auction. This seminar is for fast forward thinkers and real estate leaders looking to strategically increase their sales and growth thinking for the future.

Life's Balance Wheel – Donna Tyson

This dynamic presentation is designed for the person trying to find a healthy balance between the demands of their professional life and personal life. It identifies the six spokes of **Life's**

The Ninja Auctioneer – Beth Rose, CAI, AMM This workshop focuses on an award-winning presentation to close more deals.

Streamline Your Business and Accelerate Growth with a CRM – Brad Parnell, Genie Rocket

With thousands of CRM and technology choices, it is daunting to guess the right tools you actually need to streamline and automate your day-to-day projects and tasks. Business owners are typically left with more work than they originally started with and take on the rising costs of duct-taped-together systems. In this session, the online marketing and CRM specialist, Brad Parnell, will help simplify the chaotic process of how to properly use a CRM to streamline your business, without breaking the bank and pulling out your hair (if you have any left ;)

Brad is the founder of **Genie Rocket** and has been helping businesses clarify their message, build sales funnels, and get results for over 10 years. He's an expert in **CRM Organization, Results-Focused Digital Marketing, and Marketing Automation**