PROGRAM AT A GLANCE



- 8:30_{AM} Registration, Networking, Exhibits & Coffee
- 9:45_{AM} Doors Open
 - 10_{AM} Teresa King Kinney | MIAMI CEO

Ines Hegedus-Garcia | MIAMI 2023 Chairman of the Board

Martin Von Hauff | FIABCI, Welcome on behalf of MIAMI REALTORS® and FIABCI Announcement

- 10:10_{AM} Amir Syed | Growth Only Coaching, From Content to Commerce
- 10:30_{AM} Craig Studnicky | RelatedISG, *The MIAMI Report*
- 10:55_{AM} Teresa King Kinney, Preview of 2024 Global Report
- 11:05_{AM} Developing for Today's REALTORS & Tomorrow's Buyers
 - MODERATOR: Ines Hegedus-Garcia | 2023 MIAMI Chairman of the Board
 - **Dev Motwani** | Merrimac Ventures
 - Henry Pino | Alta Developments
 - Carlos Melo | The Melo Group

11:25_{AM} Alicia Cervera Lamadrid | Cervera Real Estate, Inc., The Art of Selling New Condos: Proven Tactics for Today's REALTORS®

11:40_{AM} Discover NEO: Unlock New Inventory

Stefan Illigasch | NEO

Martha Pomares | Douglas Elliman

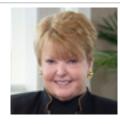
- 11:50_{PM} Wesley Ulloa | LUXE Properties, Registry Rundown: Top Tips for Condo Resource Registry
- 12:10_{PM} **2024** Chairman Gus Fonte introduces The Honorable Francis Suarez | Mayor, City of Miami *Keynote: Why Miami Rocks*
- 12:30_{PM} Luncheon, REALTOR® Rock Stars: Networking Buffet
- 1:20_{PM} Exhibitors, Desserts & Coffee, Backstage Pass: Meet Your Sponsors Over Sweet Treats
- 1:45_{PM} Liz Sturrock | MIAMI's Chief of Innovation, AI Sprint: Ten Game Changing Tools in 25 Minutes
- 2:10_{PM} Make More Money & Save Time, Rock Your Revenue: Product Tips from Top Producers
 - Jose Maria Serrano
 - Katherine Arteta
 - Richard Candia
 - Vivian Macias
 - J.R. Alexandre
- 2:25_{PM} Expand Your Business with these Tools
 - Intra Matrix
 - Nestfully
 - Rental Beast
- 2:40_{PM} How to Sell Single & Multi-Family Construction
 - MODERATOR: Ines Hegedus-Garcia | 2023 MIAMI Chairman of the Board
 - Diana Ibarria | CC Homes
 - Enrique Teran | Avanti Way
 - Roberto Sepulveda | Icon Steel Homes
- 3:00_{PM} Ana Bozovic | Analytics Miami, *Own the Miami Story*
- 3:20_{PM} Evian White De Leon, Esq. | MIAMI's Chief Legal Counsel, What you need to know NOW: MIAMI Legal Update
- 3:55_{PM} Celebration & Door Prize Drawings
- 4:00_{PM} Program Ends, Rock On!



8:30AM 9:45AM

Registration, Networking, Exhibits & Coffee Doors Open

10_{AM}



Welcome on behalf of MIAMI REALTORS® & FIABCI Announcement

Teresa King Kinney MIAMI CEO



Ines Hegedus-Garcia
MIAMI 2023 Chairman of the Board



Martin Von Hauff FIABCI

10:10_{AM}



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Craig Studnicky
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The MIAMI Report





10:55AM



Teresa King Kinney
MIAMI CEO
Preview of 2024 Global Report

11:05AM Developing for Today's REALTORS® & Tomorrow's Buyers



Moderator

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The Honorable Francis Suarez
Mayor, City of Miami
Keynote: Why Miami Rocks





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Backstage Pass: Meet Your Sponsors Over Sweet Treats

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Liz Sturrock
MIAMI's Chief of Innovation
Al Sprint: Ten Game Changing Tools
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2:10_{PM}



Make More Money & Save Time, Rock Your Revenue: Product Tips from Top Producers José María Serrano



Katherine Vivian Arteta Macias





Richard J.R. Candia Alexandre







2:25PM Expand Your Business with these Tools







2:40PM How to Sell Single & Multi-Family Construction



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Ines Hegedus-Garcia
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3:00рм



Ana BozovicAnalytics Miami *Own the Miami Story*

3:20_{PM}



Evian White De Leon, Esq. MIAMI's Chief Legal Counsel What you need to know NOW: MIAMI Legal Update

3:55PM Celebration & Door Prize Drawings

4:00PM **Program Ends, Rock On!**





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