



FEATURED SESSIONS *(Generally 2-4 hours each)*

How's That Working Out for You? Hot Issues in Real Estate

Is your smart home or office also culturally sensitive? Do you have a seller client recording every showing with their trusty nanny cam? Are the property videos that you've been taking with your drone going viral? There have been a lot of changes in real estate recently and this class looks at Trista's Favorite Five: Website and application compliance with the Americans with Disabilities Act, The Federal Aviation Administration's new rules on Unmanned Aircraft Systems, audio and video recordings of property showings, the impact of the Fair Housing Act on new technology and how state law decriminalization of marijuana and the Federal government enforcement of the Controlled Substances Act impacts real estate.

Get Your Geek On: What You Don't Know Can Hurt You

Today's consumers and practitioners expect relevant information to be provided to them with a click of button or a swipe of their finger. As the practice of real estate becomes a more digital experience, it's important that practitioners understand and manage the risks. Think only huge companies are at risk of a data breach? Think again. Security experts estimate that 70% of data breaches occur in companies with fewer than 100 employees. Cloud computing and cloud storage, e-mail communication, mobile devices and social media can all make your real estate business more efficient, but they also can create havoc if not used and protected properly. This course will also address the increased potential for real estate professionals to run afoul of intellectual property laws and how every practitioner can develop risk reduction techniques regardless of tech savvy.

I Don't Give a Twit . . . Social Media Risk Management

Are you in danger of being "dooced"? 90% of homebuyers used the internet in their home search, making the internet and social media an important part of your real estate practice. It is important to understand how the entities regulating the real estate industry view social media. This course examines potential violations of advertising rules, RESPA, the Fair Housing Act, intellectual property laws and anti-trust. Providing practitioners with the tools necessary to create and implement risk reduction techniques in their practices.

11 Ways to Lose Your License

While a creative agent can find more than 11 ways to get in serious trouble, this course looks at the most frequent violations of the law regulating the real estate industry. A few of the topics include avoiding the unauthorized practice of law when guiding a client through a complicated transaction, identifying risk management techniques to decrease potential conflicts of interest and a review of how social media and changing markets are changing the way licensees practice. This course requires extensive state customization.

Put an Attorney Out of Business

Does anyone ever plan on becoming a felon? Failing to create a plan for your real estate practice can land you in big trouble. RESPA, Fair Housing and Anti-Trust are topics most real estate licensees have heard before, but never like this! Trista breathes new life into these subjects by providing current case studies of violations and working with attendees to develop risk management techniques that can be immediately implemented.

Go Forth & Sin No More: The Code of Ethics

Designed to meet the NAR Quadrennial Code of Ethics training requirements this course is Ethics as only Trista can teach it. Examining how the NAR Code of Ethics intersects with state and federal law, this course provides a new perspective on the Code and risk management in the practice of real estate. Providing adequate time for class participation and discussion this course asks "What would you do?" and applies the answers to current case studies and examples.

Let Me Tell You About the Man Cave: The Fair Housing Act for Today's Agent

The Fair Housing Act might not have changed in the last decade, but real estate agents and consumers have. This course

looks at recent technological developments in the real estate industry and their interplay with the Fair Housing Act as well as recent cases involving real estate professionals.

Smart Phones, Smart Policies: Social Media Risk Management for Brokers

While you read this sentence, 22 new accounts will be opened on Twitter. Of the 100 billion friendships that have been created on Facebook, how many are between your clients and your agents? Did one of your virtual tours add to the hour of video that is uploaded to YouTube every second? The statistics relating to social media are truly staggering. A well written policies and procedures manual will address the use of social media by the agents in your office and will serve as a guide to agents when they create an on-line presence.



MINI SESSIONS (60 Minutes or Less)

- **It's 2 a.m., Do You Know What your Data is Doing?** How do you protect your clients' confidential information? Whether it's an external threat or an internal problem, this session identifies the issues and helps you find solutions.
- **Smart AND Sensitive? You, Technology & the Law** Is your smart home culturally sensitive? Does your website allow everyone to "see" the latest properties for sale? Find out how the application of the ADA and the Fair Housing Act to advertising, websites, apps and smart home technology will impact your business.
- **Intellectual Property . . . It's Not Just for Nerds Anymore** Regardless of your tech savvy, discover what violations are becoming increasingly common and develop risk reduction techniques to protect yourself and your interests.
- **Up in Smoke? Marijuana & Real Estate** The cannabis industry (and its real estate needs) is growing--leaving agents and clients in a risky position. This course examines pitfalls and risk reduction techniques for real estate agents.
- **Life's Not Fair, but Digital Advertising Must Be** Find out when target marketing becomes "stating a preference" under the Fair Housing Act and what risk reduction techniques you need to enact.
- **Listen to This! Website Accessibility in Real Estate** Discover how your website stacks up against the ADA and what recommendations from the Worldwide Web Consortium you should implement.
- **Who Let the Dogs Out? Reasonable Accommodations and the Fair Housing Act** An "emotional support peacock"? Learn what are reasonable accommodations under the Fair Housing Act and what guidance HUD offers.
- **I've Got my Eye on You! Surveillance and Real Estate** Sellers' hidden cameras and drones capturing footage means real estate professionals have new issues and rules to understand.
- **Everything Old is New Again: RESPA and the Sherman Anti-Trust in the Digital Age** Enforcement of The Real Estate Settlement Procedures Act and the Sherman Anti-Trust Act is on the rise stemming from violations on social media.



WHEN HEARING FROM A LAWYER IS A GOOD THING . . .

With the knowledge you expect from an attorney and the sense of humor you wish your attorney had, **Trista Curzydlo, J. D.**, brings a fresh perspective to education classes for real estate licensees. Her career as an attorney both in the courtroom and the Statehouse provides her with a strong grasp on the "why" behind difficult legal topics while her experience as Legal Counsel for an Association of REALTORS® allows her to provide the "how" for risk management in a manner that everyone can grasp and enjoy.

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