

**NATIONAL TRUST REAL ESTATE ASSOCIATION
2010 EDUCATIONAL/DEVELOPMENT FORUM**

NASHVILLE MARRIOTT AT VANDERBIT UNIVERSITY

2555 West End Avenue

Nashville, TN 37203

May 3-6, 2010

Agenda (Draft #2)

Monday, May 3

4:00-5:30 PM Registration for Members, Friends and Guests
Parthenon Pre-Function Foyer (2nd floor)

6:00-8:00 PM Attendees and Friends of NTREA -- Cocktail Reception and Buffet Dinner
Latitude Restaurant

Tuesday, May 4

7:30-8:30 AM Breakfast - Parthenon Salon C (2nd floor)
Visit FRIENDS Display Area

8:30-9:45 AM Conference Commences: All sessions will be held in
Parthenon Salon A-B (2nd floor)

Welcoming remarks/Attendee Introductions

Jeanne Moore, NTREA Executive Director
Arigirios Ragias, NTREA President
Nancy Carr, SunTrust Bank—2010 NTREA Forum Host

Robert McNeilly, Regional President
SunTrust Bank, Nashville, TN

Friends of NTREA (3minute) Mini Presentations

- Farmers National Company
- SES Insurance Brokerage Services, Inc.
- Harding and Carbone. Inc.
- John Dixon & Associates
- Overland Solutions
- Accessibility Design, Inc.
- Petrodata Business Systems, Inc.

9:45AM-12:30 PM **Lou Heckler---National Speakers Bureau**

In our fast-paced business environment today, everyone must act as a leader, regardless of their title or position. Leaders in top-performing organizations make this a CHOICE.

Lou will speak on the six traits of leadership, using **C-H-O-I-C-E** as a guide.

(One break—Visit FRIENDS Display Area)

10:00AM Guest program TBD

12:30-1:30 Lunch –Acorn Ballroom (1sr floor)

- Introduction of New Members and Friends
- Woolley Award Presentation

1:45-2:15 PM Friends of NTREA (3 minute) Mini Presentations

- RAL Inspection Services
- Industry Consulting Group, Inc.
- Terracon
- USI Insurance Services
- Tranzon
- Reliable Building Services
- CGI Solutions & Technologies, Inc.
- Berkeley Capital Advisors

2:15:3:15 PM Share and Compare --- NTREA members discuss among themselves: How they are coping with the changing world. (Doing more with less, Real Estate in LLC's, Client demands, etc.) & How are you getting new business in trust real estate?

3:15-4:00 PM Break/**Visit FRIENDS Display Area**

4:00-4:40 PM **Justine Rigali, Overland Solutions, St Lake City, UT**
Property Insurance- Replacement cost value explanation and process

5:30 PM **NTREA MEMBERS and FRIENDS** board motor coach for the
General Jackson Showboat Dinner Cruise and Show

Wednesday, May 5

- 7:30-8:30 AM Breakfast Parthenon (2nd floor)
Visit Vendor Display Area
- 8:30AM Evaluation Session
 NTREA Friends, Jeanne Moore & Don Sack,
- 8:30-9:30 AM **Ken Jagers--- Integra Realty Resources, Kansas City, MO**
 National real estate trends and how the USPAP (Uniform Standards of Professional Appraisal Practice) new laws affect us.
- 9:30-10:00 AM Break /**Visit FRIENDS Display Area**
- 10:00-11:00 AM **Ann Peldo Cargile, Esq**
Bradley Arant Boulton Cummings , Nashville, TN
 Lease Negotiations in a Bad Economy
- 11:00-11:30 AM Vendor Drawing
- 11:30-11:45 AM NTREA Annual Meeting
- 11:45-12:30 PM Lunch Acorn Ballroom (1st floor)
- 1:00 PM -5:00PM Board motor coach for a guided city tour of Nashville, with stops at the Ryman Auditorium (first home of Opry) for a backstage tour then on to the new Gaylord Opryland Resort.

Independent Dining for Attendees

Thursday, May 6

- 7:30-8:45 AM Breakfast Parthenon (2nd floor)
- 8:45 AM Share and Compare ---NTREA members discuss among themselves how their institutions comply with and manage the process as related to Reg 9's
- 9:45-10:00 AM **2010 Educational/Development Forum Adjourns**

**2011 Educational/Development Forum will be hosted by
 Jay Bowman with Regions Morgan Keegan Trust
 Tampa, FL**