



NORCAL CHAPTER

EDUCATION 2011

January 20th – Lain Hensley – Odyssey Teams Key Note Speaker

January 23-25th – State Meeting – San Diego, CA Manchester Grand Hyatt

February 17th – **Getting the Short Sale Advantage – Regional Forum Sacramento, CA**

March 9th – **Natural Hazard Disclosures and Property Law (Property ID)**

April 21st – **Generational Marketing (Speaker Brent Gov Top Producer KW Roseville, CA – 400 sides in 2010)**

May 19th – **Are you smarter than your Smartphone (By Liz Callihan)**

May 2 – 4th – State Meeting – Sacramento, CA Sheraton Grand Hotel

June 16th – **Understanding Local Rules, Regulations and Incentives (City planners)**

July – **No Meeting**

August 18th - **Top Producer Panel**

September 15th - **Understanding our Market (Short Sale & Foreclosure Update)**

September 17 – 19th – State Meeting – San Jose, CA Fairmont Hotel

October 20th - **Business Planning for 2012 – Work Smarter, Not Harder Erica Martini**

November 17th - **Installation of Officers**

December 16th - **Christmas Mixer**

