



# GENUINE HUSTLE

# ANNAPOLIS

SEPT 2022

## SEPTEMBER 26<sup>TH</sup>

**4:00-7:00 PM**

Registration Open

Graduate Lobby

**5:00-7:00 PM**

Happy Hour

Lighthouse Bistro

## SEPTEMBER 27<sup>TH</sup>

**8:00 AM**

Registration Opens

Graduate Lobby

**9:00 AM**

The Origin Story

Stacie Staub, Marguerite Martin, and Allison Wisnom

Main Ballroom

Butterflies and Felons: The Importance of Transformation

Valerie Garcia

Sell Homes, Save Dogs: Build Your Business and Support Your Passion

Stacie Staub interviews Maggie Fast

The Juggle is Real

Stephanie Lanier

Big Leadership: Strategies for Guiding Growth

Tiffany Harris, Brandi Hawkins, and Gwen Daubenmeyer with Anne Jones

From Relationships To Referral Income: How to Build Profitable Connections

Marguerite Martin, Heather Maddox, and Tracie Guilt

Afternoon Instructions

How to Stop Selling Real Estate: Exits, Transitions, and Acquisitions

Amy Stoehr and Diane Terry

**12:00-1:00 PM**

Lunch

Graduate Atrium

**1:00 PM**

Insta Reels are Everything

Katy McEntire and Melo Hogan

Breakout Room 1

Weaving Newcomers Into Your Community: What Military and Relo Clients Need

Kellie Artis and Alison Wisnom

Breakout Room 2

Love On Your People

Kristin McFeely and Kawania Wooten

Breakout Room 3



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1:45 PM

Setting Boundaries Like a Boss: Prioritize, Plan, and Produce

Diane Terry and Keryn Giguere

Breakout Room 1

Recruiting and Retention: Attract, Nurture, and Grow

Stacie Staub and Greg Goldman

Breakout Room 2

Real Estate Investing for REALTORS: What + When to Buy, and Why

Shannon Harrington, Jarred Smith, and Erin Bradley w/ Stacie Staub

Breakout Room 3

2:30 PM

Balance Your Energy and Moderate Your Mindset

Nicole Mangina and Chrissi Chapman Topoleski

Breakout Room 1

Your Money Needs a Job: Save, Invest, and Profit

Gwen Daubenmeyer and Erin Bradley w/ Valerie Garcia

Breakout Room 2

What Agents Really Need: Mentorship at Every Level

Allie Carlson, Malisa Eakins, and Anne Jones

Breakout Room 3

3:15 PM

Creating Content that Works

Alyssa Christensen and Rylie Perrault

Breakout Room 1

Compassion and Responsibility: Serving Clients with Special Needs and Disabilities

Susan Reinhart and John Young w/ Khylah Settle

Breakout Room 2

Systems for People Who Like Systems

Ryan Sporre & Greg Fischer

Breakout Room 3

4:00 PM

Break

4:15 PM

The Details

Main Ballroom

4:25 PM

Pearls & Popcorn: Bring Your Best Ideas to Share

Peter Murray and Andrea Pettitt

4:40 PM

Closing Session

5:00 PM

Happy Hour

Trophy Room

SEPTEMBER 28<sup>TH</sup>

7:00 AM

Morning Yoga

Christy Martin

Grand Atrium

8:00 AM

Continental Breakfast

Surgeon Meeting Room

9:00 AM

Welcome Back

Main Ballroom

9:15 AM

Mastermind Sessions