

# PROGRAM AT A GLANCE



8:30AM Registration, Networking, Exhibits & Coffee

9:45AM Doors Open

10AM 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*

10:10AM Amir Syed | Growth Only Coaching, *From Content to Commerce*

10:30AM Craig Studnicky | RelatedISG, *The MIAMI Report*

10:55AM Teresa King Kinney, *Preview of 2024 Global Report*

11:05AM *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

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

11:40AM *Discover NEO: Unlock New Inventory*

Stefan Illigasch | NEO

Martha Pomares | Douglas Elliman

11:50PM Wesley Ulloa | LUXE Properties, *Registry Rundown: Top Tips for Condo Resource Registry*

12:10PM 2024 Chairman Gus Fonte introduces The Honorable Francis Suarez | Mayor, City of Miami

*Keynote: Why Miami Rocks*

12:30PM Luncheon, *REALTOR® Rock Stars: Networking Buffet*

1:20PM Exhibitors, Desserts & Coffee, *Backstage Pass: Meet Your Sponsors Over Sweet Treats*

1:45PM Liz Sturrock | MIAMI's Chief of Innovation, *AI Sprint: Ten Game Changing Tools in 25 Minutes*

2:10PM *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

2:25PM *Expand Your Business with these Tools*

- Intra Matrix
- Nestfully
- Rental Beast

2:40PM *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

3:00PM Ana Bozovic | Analytics Miami, *Own the Miami Story*

3:20PM 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!

# PROGRAM

**ROCK**  
the  
**MARKET**  
*Miami*

8:30AM **Registration, Networking, Exhibits & Coffee**

9:45AM **Doors Open**

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10AM



*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

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10:10AM



**Amir Syed**  
Growth Only Coaching  
*From Content to Commerce*

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10:30AM



**Craig Studnicky**  
RelatedISG  
*The MIAMI Report*



# PROGRAM

**ROCK**  
the  
**MARKET**  
*Miami*

10:55AM



**Teresa King Kinney**

MIAMI CEO

*Preview of 2024 Global Report*

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11:05AM *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

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11:25AM



**Alicia Cervera Lamadrid**

Cervera Real Estate, Inc.

*The Art of Selling New Condos:*

*Proven Tactics for Today's REALTORS®*

11:40AM

*Discover NEO: Unlock New Inventory*



**Stefan Illigasch**

NEO



**Martha Pomares**

Douglas Elliman

11:50PM



**Wesley Ulloa**

LUXE Properties

*Registry Rundown:*

*Top Tips for Condo Resource Registry*

12:10PM

**2024 Chairman Gus Fonte introduces**



**The Honorable Francis Suarez**

Mayor, City of Miami

*Keynote: Why Miami Rocks*

 **MIAMI**  
REALTORS

# PROGRAM



12:30PM **Luncheon:** *REALTOR® Rock Stars: Networking Buffet*

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1:20PM **Exhibitors, Desserts & Coffee**  
*Backstage Pass: Meet Your Sponsors Over Sweet Treats*

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1:45PM



**Liz Sturrock**

MIAMI's Chief of Innovation

*AI Sprint: Ten Game Changing Tools  
in 25 Minutes*

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2:10PM



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

**José  
María Serrano**



**Katherine  
Arteta**

**Vivian  
Macias**



**Richard  
Candia**

**J.R.  
Alexandre**



# PROGRAM

**ROCK**  
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**MARKET**  
*Miami*

2:25PM *Expand Your Business with these Tools*



2:40PM *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

Sponsored by



# PROGRAM



3:00PM



**Ana Bozovic**

Analytics Miami

*Own the Miami Story*

3:20PM



**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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