



## 2009 Annual Meeting

September 9-11, 2009, Grouse Mountain, Whitefish

### HOTEL RESERVATIONS

A block of rooms has been reserved at the Grouse Mountain Lodge in Whitefish. Room rates begin at \$155.00 per night plus 9% tax (tax % subject to change). Mention Montana Association of REALTORS® to receive negotiated rates.

#### Grouse Mountain Lodge

2 Fairway Dr.  
Whitefish, MT 59937  
(877) 862-1505

### REGISTRATION

Register Online: [www.RegOnline.com/09fall](http://www.RegOnline.com/09fall)

\$85 per person includes all events except golf which has additional fees.

### DAILY SCHEDULE

#### Wednesday, September 9

- 9:30am **Registration open**
- 11:30am **Ballot Counting (invite only)**  
Results announced at the General Membership Meeting on Thur. Sept. 10th.
- 1:00-5pm **Education Course** (more details on the second page of this document)  
The Delicate Art of Client Vocabulectomy©: "The Unconscious Power of Three Little Words"
- 7:00-10:00pm **RPAC Talent Show**  
Sign Up Today! Contact Susan Hughes, [susan@mt.net](mailto:susan@mt.net) or 406-447-4127 (see advertisement on the second page of this document)

#### Thursday, September 10

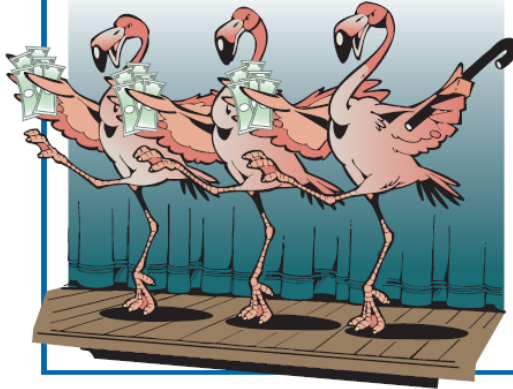
- 8:00am-11:00am **MAR Committee Meetings**
- Professional Development
  - Risk Management
  - Association Management
  - Communications
  - Political Affairs
- 11:30am-1:45pm **Awards Luncheon & General Membership Meeting**  
*General Membership Meeting, MAR Election Results, Officer Installations & REALTOR® Of the Year Winner Announced*
- 1:30-3:00pm **Finance Meeting**
- 2:30-4:00pm **Local Board President's & President Elect Roundtable discussions**
- 3:00-4:30pm **Local EO meeting**
- 4:00-5:30pm **Executive Committee Meeting**
- 6:30-10:00pm **Poker Run/Exclusive Homes Tour** (drinks and food at each exclusive home)

#### Friday, September 11

- 8:00am-Noon **Board of Directors Meeting**
- 1:00pm **Golf Tournament (optional)**

*Schedule is subject to change at any time.*

## Strut Your Stuff for RPAC Bucks



Seeking talent acts from the MAR  
REALTOR® Family & Friends

Wednesday, September 9, 2009, 7 - 10 pm  
(in connection with MAR's Fall Business Meetings)  
Grouse Mountain Ballroom  
Whitefish, Montana

**Prizes for the act that  
receives the most votes!**

To sign up or for more info,  
contact Susan Hughes at  
susan@mt.net or  
406-447-4127



## The Delicate Art of Client Vocabulectomy®

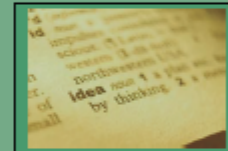
“The Unconscious Power of Three Little Words”

**Have you experienced Seller challenges in pricing and re-positioning?**

**Have you ever found yourself shaking your head in the midst of negotiations, wondering “What just happened?”**

**If you have, chances are, you need a Vocabulectomy®!!**

**Vocabulectomy®**: the removal of words from one's vocabulary.



In this interactive workshop, participants will:

- (1) Explore the unconscious negative effects of the use of common words in our everyday REALTOR®-speak;
- (2) Examine how our “overcoming objections” mindset has unintentionally placed us on a course toward unavoidable confrontation; and,
- (3) Move toward a more “right brain” client approach developed with an eye toward today's more sophisticated Sellers and Buyers.

*As a result, participants will be able to recognize potential communication challenges, minimize frustration, and create better working relationships with their clients.*



**Linda O'Connor, ABR, CRS, GRI**  
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MA Broker's License 133242  
Licensed since 1983/ Broker's License 1988  
Massachusetts Instructor Certificate #499