



Leadership Academy – April 7-8, 2019
Mayflower Hotel, Autograph Collection
1127 Connecticut Ave NW, Washington, DC 20036

SUNDAY, APRIL 7, 2019

- 7:30 AM - 8:30 AM **Coffee Provided**
Coffee service in ballroom foyer. Attendees may enjoy breakfast on-own at hotel or at several nearby eateries. Suggestions provided via concierge desk.
- 8:30 AM- 9:00 AM **Leadership Academy Sessions**
Opening Comments: Sara Rodriguez, CEO and Counsel, Titan Title, LLC
Title Sponsor Remarks: Carmen Mercado, Single-Family Affordable Lending Manager, Freddie Mac
- 9:00 AM – 9:30 AM **Ice Breaker Activity**
- 9:30 AM – 10:15 AM **State of the Association and the History of NAHREP**
The history of NAHREP, our chapter growth and best practices for communicating NAHREP’s value to the marketplace
Keynote Speaker: Gary Acosta, Co-Founder & CEO, NAHREP
- 10:15 AM – 10:30 AM **Break**
- 10:30 AM – 11:30 AM **State of the Chapters and Outlook**
The evolution of our chapter structure and vision for the future and expansion.
Speaker: Tina Marie Hernandez, Director of Chapter Operations, NAHREP
- Why NAHREP: Think Big**
Speakers:
Daisy Lopez-Cid, 2018 President, NAHREP
Armando Tam, SVP Chapter Development, NAHREP
- 11:30 AM – 12:00 PM **Chapter Resources | New Technology**
Reviewing the resources available to chapter leadership and how to best use these resources to each chapter’s advantage
Speaker: Marisa Calderon, Executive Director, NAHREP
- 12:00 PM – 1:00 PM **Group Lunch**
Attendees enjoy lunch while hearing keynote remarks
Speaker: Anthony Hutchinson, Director, Government and Industry Relations, Freddie Mac
- 1:00 PM – 4:15PM **Mastermind Session Series**
Attendees will be separated into six groups and assigned to a breakout session room. Each group will attend four breakout sessions then re-group in the afternoon.



Four Mastermind Topics: Annual Planning, Organizing Successful Events, Building a Winning Leadership Team, and Financial Management

1:30 PM – 2:00 PM		
Room 1: Annual Planning	Room 2: Organizing Successful Events	Room 3: Building a Winning Leadership Team
Room 4: Financial Management	Room 5: Annual Planning	Room 6: Organizing Successful Events
2:10 PM – 2:40 PM		
Room 1: Organizing Successful Events	Room 2: Building a Winning Leadership Team	Room 3: Financial Management
Room 4: Annual Planning	Room 5: Organizing Successful Events	Room 6: Building a Winning Leadership Team
2:50 PM – 3:20 PM		
Room 1: Building a Winning Leadership Team	Room 2: Financial Management	Room 3: Annual Planning
Room 4: Organizing Successful Events	Room 5: Building a Winning Leadership Team	Room 6: Financial Management
3:30 PM – 4:00 PM		
Room 1: Financial Management	Room 2: Annual Planning	Room 3: Organizing Successful Events
Room 4: Building a Winning Leadership Team	Room 5: Financial Management	Room 6: Annual Planning

Break

4:30PM – 5:00 PM **End of Day Recap:** David Acosta, 2018 President-Elect, NAHREP

Opening Evening – Dinner on Own

Our planning team will suggest local restaurants and things to do in Washington DC to make your evening an enjoyable experience with fellow Leadership Academy participants. Enjoy your evening!



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MONDAY, APRIL 8, 2019

- 8:00 AM – 8:50 AM **Coffee Provided**
Coffee service in ballroom foyer. Attendees may enjoy breakfast on-own at hotel or at several nearby eateries. Suggestions provided via concierge desk.
- 8:45 AM – 9:00 AM **Opening Recap & Overview of Day 2 Agenda**
Speaker: Daisy Lopez-Cid, 2018 President, NAHREP
- 9:00 AM – 10:30 AM **NBOD Meeting**
Location Georgia Room, 2nd Level
- 9:15 AM – 10:15 AM **Leadership Components Talk**
Speakers:
Carmen Mercado, Single-Family Affordable Lending Manager, Freddie Mac
Lenny McNeill, SVP, Managing Director National Strategic Markets and Specialized Sales, US Bank Home Mortgage
Tanya Reu-Narvaez, SVP Human Resources, Realogy
Nelson Ramos, Managing Director, Charles Schwab Bank
Brad Blackwell, Housing Policy Executive
Cerita Battles, SVP, Head of Retail Diverse Segments, Wells Fargo
- 10:15 AM – 10:30 AM **Break**
- 10:30 AM – 11:45 AM **Skills Training | Confidence & Presentation Skills**
Speaker: Jerry Ascencio, Chairman of the Hispanic Wealth Project
- 11:45 AM – 12:45 PM **Group Lunch**
Attendees enjoy lunch while hearing keynote remarks
Speaker: Mike Miedler, CEO, Century 21
- 12:45 PM – 1:00 PM **Closing Comments on Leadership**
Speaker: Gary Acosta, Co-Founder & CEO, NAHREP
- 1:00 PM – 1:20 PM **John C. Maxwell Leadership Talk**
Speaker: Jerry Ascencio, Chairman, Hispanic Wealth Project
- 1:30 PM – 2:00 PM **Chapter Awards & Recognition**
Highlighting Excellence in Chapter Leadership
Leadership Academy certificates will be given to all graduates of the Academy at the close of the event.
Presenters:
David Acosta, 2018 President-Elect, NAHREP
Sara Rodriguez, CEO and Counsel, Titan Title, LLC