

TAREB 2026 69th ANNUAL CONFERENCE
Renaissance Dallas Addison Hotel
15201 Dallas Parkway
Addison, Texas 75001
972-386-6000
June 11-13, 2026
PRELIMINARY POSTING AGENDA

PRE-CONFERENCE EVENTS

Thursday, June 11, 2026

11:00 AM – 05:00 PM	
11:00 AM – 05:00 PM	Registration
01:00 PM – 05:00 PM	Leadership Training Elevate your local board with organizational structure and leadership development tips. Necessary for all Local Board leaders. Presenters: L.J. Jennings, Chief of Staff, NAREB; C. Renee Wilson, Executive director, NAREB
01:00 PM – 05:00 PM	Youth Academy
01:00 PM – 02:00 PM	Education Session Achievement Now: Leadership and Influence in Real Estate This is a powerful mastermind designed to help you grow as a leader from the inside out. Based on the proven principles of leadership expert Dr. John C. Maxwell, this experience explores the core foundations of effective leadership—starting with influence, character, priorities, and personal growth. Presenter: Shelyna Tinglin 1 HR CE Course #: 06352-RECE Provider #: 1
01:00 PM – 02:00 PM	Education Session Community First: The Realtor’s Guide to Policy, Affordability & Industry Engagement This one-hour course builds policy awareness, advocacy skills, and hyperlocal competency Realtors® need to evaluate whether their communities are meeting residents’ needs. Agents learn how local decisions on affordability, zoning, permitting, land use, infrastructure, schools, transportation, and small-business ecosystems shape housing supply and neighborhood stability. Presenter: Cassandra Davis-Beach 1 HR CE Course #: 39419-RECE Provider #: 1
02:15 PM – 03:15 PM	Education Session Overcoming the Downpayment Hurdle In this class, we will break down how Texas homebuyers can use down payment assistance and mortgage credit programs to get into homes sooner. Programs like those offered by TSAHC provide grants, forgivable second liens, and tax credits that can dramatically improve affordability for buyers. Presenter: Jessie Jackson, Cornerstone Mortgage 1 HE CE Course #: 52030 Provider #: 1
02:15 PM – 03:15 PM	Education Session Protecting Your Business and Legacy: Legal and Financial Strategies for Real Estate Professionals Presenter: Soluto Uba, Esq
03:00 PM – 06:00 PM	Exhibitor’s Set Up
03:30 PM – 04:30 PM	Education Session Excellence First, AI Second How top Realtors multiply results without sacrificing quality. Presenter: Dr. Kellie Agueze
03:30 PM – 05:30 PM	Education Session Realtor Professionalism: Raising the Bar Professionalism is more than a license; it is the experience clients remember. Today’s clients expect more, and professionalism is the difference between being hired and

	<p>being forgotten. This course equips REALTORS® with modern business etiquette and professionalism strategies that build confidence, trust, and lasting client relationships. Attendees will learn how professional behaviors directly influence referrals, repeat business, and overall sales success. The session also shows how REALTOR® Designations and professional branding can improve perception, strengthen credibility, and position REALTORS® as trusted advisors in a competitive real estate market.</p> <p>Presenter: J Rene Walker 2 HRS CE Course #: 05964-RECE Provider #: 1</p>
07:00 PM – 10:00 PM	President's Reception
CONFERENCE START	
Friday, June 12, 2026	
07:00 AM – 01:00 PM	Registration
07:30 AM – 08:30 AM	Continental Breakfast
08:30 AM – 04:30 PM	Exhibitor's
08:45 AM – 10:00 AM	Opening Session
09:00 AM – 04:00 PM	Youth Academy
10:15 AM – 10:30 AM	Ribbon Cutting/Exhibitor Open
10:45 AM – 11:45 AM	<p>Education Session 2026 Design Trends Covers current design trends, color trends, flooring, tile trends, kitchen design, and impactful design tips.</p> <p>Presenter: Nikki Watson, CEO, The Design Quad 1 HR CE Course #: 32641 Provider #: 10154</p>
10:45 AM – 11:45 AM	<p>Education Session Protesting Texas Property Taxes: Maximizing Savings Understand the basics of the Texas property tax system. Identify key rights under the tax code. Recognize the importance of annual value protests. Develop strategies for successful protest hearings.</p> <p>Presenter: D'Adreinne Truitt-Sweat</p>
10:45 AM – 11:45 AM	<p>Education Session Execution Over Excuses: Business Planning This course will guide real estate professionals in creating a results-driven business plan, leveraging technology for goal setting, tracking progress, and executing their strategies.</p> <p>Presenter: Shelyna Tinglin 1 HR CE Course #: 06324-RECE Provider #: 1</p>
12:00 PM – 02:00 PM	POWER Luncheon – Fireside Chat with Black Mayors
02:15 PM – 03:30 PM	<p>Education Session “Unlocking More Buyers: Leveraging Down Payment Assistance to Grow Your Pipeline.” Presenters: Aldo Quinones, Senior Business Growth Strategy Consultant Wells Fargo Home Lending, Customer Growth Segments Team; Ashley R. Aoshima, Sr. AVP, Senior Business Growth Strategy Consultant Wells Fargo Home Lending, Customer Growth Segments Team</p>
02:15 PM – 04:15 PM	<p>Education Session REO's/BPO's Help agents identify potential clients for business development and revenue generation.</p> <p>Presenter: Marion Napoleon, Sr. Instructor, TAR</p>
06:00 PM – 07:00 PM	Top 20 Reception
07:30 PM – 10:00 PM	Top 20 Awards & Scholarship Gala
Saturday, June 13, 2026	
08:00 AM – 09:30 AM	Prayer Breakfast
08:30 AM – 01:30 PM	Exhibitor's
09:00 AM – 02:00 PM	Youth Academy
09:45 AM – 10:45 AM	<p>Education Session Mining Your Business: Contacts to Contracts Presenter: Delisa Rose</p>

09:45 AM – 10:45 AM	Education Session The Appraiser–Agent Handshake: Good Data & Smoother Inspections This course helps license holders make the appraisal process smoother by focusing on clear property details and professional teamwork. You will learn how to provide the right information from the start to avoid common delays during the home site visit. Presenter: Rosalind (Roz) Booker, Broker, Arbrook Realty 1 HR CE Course #: 39380-RECE Provider #: 1
09:45 AM – 11:45 AM	Education Session Short Sale Basics Identifying pre-foreclosure properties and marketing strategies to turn distressed properties into listings. Presenter: Marion Napoleon, Sr. Instructor, TAR 2 HRS CE Course #: 39162-RECE Provider #: 1
11:00 AM – 12:00 PM	Education Session Creating Your Digital Twin to Achieve More
11:00 AM – 12:00 PM	Education Session Reverse for Purchase: The Homebuying Loan Option for Seniors A Reverse for Purchase, also known as a Home Equity Conversion Mortgage for Purchase (HECM for Purchase), allows older homeowners (62 and older) to purchase a new primary residence using a reverse mortgage loan without having to make monthly mortgage payments. Enables seniors to downsize, relocate closer to family, or move into a home more suitable for seniors without resolving their savings. Presenter: Rhonda Hutchison, Mortgage Broker/Owner Envision Home Lending 1 HR CE Course #: 52079 Provider #: 10766
12:00 PM – 12:30 PM	Check Out
12:30 PM – 03:00 PM	TAREB General Membership Mtg & Elections (Members Only - Must Wear Your Badge)
01:30 PM – 03:30 PM	Exhibitor’s Move Out
03:00 PM – 03:30 PM	Wrap UP
03:45 PM – 05:00 PM	Incoming President Reception
Agenda Subject to Change Without Notice!	