

DENVER SALES & MARKETING COUNCIL

2017 Educational Program

SALES | MARKETING | DESIGN

*PROGRAM SUBJECT TO CHANGE

JANUARY 2017			
JAN 9, 16, 30	CSP	Steve Bricker	All Day at the HBA
JAN 26	HBA Council Kick-off Party	Dave Miles	5:00-8:00pm at Cable Center
FEBRUARY 2017			
FEB 13	Managing Home Buyers in a Challenging Market	Carol Smith	8:00-10:00am at the HBA
MARCH 2017			
MAR 1	Google Analytics - What You Actually Need to Know	Natalie Henley - Volume Nine	8:00-10:00am at Volume Nine
MAR 13	Intentionality: Thrive in the Game of Life & Homebuilding	Kerry Mulcrone	8:00-10:00am
APRIL 2017			
APR 4,5	MIRM	Alisa Poncher	All Day at the HBA
APR 10	Blueprint 2.0	Doug Van Lerberghe and Tina Martelon	8:00-11:30am at PPA
MAY 2017			
MAY 8	Powerful Presenting Tools	S. Robert August	All Day at the HBA
MAY 8	Train the Trainer	S. Robert August	10:00am-5:00pm at the HBA
JUNE 2017			
JUN 7	How to Succeed at MAME	Shane & Lisa Parrish - PMP	8:00-10:00am at the HBA
JUN 12	She-conomy -- Woo, WOW and WIN the female home buyer	Chad Bria - BDX	8:00-10:00am at PPA
JULY 2017			
JUL 10	Selling by Generation	Cliff Stahl	8:00-10:00am
JUL 26	Design within Reach: Bringing urban touches to the suburban environment	Amy Levi, Strata & Steve James, DTGY	8:00-10:00am at the HBA
AUGUST 2017			
AUG 14	Homebuyer Insight - Understanding Today's Buyer	Alpana Aurora - BDX	8:00-10:00am
SEPTEMBER 2017			
SEP 13 -17	Inspiration Tour	N/A	All Day - TBD
OCTOBER 2017			
OCT 9	Personal Safety (in Partnership with PWB)	Brett Titus and Dave Fisher	8:00-10:00am at PPA
OCT 18	How Digital Marketing Drives the Brand Experience	Dave Miles	8:00-10:00am at the HBA
NOVEMBER 2017			
NOV 4	MAME	N/A	5:00-10:00pm at Seawell Ballroom
NOV 13,14,15	CSP-Certified New Home Sales Professional	Speaker TBD	All Day at the HBA



HBA Overall Sponsors



How to Register

www.hbadenver.com/events

*For a SMC Council Member Price Code Option please email Heather Attardo at hattardo@hbadenver.com