

## EVENT SPEAKERS

10:45 a.m.

Sponsored by



**Ann-Marie Lurie**



### 2023 Housing Market Forecast for Calgary & Area

Ann-Marie will take you through the key economic factors influencing the housing market in 2023, including a breakdown of the overall trends in the local economy, insights into the apartment-style, attached and detached housing segments and what's next for Calgary real estate. You'll gain a comprehensive understanding of the trends to watch in 2023 plus:

- What REALTORS® should expect in the different market segments and how to anticipate what's next; and
- What's new, what's now and what's next in the state of the overall economy in Calgary and Canada.

1:30 p.m.



**Deborah Yedlin**

### Calgary's Opportunity in Times of Economic Turbulence

Deborah will share a powerful and practical presentation on Calgary's potential in the current economic climate including a macro-look at what's ahead for Alberta as a whole in 2023.

2:30 p.m.

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**Bob Sutton**



### Ninja Selling Techniques

Have you sensed a shift in the real estate market? Learn the mindset, skills and actions you'll need to not only survive but thrive, in the new abnormal environment. Topics include:

- How to counsel buyers and sellers amid this change;
- Learn skills you'll need to navigate the current market environment; and
- Take action to generate a continuous flow of buyers and sellers.

2:30 p.m.

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**Matt Basile**



### Reigniting the Fire: Become a Calmer, Smarter, and Happier Entrepreneur

Join Matt as he shares lessons he's learned in the trenches as a founder, not only when it comes to creating a successful and sustainable business, but also how to heal from burnout, reignite that innovative spark, and keep that entrepreneurial spirit fueled.

3:50 p.m.

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**Alan Tennant, Cathy Godin, Brian Hahn, Brad Parry**  
Moderated by Deborah Yedlin



### Industry Insight - Real Talk on Local Real Estate

Join our industry panel for a thought-provoking discussion on topics impacting the real estate market in Calgary. The panel will provide a diverse view from lending, building, and economic development within the city. With this interactive panel, attendees will have the opportunity to ask those burning questions about factors impacting their business today and into the future.

3:50 p.m.

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**Jeff Kahane**



### Getting Sued Sucks: What You Need to Know When Working with Foreign Buyers & Sellers

Join real estate lawyer Jeff Kahane to learn everything you need to know about foreign buyers and sellers in the current market. This presentation will help you understand the basics of the new Canadian law which prevents non-citizens from buying in Canada, teach you how to avoid client breach and getting sued when dealing with non-residents for tax purposes, and provide an overview of best practices when working with buyers and sellers from outside of Canada.