

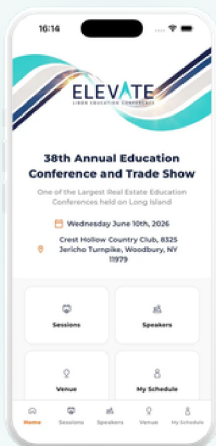
ELEVATE

LIBOR EDUCATION CONFERENCE

2026

Presented by Long Island Board of REALTORS®

June 10, 2026



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Mid-Island Mortgage Corp., a Dedicated
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Speakers at the 38th Annual
Education Conference

We support LIBOR's team in ensuring that
the voices of Realtors in Queens, Nassau
and Suffolk are heard loud and clear.
Mid-Island Mortgage Corp. has been
delivering customized home loans with
personalized service since 1959.

***Together, we can make the dream
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***Thank you to all industry experts and
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38th Annual Education Conference a success.***

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*Certain loans may be arranged through a 3rd party lender.



2026 EDUCATION ADVISORY GROUP

Jacques Ambron

Mohammad Ayub

Laura Copersino

Frank DellAccio

Melissa Gomez

Suzanne Greenblatt

Jerome Jones

Linda Lugo

Jean Mansueto

Ann Marie Pallister

Melissa Pironi Mancuso

Andy Thaw

Erica Turner

Charlotte Vanderwaag

Yahhila Yehuda Yisrael

KEYNOTE SPEAKER



Matthew Ferrara

Unlocking AI Intelligent Guide
for REALTORS®

Join Matthew Ferrara, real estate industry growth expert, for an exciting program to unlock the power of artificial intelligence for REALTORS®. Learn how to apply AI to simplify operations, expand sales and delight clients. Using real-world examples, Matthew demonstrates best practices for smarter prompts, custom chatbots, and automating marketing and client services. Featuring practical techniques for prospecting, content creation, and managing transactions without losing the human-touch, this fun workshop is filled with tips and techniques for beginners and advanced users alike.

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ONE¹KEY[®] INFO TRACK MLS

All Sessions in the Emerald Room



Valerie Stephan
Vice President of Customer
Engagement, OneKey[®] MLS



James Gaughan
Learning & Outreach Manager
OneKey[®] MLS



Frank DellAccio
Broker/Owner, Century 21AA



Dan Troup
CEO, Broker Public Portal

From Listing to Live with OneKey[®] MLS

10:45 AM - 12:15 PM

Valerie Stephan and James Gaughan will demonstrate how to streamline your workflow, maximize listing visibility, and deliver a more compelling experience for both sellers and buyers using OneKey[®] MLS tools.

APPROVED for 1.5 NYS CE Credit

Reclaiming the Consumer Connection

2:00 PM - 3:30 PM

Online consumers want speed, accuracy, and expertise. Frank DellAccio and Dan Troup will explore how brokers can reclaim their power using Broker Public Portal, a nationwide alliance of MLSs and brokerages that delivers a consumer-first home search experience powered by the most accurate, up-to-date data.

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Moses Seuram
Associate Broker
Keystone Realty



Christopher Bacchus
Associate Broker
Douglas Elliman



Melissa Gomez
Broker/Owner
ERA Top Service Realty



Kevin Leatherman
Broker/Owner
Leatherman Homes

OneKey[®] MLS Fireside Chat during Luncheon

12:15 PM - 1:30 PM

OneKey[®] MLS Vice Chair Moses Seuram will host a discussion with fellow board members Christopher Bacchus, Melissa Gomez, and Kevin Leatherman, sharing how they leverage OneKey MLS technology and statistics to grow their businesses.

OneHomeowner Demos & More! - Join Cotality's Keith Hensley in the Upper
by Cotality[™]

Glass Terrace for ongoing demonstrations of the new OneHomeowner tool, plus Matrix, MLS-Touch, and Realist.



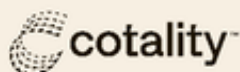
OneHomeowner

Coming soon: The #1 homeowner engagement platform for real estate agents

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\$250 Amex Giftcard



Sip, Savor & Connect

Enjoy coffee, sweets, music &
conversation in Exhibit Hall

walk thru from

1:30 PM to 2:00 PM

Enjoy the special donut wall





TEACHERS
federal credit union

**SAVING WITH TEACHERS
CAN GET YOU THERE FASTER.**

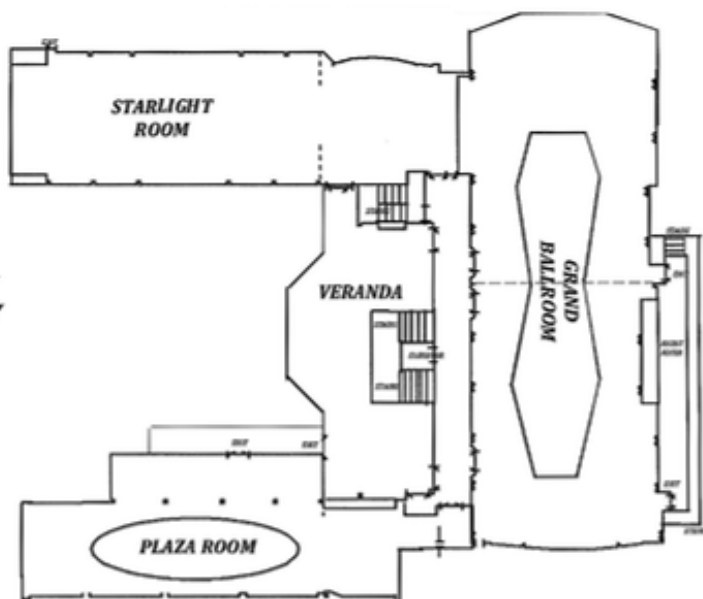
Stop by Booth #32 & 33 for
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AM SESSIONS



Mark Ferrara

Unlocking AI Intelligent Guide for REALTORS® • 9:00 AM - 10:30 AM • STARLIGHT ROOM

Join Matthew Ferrara, real estate industry growth expert, for an exciting program to unlock the power of artificial intelligence for REALTORS®. Learn how to apply AI to simplify operations, expand sales and delight clients. Using real-world examples, Matthew demonstrates best practices for smarter prompts, custom chatbots, and automating marketing and client services. Featuring practical techniques for prospecting, content creation, and managing transactions without losing the human-touch, this fun workshop is filled with tips and techniques for beginners and advanced users alike.



Marki Lemons Ryhal

Sunrise Productivity for Real Estate Professionals: The AI Night Shift That Grows Your Business While You Sleep • 10:45 AM - 12:15 PM • STARLIGHT ROOM

In 2026, it can be an AI night shift that works while you rest. In this session, agents will learn how to hand off repeatable tasks to AI so that every morning starts with momentum: drafted outreach, translated posts, and conversation-ready follow-up lists. Learn practical systems that use tools you already know, ChatGPT, Google AI, and brokerage-approved platforms, plus simple prompt templates you can share. The result: more quality conversations, consistent brand presence, better accessibility for every audience, and proof that your business can grow and profit. **APPROVED 1.5 NYS CE CREDIT.**



Addie Owens

Heirs & Houses: Probate Real Estate Made Simple (and Profitable) • 10:45 AM - 12:15 PM • TERRACE ROOM

Probate can feel intimidating...legal terms, emotional families, multiple decision-makers, and timelines that don't behave. But for agents who understand the basics and approach it ethically, probate becomes a reliable specialty that serves families well and creates consistent listing opportunities. In this session, agents will learn probate real estate in plain English: who the key players are, what the typical timeline looks like, when a property can be sold, and how to communicate confidently with personal representatives, heirs, attorneys, and title partners. We'll also cover the biggest mistake agents make in probate, sounding like a vulture, and replace it with scripts and a follow-up approach that's respectful, professional, and effective. **APPROVED 1 NYS CE CREDIT**



Matt Kelly

Relationships First: Building the Pipeline without Buying the Business • 10:45 AM - 12:15 PM • VERANDA BAY TENT

Buying leads? QUIT today! In this session, Matt Kelly shares the no-fluff lessons and operations he has implemented over the years past as a solo agent to serve more than 100 organic happy clients in 2025 while maintaining a high level of service and hospitality. Built for new to mid-level agents, this session will cover the tools, workflows, and standards that help agents stay organized, follow up consistently, manage transactions smoothly, and build stronger SOI relationships. From CRM and SOPs to project management and transaction coordination, attendees will walk away with a clearer understanding of what to use, what to avoid, and how to build a business that can grow without becoming chaotic. Presented by LIBOR's YPN.



Jef Conn

Help! How Do I Do a Commercial Deal? • 10:45 AM - 12:15 PM • EMERALD ATRIUM ROOM

Curious about commercial real estate but not sure where to start? This practical course helps residential agents understand the basics of commercial real estate, including property types, terminology, where deals come from, and how to identify opportunities beyond the MLS. Learn when to get involved, when to refer out, and how commercial knowledge can help better serve your clients and grow your business.

APPROVED 1.5 NYS CE CREDIT



Valerie Stephan



James Gaughan

From Listing to Live with OneKey MLS® • 10:45 AM - 12:15 PM • EMERALD ROOM

Take your listings from entry to exposure with the powerful tools available in OneKey MLS®. In this session, you'll learn how to streamline your workflow, maximize listing visibility, and deliver a more compelling experience for both sellers and buyers using tools new and established. **APPROVED 1.5 NYS CE CREDITS**

Executive Roundtable: Broker Manager Session

Future of Our Industry with James Dwiggins

10:45 AM - 12:15 PM • HAMPTON GARDEN ROOM

Join us for a special Broker/Manager Roundtable Discussion with James Dwiggins, where he will cover:

- Strategies for leading and growing your brokerage in today's market
- How to recruit and retain top talent
- Ways to position your agents for success in a shifting industry
- A live Q&A session - bring your biggest challenges!



James Dwiggins

Don't miss this exclusive opportunity to gain valuable insights for your business.

PM SESSIONS



Special Fireside Chat Industry Insights

with OneKey® MLS, Inman Editorial Reporter, Top Producers and James Dwiggins at Luncheon!

12:15 PM - 1:30 PM • STARLIGHT ROOM

MODERATORS



Moses Seuram,
Vice Chair, OneKey® MLS



Christopher Bacchus,
BOD, OneKey® MLS



Kevin Leatherman,
Leatherman Homes



Melissa Gomez,
BOD, OneKey® MLS



James Dwiggins,
President, NextHome, Inc.



Jim Dalrymple,
Editorial Director, Inman



Kevin Brown,
2026 President, NAR



Bess Freedman
CEO, BHS



Marki Lemons Ryhal

100 Instagram Leads in 7 Days: The No-Ad Organic System for REALTORS®

2:00 PM - 3:30 PM • STARLIGHT ROOM

No-ad Instagram course for REALTORS® showing how a 7-day organic system produced 100 leads in a week and 1,742 contacts in a year. Covers profile optimization, content, DMs, repurposing, metrics, and follow-up so brokers and teams leave with a repeatable, compliant lead engine. The goal isn't to turn you into a "social media star." The goal is to turn Instagram into a predictable source of buyers and sellers who already like you before they ever click "Schedule an Appointment." **APPROVED 1.5 NYS CE CREDIT**



Addie Owens

The Listing Powerhouse Playbook

2:00 PM - 3:30 PM • TERRACE ROOM

What does it take to become a listing Powerhouse? In this high-energy session, you'll gain insider insight from a powerhouse listing agent on how to win the listing, command the room, and position yourself as the obvious choice for sellers. Discover the mindset, strategies, and professional edge that turn listing opportunities into closed deals and stand out in a competitive market. **APPROVED 1 NYS CE CREDIT**



Jef Conn

How to Make Money in Commercial Real Estate

2:00 PM - 3:30 PM • EMERALD ATRIUM ROOM

This advanced course provides a strategic roadmap for building a profitable and scalable commercial real estate business through specialization, systems, prospecting, and relationship-building. Attendees will learn how top commercial brokers create long-term success by developing niche expertise, leveraging technology, building strong referral networks, and consistently generating opportunities. Designed for agents ready to elevate their business, this course focuses on practical strategies to increase visibility, credibility, and sustainable income.



Frank DellAccio Jr.



Dan Troup

Reclaiming the Consumer Connection

2:00 PM - 3:30 PM • EMERALD ROOM

Today's online consumer wants speed, accuracy, and a direct path to expertise. Too often, online leads are treated like a routing exercise instead of the start of a relationship. This session looks at how brokers can step back into a stronger role, much like they once did, by creating better systems for response and connection. It also highlights how Broker Public Portal is working to bring consumers closer to the people who create and know the content best. **APPROVED 1 NYS CE CREDIT**



Patrick Fife

Protect Your Business: Legal Update & Risk Management for Brokers and Managers

2:00 PM - 3:30 PM • HAMPTON GARDEN

Stay ahead of today's legal challenges with LIBOR General Counsel Patrick Fife. Designed for brokers and office managers, this session delivers essential updates on industry legal trends, risk exposure, and best practices to help protect your brokerage, support your agents, and reduce liability. Bring your questions and take advantage of this opportunity to gain practical insights and guidance. Although this is geared toward brokers and managers, all attendees are welcome due to CE credit availability. **APPROVED 1 NYS CE CREDIT**

VIRTUAL CARD



Most common question asked:

What courses do I need to take to renew my real estate license?

Answer: In order to renew your real estate license, all NYS Real Estate licensees are required to complete 22.5 hours of approved New York State continuing education before the expiration date which appears on your license. 11.5 of those hours are of required CORE topics. The remaining 11 hours may be taken in elective topics of your choosing.

CORE required topics are:

- 3 hours of fair housing and/or discrimination
- 1 hour of agency (2 hours for first time salespersons licensing renewal)
- 2.5 hours of ethical business practices
- 1 hour of recent legal matters
- 2 hours of implicit bias awareness
- 2 hours of cultural competency



LIBOR Members SAVE with the LIBOR Virtual Education Discount Card!

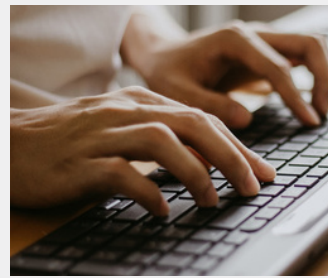
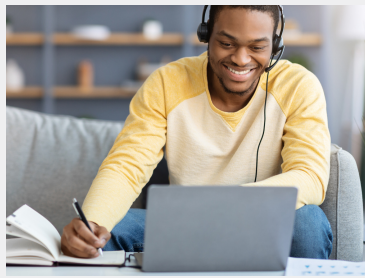
A REALTORS® life is extremely busy and we understand. With the Virtual Education Card, members save on in person and live distance education classes (Zoom)! You also are able to register and cancel as your schedule allows, all online. We put you in control!

Visit lirealtor.com/professional-development to learn more about the Virtual Discount Education Card!

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Empower your future.

MORNING PROGRAM



8:15AM **REGISTRATION OPENS**
MAIN LOBBY

9:00AM – 10:30AM **KEYNOTE SESSION: UNLOCKING AI INTELLIGENT GUIDE FOR REALTORS®**
Matthew Ferrara
STARLIGHT ROOM

10:45AM – 12:15PM **SUNRISE PRODUCTIVITY FOR REAL ESTATE PROFESSIONALS: THE AI NIGHT SHIFT THAT GROWS YOUR BUSINESS WHILE YOU SLEEP**
Marki Lemons Ryhal
STARLIGHT ROOM
Approved for 1.5 NYS CE credits

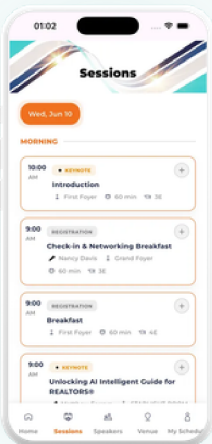
HEIRS & HOUSES: PROBATE REAL ESTATE MADE SIMPLE (AND PROFITABLE)
Addie Owens
TERRACE ROOM
Approved for 1 NYS CE credit

HELP! HOW DO I DO A COMMERCIAL DEAL?
Jef Conn
EMERALD ATRIUM ROOM
Approved for 1.5 NYS CE credit

BROKER SESSION: FUTURE OF OUR INDUSTRY
James Dwiggins
HAMPTON GARDEN ROOM

ONEKEY® MLS INFO TRACK SESSION FROM LISTING TO LIVE WITH ONEKEY MLS®
Valerie Stephan & James Gaughan
EMERALD ROOM
Approved for 1.5 NYS CE credits

BUILD THE MACHINE: THE SYSTEMS AND LESSONS BEHIND 100+ HAPPY CLIENTS A YEAR
Matt Kelly
Veranda Bay Tent



Get today's sessions
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AFTERNOON PROGRAM



- 12:15PM – 1:30PM **GRAND ASSEMBLY – SIT DOWN LUNCHEON**
Special Fireside Chat Industry Insights with OneKey®
MLS, Inman Editorial Reporter, Top Producers,
James Dwiggins, NAR President Kevin Brown, and
Brown Harris Freedman CEO Bess Freedman
GRAND BALLROOM
- 1:30PM – 2:00PM **SIP, SAVOR & CONNECT**
Enjoy coffee, music & conversation
PLAZA ROOM
- 2:00PM – 3:30PM **100 INSTAGRAM LEADS IN 7 DAYS: THE NO-AD ORGANIC SYSTEM FOR REALTORS®**
Marki Lemons Ryhal
STARLIGHT ROOM
Approved for 1.5 NYS CE credits
- THE LISTING POWERHOUSE PLAYBOOK**
Addie Owens
TERRACE ROOM
Approved for 1 NYS CE credit
- HOW TO MAKE MONEY IN COMMERCIAL REAL ESTATE**
Jef Conn
EMERALD ATRIUM ROOM
- BROKER SESSION: Protect Your Business: Legal Update & Risk Management**
Patrick Fife Esq.
HAMPTON GARDEN ROOM
- ONEKEY® MLS INFO TRACK SESSION**
RECLAIMING THE CONSUMER CONNECTION
Frank DellAccio Jr. & Dan Troup
EMERALD ROOM
Approved for 1 NYS CE credit
- 3:45PM – 4:45PM **WRAP UP SESSION: MOVING FORWARD: THE ROAD AHEAD FOR REAL ESTATE**
James Dwiggins
GRAND BALLROOM
- 4:45PM – 5:30PM **GLOBAL WINE & CHEESE**
A Taste of Global
Where International Business Meets Global Bites
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At the Elevate Education Conference, your growth matters.
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New Member Profile Demo

Whether you're between sessions or looking to learn more about
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★ TRACK & MANAGE



DOS CE PROGRESS TRACKER

Track your real estate license expiration date, DOS-required courses, and credits needed for renewal — all in one place. Easily see which courses you've completed, what requirements remain, access courses to fulfill them, and print duplicate certificates anytime on your own.

↑ SCAN & SUCCEED



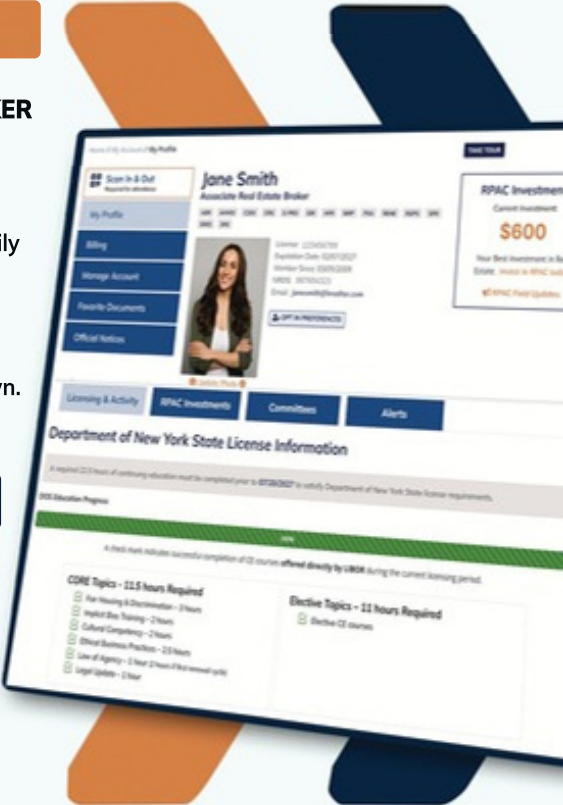
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Join LIBOR's
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through leadership opportunities

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20

**RIISING STARS
IN REAL ESTATE
AWARDS GALA**

Wednesday
July 15, 2026

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Tap into foreign investment, relocation, and second-home opportunities right here on Long Island.

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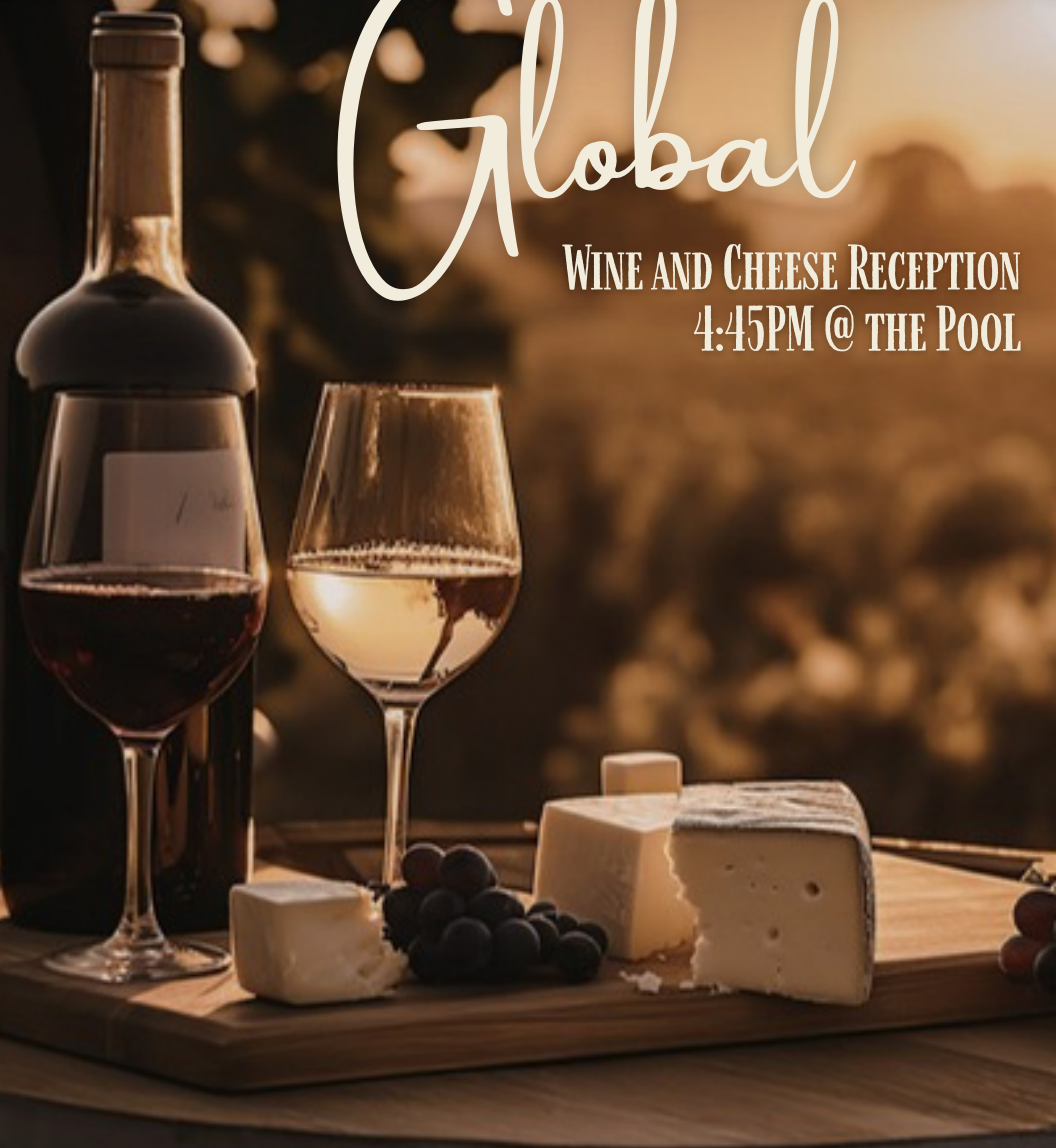
Stand out as a globally connected, culturally fluent real estate professional.

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A TASTE OF Global

WINE AND CHEESE RECEPTION
4:45PM @ THE POOL



LIBOR COMMERCIAL

Think Big, Build Bigger!

Are you ready to take your commercial real estate career to the next level? The Commercial Network of the Long Island Board of REALTORS® (CNLIBOR) is more than just a committee, it's a gateway to high-value connections, cutting-edge education, and powerful tools that keep you competitive market.

HERE'S WHY SMART PROFESSIONALS ARE PLUGGING INTO LIBOR COMMERCIAL:

EDUCATION: Exclusive workshops, training, CE Classes, National designations and certification classes

INDUSTRY INSIGHTS: Stay informed with access to the latest news, trends, research, and reports

NETWORKING: Events catering to connecting top commercial real estate professionals together

COMMUNITY INVOLVEMENT: Collaborate with local organizations and economic development councils

TECHNOLOGY TOOLS: Cutting-edge resources including access to the OneKey® MLS Commercial website for listings and RPR

ADVOCACY: Representation of commercial interests at local, state, and national levels



**COMMERCIAL
NETWORK
CRUISE**

JULY 29

Don't Miss It



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LIBOR APPRAISAL & VALUATION

SUPPORTING THE WORK BEHIND EVERY VALUATION.

Appraisals play a critical role in every sale, lease, and financing decision. A well-supported valuation not only determines fair market value, but also helps ensure transactions are grounded in accurate, unbiased information that protects all parties involved. LIBOR's Appraisal & Valuation Committee equips professionals with the tools, resources, and insights to succeed and support a stronger, more reliable market.



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LEARN BETTER WAYS TO COMMUNICATE
TODAY'S MARKET

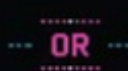


WALK IN WITH
QUESTIONS.
WALK OUT
WITH IDEAS.

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in the Upper Glass Terrace.



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GLASS TERRACE!

REALTOR® AWARD NOMINATIONS ARE NOW OPEN FOR 2026!



LIBOR is proud to celebrate members who are experts in their fields, advocates in their communities, leaders amongst their peers and champions of the advancement of the real estate profession.

Annually, LIBOR recognizes the accomplishments and service of select members and presents awards of excellence in the following categories:

- REALTOR® of the Year
- REALTOR® Affiliate of the Year
- Lifetime Achievement Award
- REALTOR® Spirit Award

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- 516-409-5100 **Allstate Insurance: Chris Lucas Agency**
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- 516-945-5407 **Chase Bank**
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- 631-661-4800 **LIBOR Specialty Networks: Global, Commercial, YPN, Appraisal & Valuation * (Evan Smith Staff Liaison)**
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