

NAREB 2026 MIDWINTER CONFERENCE
Hyatt Regency Tulsa Downton
100 E. 2nd St., Tulsa, OK 74103
918-234-1234
February 16-19, 2026
PRELIMINARY AGENDA

Monday, February 16, 2025		PRE-CONFERENCE EVENTS
08:00 am – 09:00 am	Regional Vice Presidents (RVPs), State Presidents (SPs) and Local Board Presidents (LBPs) New Membership Portal Training AssociationSphere Membership Portal training has been underway, and the Conference provides a valuable opportunity to come together in person for additional hands-on support. This session is designed to help Local, State, and Regional leaders strengthen their understanding of the portal, ask questions in real time, and receive practical guidance to improve day to day use. The training will focus on key functions that support membership management, invoicing, renewals, communications, event support, and reporting, helping boards use the system more efficiently and consistently. Presiding: Rubye Wright, Membership Services Director; Chardae Murray, Support Services Administrator, NAREB	
08:00 am – 05:00 pm	Committee Track Commercial Investment Division (CID) Presiding: Derrick Luckett, President, CID, NAREB	
09:15 am – 10:15 am	Regional Vice Presidents (RVPs) Leadership Training The session will focus on strengthening regional operations, supporting local chapters, and the engagement of NAREB programs and initiatives. Emphasis will be placed on leadership responsibilities, communication flow, accountability, and collaboration across the national, regional, and local levels. This training is essential for all Regional Vice Presidents and is designed to ensure alignment, preparedness, and impact as NAREB continues advancing its mission. Presiding: LJ Jennings, Chief of Staff; NAREB; Ashley Thomas III, President, NAREB; C. Renée Wilson, Executive Director, NAREB; Bishop Craig Worsham, Director, Faith-Based & Civic Engagement, NAREB; Karen Johnson, RVP Chair, NAREB	
10:00 am – 01:00 pm	Affiliate Track NAREB Investment Division (NID) How NID helps you grow a successful NID/HUD Certified Branch Office Presenters: Ray Carlisle, Sr., President NAREB Investment Division-Housing Counseling Agency (NID-HCA) Lydia Pope, NID Trainer and Certified Branch Office Manager	
10:30 am – 12:30 pm	State Presidents and Local Board Presidents Leadership Training This leadership training strengthens coordination between state and local leadership by clarifying roles, responsibilities, and organizational structure. State Presidents will focus on supporting Local Boards. Local Board Presidents will gain practical leadership tools to strengthen board operations and community impact and effective execution of NAREB programs and initiatives across state and local levels. Presiding: LJ Jennings, Chief of Staff; NAREB; Ashley Thomas III, President, NAREB; C. Renée Wilson, Executive Director, NAREB; Bishop Craig Worsham, Director, Faith-Based & Civic Engagement, NAREB	
12:00 pm – 02:00 pm	Affiliate Track Women's Council of NAREB Executive Committee Meeting Presiding: Archie Emerson, President, WCNAREB	
12:30 pm – 02:00 pm	Lunch On Your Own	
02:00 pm – 04:00 pm	Leadership Academy Presiding: Marcus Brown, 2 nd VP, NAREB	
02:00 pm – 05:00 pm	NAREB Developers Academy The next eight cohorts of the Developers Academy, representing various regions across the country, will officially kickoff. Participants will meet their cohort members, instructors, and consultants. The	

	<p>session will also include Module 1: The Development Process, along with an introduction to the NAREB Development Fund (NDF) and the services available to support emerging developers.</p> <p>Presenters: Dr. Courtney Johnson Rose, Chair, NAREB Development Fund (NDF); Ken Morrison, NDF Director and President of United Developers Council (NDF)</p> <p>Partner: Wells Fargo Foundation</p> <p>Invitation Only (Non-Transferable)</p>
02:15 pm – 03:45 pm	<p>Affiliate Track Women's Council of NAREB Partnership Presentation</p> <p>Presiding: Archie Emerson, President, WCNAREB</p>
03:00 pm – 05:00 pm	<p>Board of Directors Meeting</p> <p>Presiding: Lydia Pope, Chair of the Board, NAREB</p>
03:00 pm – 07:00 pm	<p>Exhibitor Set-Up</p>
06:00 pm – 10:00 pm	<p>WELCOME RECEPTION – Black Elegance @ The Black Wallstreet</p> <p>Join us for a warm and welcoming reception where attendees can meet, mingle, network, and enjoy a shared sense of community with fellow Realtists and partners.</p> <p>Location: The Vista at 21 / Greenwood Rising Black Wall Street History Center</p> <p>Moderator: Amber Lewis, 3rd VP, NAREB</p> <p>Host: Ashley Thomas III, President, NAREB</p>

Tuesday, February 17, 2025

CONFERENCE EVENTS

06:00 am – 07:00 am	<p>Health & Wellness Morning Session</p> <p>Start your day by investing in you. This morning session is designed to help you recharge and refocus by supporting healthy habits that strengthen your mind, body, and spirit. Join us for a refreshing moment of encouragement and wellness as we prioritize self-care, renewal, and the energy needed to lead, serve, and thrive.</p>
07:00 am – 09:00 am	<p>Exhibitor Set-Up</p> <p>No Exceptions!! Absolutely no move-in will be allowed after 09:00am (2/17/26)</p>
07:00 am – 10:00 am	<p>Continental Breakfast</p>
08:00 am – 05:00 pm	<p>Conference Registration</p>
08:30 am – 10:20 am	<p>Opening Ceremony</p> <p>Prepare to launch the Mid-Winter Conference with an opening designed to inspire, energize, and ignite our collective purpose. This dynamic kickoff brings together NAREB leadership, Realtists, partners, and invited guests for an engaging look at the opportunities and challenges shaping today's housing landscape. Attendees will gain timely insight into national priorities, hear powerful messages that speak to the urgency of Closing the Gap through Advocacy, Affordability, and Access, and feel the momentum of a united Realtist family ready to lead in 2026. With high energy, relevant content, and a spirit of excellence, this opening kicks-off an amazing week of learning, strategy, and connection.</p> <p>Special Remarks: Honorable Monroe Nichols, Mayor of Tulsa, Oklahoma</p> <p>Partner Remarks: Donna Greene, VP, Sr. Business Development Consultant, Wells Fargo</p> <p>Moderator: Danny Felton, 1st VP, NAREB</p> <p>Partner: Chuck Bishop, Head of Consumer Growth Segment, Home Lending; Ewunike N. Brady, VP, Customer Growth Segments Lead, Wells Fargo</p> <p>Special Presentation: Native American Tribal Land Background (Dance)</p>
10:20 am – 10:30 am	<p>Greenwood, Black Wall Street, NAREB Legacy Video Presentation</p>
10:30 am – 11:45 am	<p>Marque Forum</p> <p>The Marque Forum brings together NAREB's President and leading voices from across the financial ecosystem for a balanced and forward-looking conversation about the current landscape and what matters most to Realtists today. Together, these leaders will explore market conditions, shifts in lending and affordability, capital access, small business challenges, consumer barriers, and new opportunities that can help Realtists grow, compete, and better serve their communities. With strong thought leadership and meaningful takeaways, the Marque Forum provides timely insight that will guide NAREB's strategic path forward and strengthen our work in advancing Closing the Gap through Advocacy, Affordability, and Access.</p>

	<p>Guest Speaker: Dr. Boyce Watkins, Finance Ph.D., Speaker, Founder of Black Business School Moderator: Marcus Brown, 2nd VP, NAREB</p>
11:45 am – 12:00 pm	<p>Closing Session Special Presentation: A marching band procession to conclude the session and transition guests into the next experience.</p>
12:00 pm – 12:10 pm	<p>Ribbon Cutting - Vendor Experience Welcome to the Vendor Experience, where access meets opportunity. Expect engaging conversations, fireside chats, short spotlight presentations, and a vibe inspired by the culture that keeps the atmosphere lively and welcoming. You will also have plenty of time to connect with partners who are here to support you, your business, and the communities you serve. This space is designed for learning and networking in a relaxed, fun environment. Explore resources, discover new tools, ask questions, and build relationships that can help you grow, serve clients better, and stay connected to what's happening across real estate, housing, and community impact. Come ready to engage, learn, connect, and leave with real value. Presiding: Ashley Thomas III, President, NAREB</p> <p>Sorority and Fraternity Stroll</p>
12:10 pm – 01:30 pm	<p>Vendor Experience: Black Wall Street</p>
01:00 pm – 04:00 pm	<p>Affiliate Track Women's Council of NAREB Leadership Designation Course Presiding: Archie Emerson, President, WCNAREB</p>
01:30 pm – 03:00 pm	<p>Past Presidents Meeting Presiding: Dr. Thom Holmes, Past President Chair, NAREB</p>
01:30 pm – 02:30 pm	<p>Breakout Affiliate Track Expanding Your Real Estate Business with Property Management This introductory course, presented by Real Estate Management Brokers Institute (REMBI), is designed to educate and empower Realtist on how to enter the field of property management as a complementary and sustainable revenue stream. Participants will receive a foundational overview of the property management business, including the role of a property manager, day-to-day operational responsibilities, compliance considerations, and how property management integrates with sales, brokerage, and investment activities. Presenter: Lionel Bohanon, President, REMBI</p>
01:30 pm – 02:30 pm	<p>Breakout Business GEO, AEO & GPTs: The New Power Tools for Real Estate Branding Success This dynamic, hands-on workshop is built to empower today's real estate professional with the tools and skills needed to thrive in a tech-forward industry. Come ready to learn, practice, and implement strategies that will strengthen your business immediately. Our marketing technology expert will guide you through two powerful learning tracks:</p> <ul style="list-style-type: none"> ➤ AI Optimization for Real Estate Agents: AI is reshaping how consumers find agents—and how agents get found. Learn how to take control of your digital identity so AI platforms showcase you accurately and professionally, helping you win visibility and trust in the marketplace. ➤ Create Your Own Custom GPT: Go beyond using AI—learn how to build it. You'll be guided step-by-step in creating your own custom GPT tailored to your real estate business. From automating repetitive tasks to assisting with marketing, content creation, client communication, and lead follow-up, you'll learn how a personalized AI tool can streamline your workflow and elevate your productivity. <p>You'll leave with practical skills, hands-on experience, and the confidence to put technology to work for your success. Presenter: Angie Javier, National Trainor, Realtor.com</p>
01:30 pm – 2:30 pm	<p>Breakout Session SHIBA Census Track Advocacy 101 Advocacy is at the core of NAREB's legacy and future. Advocacy 101 is a foundational yet powerful session designed to equip Realtist with the tools needed to become effective advocates in their local markets. This class will walk members through the step-by-step process of successful advocacy, including how to engage policymakers, influence local housing decisions, and position yourself as a trusted voice on housing equity. Attendees will gain practical strategies for building relationships, advancing policy priorities, and driving measurable impact in their communities.</p>

	Partner: Jaylon Herbin, Director of Federal Campaigns; Tamika McGhee, Outreach & Policy Manager Faith Affairs, Center for Responsible Lending
02:30 pm – 02:45 pm	Break
02:45 pm – 03:45 pm	<p>Breakout Affiliate Track Unlocking a Hidden Market: Using Section 8 Homeownership Vouchers to Grow Your Real Estate and Mortgage Business</p> <p>Many housing vouchers never transition beyond rental assistance, this course shows Realtists® how to change that. Led by the NAREB Mortgage Committee, this class focuses on identifying, qualifying, and converting HUD Section 8 Housing Choice Vouchers into homeownership transactions. Participants will gain insight into how the program works, how to partner with local housing authorities, and how to structure transactions that meet both HUD guidelines and lender requirements. By understanding this often-underutilized pathway, attendees can tap into a consistent buyer pool, expand their impact, and help families move from renting to owning</p> <p>Presenter: Cecelia Marlow, SVP, Diverse Lending, Mortgage Committee Chair</p>
02:45 pm – 03:45 pm	<p>Breakout Education Present to Win — Delivering Powerful Buyer, Listing, and Recruiting Presentations That Convert</p> <p>Winning presentations aren't about showcasing a résumé, they're about solving the client's problem. In this hands-on, interactive workshop, Bryan Pitt teaches the essential shifts needed to transform presentations from information-heavy monologues into compelling, story-driven conversations. Using a simple and repeatable 3-part framework (Problem → Value → Outcome) paired with a flexible script outline, attendees will build their own succinct presentation during the class.</p> <p>Presenter: Bryan Pitt, Director, Education Events, Anywhere</p> <p>Partner: Liz Gehringer, President and CEO, Anywhere Franchise Brand</p>
03:45 pm – 04:00 pm	Breakout Session
04:00 pm – 05:00 pm	<p>Breakout Education Buying Discounted Mortgage Notes---Become the Bank</p> <p>This class will explain what discounted mortgage notes are and how to buy them, giving you a step-by-step roadmap to building passive income like a true financial insider. You'll learn how mortgage notes work, why banks sell them at a discount, and how everyday investors can profit by purchasing debt. We'll break down key terminology, legal considerations, due diligence strategies, funding options, and proven methods to evaluate and manage performing and non-performing notes. New to investing or looking to expand your portfolio, this course will empower you with the knowledge, tools, and confidence to start investing in mortgage notes safely and strategically—so you can create predictable cash flow and truly "Become the Bank."</p> <p>Moderator: Zoritha Thompson, Default Services Committee Chair, NAREB</p> <p>Presenter: Steve Whitlock, CEO, American Equity Funding</p>
04:00 pm – 05:00 pm	<p>Breakout Session General Membership Meeting</p> <p>The Young Realtist Division of NAREB (YRD) invites members to attend its General Membership Meeting for an important update on the division's vision and direction. This session will provide an overview of what YRD is currently working on and a forward-looking discussion of its plans and priorities for 2026.</p> <p>Presenter: Darryl Powell-Lee, President, Young Realtist Division (YRD)</p>
	Fireside Chats at Exhibit Hall
06:00 pm – 10:00 pm	<p>NAREB FAMILY REUNION AT THE MAIN EVENT</p> <p>Enjoy an evening at The Main Event with unlimited access to games, activities, and entertainment designed for nonstop Realtist family fun. Spend the night exploring everything The Main Event has to offer including bowling, arcade games, laser tag, billiards, shuffleboard, and a full selection of classic and modern attractions, with plenty of friendly competition and bragging rights waiting for those who rise to the challenge.</p> <p>Location: The Main Event Tulsa</p> <p>Presiding: Ashley Thomas III, President, NAREB</p>
Wednesday, February 18. 2025 CONFERENCE EVENTS	
06:00 am – 07:00 am	<p>Health & Wellness Morning Session</p> <p>Start your day by investing in you. This morning session is designed to help you recharge and refocus by supporting healthy habits that strengthen your mind, body, and spirit. Join us for a refreshing</p>

	moment of encouragement and wellness as we prioritize self-care, renewal, and the energy needed to lead, serve, and thrive.
08:00 am – 10:00 am	<p>Women's Council Joan C. Chambers Prayer Breakfast Separate Ticketed Event Presiding: Archie Emerson, President, WCNAREB</p>
09:00 am – 05:00 pm	Vendor Experience
10:15 am – 11:00 am	<p>General Session Women Investing in Real Estate (W.I.R.E.) Do not miss Dr. Cheyenne Bryant as she shares how real estate, personal growth, and intentional choices shaped her path to success. Attendees will gain practical tools and inspiring insights to elevate their own journey toward ownership and wealth building. Partner Remarks: Dionne Cuello, SVP, National Diverse Market Segment, Citi Presiding: Ashley Thomas, III, President; C. Renee Wilson, Executive Director; Amber Lewis, 3rd VP, NAREB</p>
10:15 am – 11:00 am	<p>General Session Men Investing In Real Estate (M.I.R.E.) NAREB's Men Investing in Real Estate (MIRE) program creates space for men to learn, connect, and grow through real conversations focused on the priorities that matter most. This session highlights economic stability, financial knowledge and wealth building, and expanding pathways to ownership. It also emphasizes physical and mental wellbeing, fatherhood and family stability, and purpose driven leadership. MIRE is designed to strengthen men, families, and communities by supporting the full picture of success, legacy, and impact. Presiding: Keith Willis, Sr., MIRE Committee Chair, NAREB</p>
11:00 am – 12:00 pm	<p>Breakout Affiliate Track Appraisal Bias & Valuation Review – What Every Real Estate Agent Must Know Appraisals can make or break a transaction and when valuations are inaccurate or biased, they can reinforce inequities in housing outcomes. This essential session is designed to provide practical instruction on how to read and interpret an appraisal report, identify red flags, and understand the factors that influence value. Presenter: Brian Cox, President, National Society of Real Estate Appraisers (NSREA)</p>
11:00 am – 12:00 pm	<p>Breakout Session Strategic Partnership Certification (Session 1) Come and receive your certification in Strategic Partnerships and learn how to turn relationships into powerful engines for growth and impact. This session empowers Realtist to move beyond transactional connections into strategic collaborations rooted in alignment, accountability, and long-term value. Walk away equipped with practical tools to identify the right partners and drive measurable results for your business and community. Presenter: Bishop Craig Worsham, Director of Faith Based & Community Partnerships; Letrice Barge, Affinity Committee Chairperson, NAREB</p>
12:00 pm – 01:30 pm	Vendor Hall Lunch
01:30 pm – 03:00 pm	<p>Affiliate Track Women's Council of NAREB Board of Governors' Meeting Presiding: Latisha Grant, Chair, WCNAREB</p>
01:30 pm – 02:30 pm	<p>Breakout Education Real Estate Owned (REO) This class explores the current REO landscape, including market conditions, inventory expectations, and future opportunities. Learn what REO properties are, how the process works from default to disposition, and the vital role they play in the REO lifecycle. The course will also cover essential skills such as working with asset managers, compliance requirements, and effective listing and marketing strategies. The session concludes with an expert industry panel sharing real-world insights, best practices, and guidance for successfully entering and thriving in the REO market. Moderator: Zoritha Thompson, Default Services Committee Chair, NAREB Presenter: LJ Jennings, President, Sales Division (SD) Panelist: Ron Branch, Past President; Monica Hill, Constitution Committee, Chair, NAREB</p>
01:30 pm – 02:30 pm	<p>Breakout Education Hire a Winner or Train a Winner: Brokerage Leadership That Builds People, Power & Pathways to Wealth Brokerage leadership today requires more than recruiting top producers, it requires building intentional systems that develop talent, expand opportunity, and protect consumers. The philosophy of "hire a winner or train a winner" challenges brokers to lead with purpose by identifying potential, investing in education, and cultivating leadership at every level of the</p>

	<p>brokerage.</p> <p>Presenter: Kesha Kennedy, Owner and Broker of Legacy South Real Estate Group and the Owner & Director of Pinnacle Academy of Real Estate</p> <p>Partner Infomercial: Cranston Sparks, Financial Planner, Prudential Advisors</p>
02:30 pm – 03:30 pm	<p>Breakout Education Prospecting Your Way — Building Lead Generation Strategies for Introverts and Extroverts</p> <p>This practical and energizing session breaks down the myths surrounding introversion and extroversion in real estate. Whether an agent gains energy from quiet focus or from social engagement, they can build a powerful prospecting approach that aligns with who they naturally are.</p> <p>Presenter: Bryan Pitt, Director, Education Events, Anywhere</p> <p>Partner: Liz Gehringer, President & CEO, Anywhere Franchise Brands</p>
02:30 pm – 03:30 pm	<p>Breakout Session Strategic Partnership Certification (Session 2)</p> <p>Come and receive your certification in Strategic Partnerships and learn how to turn relationships into powerful engines for growth and impact. This session empowers Realtist to move beyond transactional connections into strategic collaborations rooted in alignment, accountability, and long-term value. Walk away equipped with practical tools to identify the right partners and drive measurable results for your business and community.</p> <p>Presenter: Bishop Craig Worsham, Director of Faith Based & Community Partnerships; Letrice Barge, Affinity Committee Chairperson, NAREB</p> <p>Partner Informercial: Gary Walters, Sr. Mortgage Consultant, Community Lending Team, Prosperity Home Mortgage</p>
03:45 pm – 04:45 pm	<p>Breakout Session United Developers Council (UDC) Session From Vision to Viable: The Real Estate Development Pathway</p> <p>For all emerging developers, self-taught or seasoned developers, fix-and-flippers, investors, or Realtists exploring what's next, this session is for you. Many members feel called to real estate development but are unsure where to start, how deals are structured, or how to move beyond transactions into ownership and impact. This session demystifies development and presents it as a learnable, accessible process, not just for large firms or major projects. attendees introduced to the developer mindset, the core development process, and practical pathways for moving from vision to action. Participants will explore how development can begin with single-family rehabs, small multifamily, scattered-site projects, and faith- or community-based land, while still creating real impact and long-term wealth. Designed as a foundational on-ramp to the NAREB Development Academy and the gateway to UDC's Get Off the Bench Bootcamp and Development Consultant Basics, participants will leave with clarity, confidence, and a clear next step to move from interest to action.</p> <p>Presenters: Kenneth Morrison, President; Michelle Calloway, Chairperson, United Developers Council (UDC)</p>
03:45 pm – 04:45 pm	<p>Breakout Session 2025 SHIBA Report & Policy Dialogue: Confronting the Barriers to Black Homeownership</p> <p>The 2025 State of Housing in Black America (SHIBA) Report provides a data-driven snapshot of the persistent challenges facing Black homeownership across the nation. This interactive session will offer a high-level overview of the report's key findings while creating space for a robust, solution-oriented policy discussion among NAREB members.</p> <p>Presenter: Marcus Brown, 2nd VP, NAREB; Otis L. Milton, Public Affairs Chairman, NAREB</p>
04:00 pm – 05:30 pm	<p>New Member Orientation Meeting</p> <p>Join us for an engaging Membership Orientation as we focus on our commitment to Closing the Gap. This session will equip new and returning members with the tools, resources, and connections needed to make the most of their NAREB experience. Learn about the benefits of membership, our national priorities, and the initiatives shaping NAREB's work in this new administration. Together, we will explore meaningful opportunities for impact, strengthen our network, and chart a powerful course for success in 2026 and beyond.</p> <p>Presenters: Rubye Wright, Member Services Director, NAREB; Imani Breaux, Membership Chair, NAREB; D'Andrea Davie, Membership Co-Chair, NAREB</p>
07:00 pm – 11:00 pm	Open Evening: Casino Shuttle Buses, Affiliate, State & Regional Parties
08:00 pm – 10:00 pm	Realtist After Dark

Thursday, February 19, 2025

CONFERENCE EVENTS

06:00 am – 07:00 am	Health & Wellness Morning Session
08:00 am – 09:30 am	Legislative Breakfast - Leveraging Federal Experience to Strengthen NAREB's Future This panel brings together former senior leaders from the Biden Administration who helped shape national housing, economic, and community development strategies. Drawing from their frontline experience in federal leadership, they will share insights and recommendations on how NAREB can position itself for greater impact, elevate its advocacy, and achieve the best outcomes for the communities it serves. Attendees will gain guidance on aligning NAREB's priorities with the evolving policy landscape and advancing its mission to close the wealth gap. Panelists: Adrienne Todman , President/CEO, National Rental Home Counsel; Grovetta Gardineer Esq. , Former Senior Deputy Comptroller, Bank Supervision Policy OCC; Teresa Bazemore , First Industrial & Anza Audit Committee Chair; Sandra L. Thompson , Retired Director, Federal House Finance Agency
10:30 pm – 12:30 pm	General Membership Meeting – Members Only Must have your badge. Presiding: Ashley Thomas III, President, NAREB
12:30 pm –	Lunch on Your Own, Conference Close & Community Exploration Following the conclusion of the Membership Meeting, attendees are invited to enjoy the remainder of the day at their leisure. This intentional free time allows members to explore Tulsa's rich culture, visit the historic Greenwood District and Black Wall Street Museum, connect with fellow Realtists®, or simply recharge before travel.