

**Navigating the New Normal-2022 AAGM Education Conference**  
**Tuesday September 13, 2022**

CEC	Room		Time	Session	Speaker
	Foyer	Registration	7:30-8:00 am	Continental Breakfast (provided)	
1.5	Tennessee Ballroom A	General	8:00-9:30	<p><b>Opening Session: The Sky is NOT the Limit: Overcoming Obstacles and Adversity</b></p> <p><i>What do you do when your normal is gone? Quit? Give up? Or do you change your pace? Change your perspective and change your outlook? Fletcher Cleaves did just that. He created his own new normal and in comparison to coming out of a state of pandemic, we are also faced with new challenges and how we navigate and overcome new obstacles will be up to us.</i></p> <ul style="list-style-type: none"> <li>● <i>The power of pivoting</i></li> <li>● <i>Strategic adaptability</i></li> <li>● <i>Responding to challenges</i></li> <li>● <i>Glass half full</i></li> </ul>	Fletcher Cleaves, <a href="#">The Wheelchair Nomad</a>
1.0	Tennessee Ballroom C	Breakout 1	9:40-10:40	<p><b>Talent Mining</b></p> <p><i>Are you still looking for diamonds when It comes to filling your open positions? Do you feel like you are always searching for candidates, always coming up empty-handed? There is a fundamental change happening, and it is affecting how we recruit, develop and retain our staff. Star talent of the future Is looking for more substance than just a place to work; they are looking for a place to connect, grow and lead. Let us shed some razor-sharp focus to this topic by discovering pure gold:</i></p> <ul style="list-style-type: none"> <li>● <i>What is hot in talent recruitment</i></li> <li>● <i>What attracts tomorrow's leaders?</i></li> <li>● <i>Developing raw talent</i></li> <li>● <i>Unemployable vs. employment challenged</i></li> <li>● <i>Hiring for passion, training for skill</i></li> </ul> <p><i>This session is great for hiring managers and leadership responsible for changing the game in Multifamily talent!</i></p>	Megan Orser, CALP, HCCP, Director of Professional Development & CEO, <a href="#">Smart Apartment Solutions</a>

	Tennessee Ballroom DE	Breakout 2		<p><b>Successful Networking</b></p> <p><i>Creating a great network comes through networking with the people around you. Different settings provide different opportunities to meet new people. What are some best practices to take advantage of these opportunities?</i></p> <p><b>Objectives:</b></p> <ul style="list-style-type: none"> <li>• <i>How do you connect with the right group of people?</i></li> <li>• <i>Is your network bringing you the value that you are looking for?</i></li> </ul>	Delila House, CAM President, <a href="#">Delila Shantea LLC</a>
		Break	10:40-10:55		
1.0	Tennessee Ballroom C	Breakout 3	10:55-11:55	<p><b>Simple Stress Management</b></p> <ul style="list-style-type: none"> <li>• <i>Physical and psychological signs of stress</i></li> <li>• <i>“Rest and digest” - activating the parasympathetic nervous system</i></li> <li>• <i>Mindful living tips</i></li> <li>• <i>Seated breathwork practice</i></li> <li>• <i>Desk-friendly yoga flow</i></li> <li>• <i>Seated meditation</i></li> </ul>	<a href="#">Your Inner Yogi Memphis</a>
	Tennessee Ballroom DE	Breakout 4	10:55-11:55	<p><b>Why Culture is Your Competitive Advantage and How to Get it Right</b></p> <ul style="list-style-type: none"> <li>• <i>Fostering engagement and highlighting culture in the workplace correctly</i></li> <li>• <i>How you can make a measurable impact with your team relating to cultivating culture</i></li> <li>• <i>Team Harmony</i></li> <li>• <i>Elevating and amplifying your values at in the office</i></li> </ul>	Brad Federman <a href="#">Performance Point, LLC</a>
	Tennessee Ballroom A	Lunch	12:00-1:15	(provided)	

1.0	Tennessee Ballroom C	Breakout 5	1:20-2:20	<b>Social Media Strategies</b>  <i>Are you using all of the social media platforms to your advantage? If you are not, why not? Megan will share the ease and the benefits of many of today's social tools such as Tik Tok and how to optimize your results and target your audience.</i> <ul style="list-style-type: none"> <li>● App Loyalty</li> <li>● Creating your own image and brand</li> <li>● Audience Reach</li> </ul>	Megan Orser
1.0	Tennessee Ballroom DE	Breakout 6	1:20-2:20	<b>Estate Planning</b>  <i>If you were in an accident, who would handle your affairs? Attend this session to learn about wills, trusts, and powers of attorney.</i>	David Mendelson Benjamin Wachtel <a href="#">Mendelson Law Firm</a>
		Break	2:20-2:30	(bathroom break)	
1.5	Tennessee Ballroom A	General	2:30-4:00	<b>Closing session: Understanding Emotional Intelligence in the Workplace</b>  Understanding how to create boundaries and practice empathy in the workplace is important.  This session will cover: <ol style="list-style-type: none"> <li>1. Self -Awareness &amp; Regulations</li> <li>2. Empathy and Motivation</li> <li>3. Healthy Boundaries</li> <li>4. Emotional Triggers</li> </ol>	Delila House, CAM
6.0 total	Tennessee Ballroom A	Announcements /Adjourn	4:00		