

ESTABLISHING
CONNECTIONS

DAY 1 WEDNESDAY

12:00pm-5:00pm	Registration Open Check-in and Collect Your Name Badge & Conference Information	EXHIBIT HALL 2nd Floor W Hotel
1:30pm-2:30pm	NTLA's Tax Deed Investor Group Committee Meeting (Tax Deed Investor Committee ONLY)	STUDIO 8 2nd Floor W Hotel
1:30pm-2:30pm	NTLA's New Market Committee Meeting (New Market Committee ONLY)	GALLERY 2nd Floor W Hotel
1:30pm-2:30pm	NTLA's Public Relations Committee Meeting (PR Committee ONLY)	STUDIO 6 2nd Floor W Hotel
2:00pm-3:00pm	NTLA'S Legislative Committee Meeting (Legislative Committee ONLY)	STUDIO 1 2nd Floor W Hotel
3:00pm-3:45pm	First Timer Meet and Greet Reception with Board Members (Exclusive- First time NTLA Conference Attendee ONLY)	STUDIO 5 2nd Floor W Hotel
3:00pm-5:00pm	Vendor Exhibition Hall Opens Make your way to the Expo Floor to visit with business solution vendors on Floor 2 of the W for top quality products and services. These vendors have solutions to help you save time and add dollars to your bottom line. See what a difference these partners and programs can make in your company's efficiency, productivity, and bottom line. GET CONNECTED! Visit a booth from now until the end of day Friday to be entered into a drawing for some awesome prizes!	EXHIBIT HALL 2nd Floor W Hotel
3:45pm-5:15pm	NTLA Board of Director's Meeting (CLOSED TO BOARD MEMBERS ONLY) Thirteen board members, one Executive Director and one General Counsel meet to discuss the critical mission of the NTLA which is to be the primary organization advancing the legislative, regulatory, business, public relations and educational interests of the tax lien industry in the United States.	STRATEGY ROOM 2nd Floor W Hotel
5:00pm-6:00pm	Shuttle to Opening Reception Yacht Party (Shuttle runs ever 20 minutes between 5:00- 6:00pm with the first shuttle starting at 5:00pm and the last shuttle leaving at 5:50pm)	MAIN ENTRANCE W Hotel
6:00pm-9:00pm	President's 20th Anniversary Networking Intracoastal Yacht Party Bon Voyage! Set Sail with the NTLA on a privately chartered yacht to celebrate our 20th Anniversary! Enjoy cocktails and hors d'oeuvres while listening to a steel drum band out on the beautiful intercoastal waterways - this is an event you won't want to miss! There will be plenty of food offered, as locally inspired hot bites are passed alongside seafood and carving stations.	SUNDRAM YACHTS 2950 Ne 32nd ave Fort Lauderdale, FL 33308

FORMULATING THE PLAN

DAY 2 THURSDAY

8:00am-9:00am	<p>MORNING WORKOUT: Sunrise Yoga Flow Sunrise flow yoga is a more aerobic style class that improves strength and endurance. A perfect way to start your day.</p>	<p>BEACH across from W Hotel</p>
7:30am-8:45am	<p>Grand Breakfast Buffet Start your day off with a brain-boosting breakfast and check out some of the conference exhibitors. GET CONNECTED!</p>	<p>BUNGALOW LOBBY LEVEL 4th floor</p>
8:45am-12:00pm	<p>Registration Open Check-in and Collect Your Name Badge & Conference Information</p>	<p>EXHIBIT HALL 2nd Floor W Hotel</p>
8:30am-8:45am	<p>NTLA Board Photo</p>	<p>TERRACE 5th Floor W Hotel</p>
8:45am-9:30am	<p>NTLA @ Work The long awaited and long overdue groundbreaking news from the National Tax Lien Association! The industry will never be the same. Join Brad and Trey for the latest NTLA news on New Markets, Public Relations and Market Research! SPEAKERS: Brad Westover & Trey Gullledge <i>NTLA</i></p>	<p>GREAT ROOM 2nd Floor W Hotel</p>
9:30am-10:00am	<p>US Anti-Trust Training: You are free to choose but not the consequences of your choices “Anti-Trust Training: You are free to choose but not the consequences of your choices: 3 years, \$350k individually, \$10mm Corporate (US Dept. of Justice – Antitrust Division)”. BE EDUCATED, BE SMART, STAY SAFE. SPEAKER: <i>Stephanie Raney Trial Attorney, Antitrust Division, United States Department of Justice</i></p>	<p>GREAT ROOM 2nd Floor W Hotel</p>
10:00am-10:30am	<p>Networking Break Refresh your coffee, grab a protein bar, and don't forget to visit the vendor booths! GET CONNECTED!</p>	<p>EXHIBIT HALL 2nd Floor W Hotel</p>

REVIEWING THE VARIABLES

DAY 2

THURSDAY

10:30am-11:15am **BREAK-OUT SESSIONS!**

30min Session + 15min Q&A

LAB 1- The 2016 Year in Review: Deep dive into volumes sold, nationally and by State, bid rates, property type trends. A three-year case study presented!

SPEAKER: Brian Seidensticker | Tax Sale Resources

GREAT ROOM
2nd Floor W Hotel

LAB 2- From Spreadsheet to Servicing System: Learn the 10 spreadsheet sinkholes, the cost efficiency of systems, and 5 solutions to improve your current situation.

SPEAKER: Jed Reitler | Vadar Systems

STUDIO 1
2nd Floor W Hotel

LAB 3- How to buy unredeemed seasoned tax liens and not lose your shirt! A play by play description of effective due diligence and property restoration! A personal guide from one of Chicago's largest tax deed investors.

SPEAKER: Ian Atkin | Maplewood Renovations.

STUDIO 2
2nd Floor W Hotel

LAB 4- How to bridge the gap between unsophisticated individual investors and institutional investors. A place and space for everyone to succeed with diverse goals and interests.

SPEAKER: Edward Stewart | REI Holdings

STUDIO 3
2nd Floor W Hotel

LAB 5- The importance of brand protection strategies and trademarks. Branding and intellectual property for the tax lien industry. Build the brand, protect the brand and why should you care!

SPEAKER: Holly Lance | Smith, Gambrell & Russell

STUDIO 5
2nd Floor W Hotel

NETWORKING LAB: Secondary Market Exchange

Skip a session - Sit down face-to-face with the industry's leading Secondary Market Professionals. **GET CONNECTED!**

EXHIBIT HALL
2nd Floor W Hotel

DETERMINING THE VALUES

DAY 2

THURSDAY

11:15am-12:00pm **BREAK-OUT SESSIONS!**

30min Session + 15min Q&A

LAB 6-South Carolina Tax Liens: An indepth look at what pitfalls and oversights can financially ruin you. Walk away with a clear understanding of the sale process and making tax titles marketable.
SPEAKER: A. Parker Barnes III | Haynsworth Sinkler Boyd

GREAT ROOM
2nd Floor W Hotel

LAB 7- Servicing Essentials: How tax lien servicers can avoid the same pitfalls made by the mortgage servicing industry. A look at avoiding objectionable servicing issues found by New York Courts.
SPEAKER: Anthony Iacchetta | Phyllips Lytle

STUDIO 1
2nd Floor W Hotel

LAB 8- Everything you wanted to know about tax deed investing and REO Management but were afraid to ask! A guide from Tax Deed issuance to sellable property in 2 weeks.
SPEAKER: Jeff Frantz | Tax Deed 360

STUDIO 2
2nd Floor W Hotel

LAB 9- Pending and Proposed legislative changes to (Colorado, Lousiana, Indiana and Iowa). A legislative review to discuss increasing attractiveness of investing these states.
SPEAKER: Joe Edwards | SRI

STUDIO 3
2nd Floor W Hotel

LAB 10- Secondary Market & New Jersey Tax Lien Niche Successes: How to compete and win in a seasoned tax lien world. Learn from one of the Largest secondary market buyers in NJ.
SPEAKER: Ike Schwab | Trystone Capital Assets

STUDIO 5
2nd Floor W Hotel

NETWORKING LAB: REO Managers

Skip a session - Sit down face-to-face with the industry's leading REO Professionals. **GET CONNECTED!**

EXHIBIT HALL
2nd Floor W Hotel



MULTIPLYING FACTORS

DAY 2 THURSDAY

12:00pm-1:00pm	Luncheon Sun & tranquil sounds of the ocean! The Luncheon will be held at the peaceful W Rooftop Terrace where you can catch up & meet other professionals. GET CONNECTED!	ROOFTOP COURTYARD 5th Floor W Hotel
1:00pm-2:00pm	Keynote 1: "State of the Union Housing and Economic Overview" Elliot Eisenberg, Ph.D. is a nationally acclaimed economist and public speaker specializing in making the arcana and minutia of economics fun, relevant and educational. SPEAKER: Elliot Eisenberg, Ph. D. <i>Laughs & Graphs</i>	GREAT ROOM 2nd Floor W Hotel
2:00pm-2:30pm	Networking Break Refresh your coffee, grab a snack, and don't forget to visit the vendor booths! GET CONNECTED!	EXHIBIT HALL 2nd Floor W Hotel

IDENTIFYING SOLUTIONS

DAY 2

THURSDAY

2:30pm-3:15pm

BREAK-OUT SESSIONS!

30min Session + 15min Q&A

LAB 11-The Cubs Win, The Cubs Win the Pennant! In other incredible news: Learn all things Illinois! Tax lien and tax deed investing 101 thru 300 level course! Lessons learned from a tax foreclosure attorney's perspective. The process, the remedies and the pitfalls.

SPEAKER: John Stanko & Emmett McCarthy | Flamm Teilbloom Stanko & McCarthy

LAB 12-Florida Tax Deed Issues with Title and other complex issues. What happens when the County does not track the conveyance of title? Beware of these landmines: Mobile Home conveyances, HOA/Condo Liens, slander of title, survey problems, and county liens enforcement.

SPEAKER: Paul Krasker | Clear to Sell

LAB 13-Show Me The Money, the Ethical and Proper Way of Collecting on Tax Liens. **SPEAKERS:** Ed Farrow, Maria Salatto and Tom Melfi | Marcus Law Firm

LAB 14-REO Exit Strategies for today's economic climate. Learn how to optimize the sale price for every REO property through a diversified sales approach. The leading CEO for REO in the secondary marketplace shares his insights. **SPEAKER:** Jesse Loomis | Bid4Assets

LAB 15-Debt Buying for Dummies! Why tax lien investors should seriously consider buying defaulted debt. Ten Keys to successfully buying or selling distressed assets. **SPEAKER:** Jan Stieger & Adam Parks | DBA International

NETWORKING LAB: Lenders

Skip a session - Sit down face-to-face with the industry's leading Lending Professionals. **GET CONNECTED!**

GREAT ROOM
2nd Floor W Hotel

STUDIO 1
2nd Floor W Hotel

STUDIO 2
2nd Floor W Hotel

STUDIO 3
2nd Floor W Hotel

STUDIO 5
2nd Floor W Hotel

EXHIBIT HALL
2nd Floor W Hotel

DAY 2

THURSDAY

3:15pm-4:00pm

BREAK-OUT SESSIONS!

30min Session + 15min Q&A

LAB 16-The Do's and Don't of Indiana Tax Lien Investing - a chronological guide! An in-depth discussion on tax sales, commissioner sales, and deed sales in Indiana. Everything you need to know to conquer the learning curve. SPEAKER: Scott and Billy Richards | William Richards, PA

GREAT ROOM
2nd Floor W Hotel

LAB 17-New Jersey Tax Lien Overview: Learn the risks and alternatives in holding and disposing of New Jersey REO. Don't expect miracles inside of one year! SPEAKER: Robert Keyser | Taylor and Keyser

STUDIO 1
2nd Floor W Hotel

LAB 18-Secondary Market Report 2016 and 2017 Prospectus. What's transpired in trade volumes in 2016, looking into the crystal ball what will happen in 2017. How to efficiently buy or sell on the secondary market and the reasons why Buyers and Sellers utilize this marketplace. SPEAKER: Tom Tarasovic | Lumentum

STUDIO 2
2nd Floor W Hotel

LAB 19-How blockchain will change the way you buy and sell tax liens. You have probably heard of Bitcoin in the news but did you know it's built on blockchain? By using blockchain municipalities and investors can remove the complexity of tracking lien ownership throughout the investment lifecycle. It has the power to drastically change the secondary market. SPEAKER: J. Kiah Hochstetler | SDA

STUDIO 3
2nd Floor W Hotel

LAB 20- The Lender Forum: An open discussion among one of America's leading tax lien lending institutions. What states work, what states don't and why. What investors need to know and do before approaching a lender for funding! **SPEAKER:** Eric Cook & Steve Domine | Stearns Bank

STUDIO 5
2nd Floor W Hotel

NETWORKING LAB: Servicers

Skip a session - Sit down face-to-face with the industry's leading Servicing Professionals. **GET CONNECTED!**

EXHIBIT HALL
2nd Floor W Hotel



POSITI+VE CONNECTORS

DAY 2 THURSDAY

4:00pm-4:30pm

Legal Round-Up

The Legal Solution Session is open for business! Do you have legal counsel in one state but not in another? Take advantage of a room full of qualified, experienced, and eager legal professionals. **GET CONNECTED!**

BUNGALOW
2nd Floor W Hotel

5:00pm-6:45pm

Island Jammin' Happy Hour

Taste local brews from Islamorada Beer Co. Enjoy blondes, pale ales and IPAs on the rooftop terrace with an ocean view while enjoying paired appetizers and

**ROOFTOP
TERRACE**



DAY 3

FRIDAY

8:00am-9:00am	MORNING WORKOUT: Shred Beach Bootcamp Get toned for summer. The most popular class focuses on different parts of your body to get you swimsuit ready.	BEACH Across from W Hotel
8:30am-10:00am	NTLA Breakfast Buffet NTLA Breakfast made-to-order omelets and other tasty options. Don't miss your last chance to network and check out some of the conference exhibitors. GET CONNECTED!	BUNGALOW 3rd Floor W Hotel
9:00am-9:45am	Florida Tax Certificates 2017: Rules of Engagement 2017. Sixty-seven (67) counties will auction off approximately \$800 million in tax liens on or before May 1st. Multi-bidder, single bidder, proxy bidding, deposit and funding requirements discussed SPEAKERS: Brad Westover NTLA, Lloyd McLendon Real Auction, & Tax Collectors from Florida's Executive Committee	GREAT ROOM 2nd Floor W Hotel
9:00am-9:45am	PACE: Property Assessed Clean Energy Programs. Best practices from a tax administrator's standpoint. Which has first priority: tax lien or pace lien? Implications of pace on America's Tax Collectors and Tax Lien Investors. SPEAKER: Lydia McEvoy Clay County Tax Collector & Sarah Benatar Coconino County Treasurer	STUDIO 1 2nd Floor W Hotel
10:00am-10:45am	NTLA @ Work - The Networking Forum The last opportunity to connect and build lasting business relations! (Investors, Lenders, Servicers, Attorneys, Tax Collectors, Software Providers, Secondary Market Traders, Due Diligence Firms, REO Managers, Property Developers). SPEAKER: Brad Westover NTLA	GREAT ROOM 2nd Floor W Hotel
10:45am-11:45am	NTLA Legislative Report: Every Year 150,000 new bills are introduced in America. Review the NTLA Legislative Committees Position and Priority of its "flagged" bills. Committee members will discuss their regional bills and any concerns or calls to action!	GREAT ROOM 2nd Floor W Hotel
11:45am-12:15pm	NTLA Prizes & Closing Remarks You won't want to miss these closing remarks as NTLA Executive Director, Brad Westover discusses the future of the NTLA, what's on the horizon for 2016 and where our market is headed. SPEAKERX: Brad Westover & Trey Gullledge NTLA	GREAT ROOM 2nd Floor W Hotel