



ESTABLISHING CONNECTIONS

DAY 1 WEDNESDAY

12:00pm-3:00pm	<p>Registration Open Check-in and Collect Your Name Badge & Conference Information</p>	EXHIBIT HALL 2nd Floor W Hotel
1:30pm-2:30pm	<p>NTLA's Tax Deed Investor Group Committee Meeting <i>(Tax Deed Investor Committee ONLY)</i></p>	GALLERY 2nd Floor W Hotel
1:30pm-2:30pm	<p>NTLA's New Market Committee Meeting <i>(New Market Committee ONLY)</i></p>	STUDIO 1 2nd Floor W Hotel
1:30pm-2:30pm	<p>NTLA's Public Relations Committee Meeting <i>(PR Committee ONLY)</i></p>	STUDIO 6 2nd Floor W Hotel
3:00pm-3:45pm	<p>First Timer Meet and Greet Reception with Board Members <i>(Exclusive- First time NTLA Conference Attendee ONLY)</i></p>	STUDIO 5 2nd Floor W Hotel
3:00pm-5:00pm	<p>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!</p>	EXHIBIT HALL 2nd Floor W Hotel
3:45pm-5:15pm	<p>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.</p>	STRATEGY ROOM 2nd Floor W Hotel
5:30pm-6:30pm	<p>Shuttle to Opening Reception Yacht Party <i>(Shuttle runs ever 15 minutes between 5:30- 6:30pm with the first shuttle starting at 5:30pm and the last shuttle leaving at 6:30pm)</i></p>	MAIN ENTRANCE W Hotel
6:30pm-9:30pm	<p>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.</p>	DOCKS AT BAHIA MAR 801 Seabreeze Blvd Ft. Lauderdale, Florida

Want to bring a guest? No problem. You can purchase a guest ticket for both cocktail receptions for \$200 at www.ntla.org



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>	BEACH across from W Hotel
8:00am-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>	BUNGALO LOBBY LEVEL 4th floor
8:45am-12:00pm	<p>Registration Open Check-in and Collect Your Name Badge & Conference Information</p>	EXHIBIT HALL 2nd Floor W Hotel
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 Gulledge <i>NTLA</i></p>	GREAT ROOM 2nd Floor W Hotel
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: TBD <i>US Dept. of Justice</i></p>	GREAT ROOM 2nd Floor W Hotel
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>	EXHIBIT HALL 2nd Floor W Hotel



REVIEWING THE VARIABLES

DAY 2 THURSDAY

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

30min Session + 15min Q&A

NATIONAL TAX COLLECTOR & TREASURER FORUM

Topic: U.S. Best Practices

(Exclusively for Executive Directors, Presidents, Vice Presidents of State Tax Collector Associations ONLY)

STUDIO 7

2nd Floor W Hotel

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!**

STUDIO 6

2nd Floor W Hotel



DETERMINING THE VALUES

DAY 2 THURSDAY

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

30min Session + 15min Q&A

NATIONAL TAX COLLECTOR & TREASURER FORUM

Topic: Association Management

(Exclusively for Executive Directors, Presidents, Vice Presidents of State Tax Collector Associations ONLY)

STUDIO 7

2nd Floor W Hotel

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!**

STUDIO 6

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

NATIONAL TAX COLLECTOR & TREASURER FORUM

Topic: Innovations

(Exclusively for Executive Directors, Presidents, Vice Presidents of State Tax Collector Associations ONLY)

LAB 1-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 | Flamm Teilbloom Stanko & McCarthy

LAB 2-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 3-Connecticut Tax Deed investing vs Tax Lien Investing! Tips from the Public Sector with 20 years' experience. Learn to distinguish will sell method is more attractive for you. SPEAKER: The Honorable Lisa Biagiarelli | Tax Collector, City of Norwalk CT

LAB 4-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 5-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 | Executive Director, DBA International

NETWORKING LAB: Lenders

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

STUDIO 7

2nd Floor W Hotel

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

STUDIO 6

2nd Floor W Hotel



DEVELOPING STRATEGIES

DAY 2 THURSDAY

3:15pm-4:00pm

BREAK-OUT SESSIONS!

30min Session + 15min Q&A

NATIONAL TAX COLLECTOR & TREASURER FORUM

Topic: TBD

(Exclusively for Executive Directors, Presidents, Vice Presidents of State Tax Collector Associations ONLY)

STUDIO 7

2nd Floor W Hotel

LAB 6-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 7-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 8-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 9-Land Banking 101: The Center for Community Progress discusses land banks, tax liens and neighborhood distress. An exploratory session to discuss how tax liens and land banks can assist in community revitalization.

SPEAKER: TBD

STUDIO 3

2nd Floor W Hotel

LAB 10-The Lenders Forum: A panel discussion among America's 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!

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!**

STUDIO 6

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!**

GREAT ROOM

2nd Floor W Hotel

5:00pm-6:45pm

Hits & Hops Happy Hour

Taste local brews from Fort Lauderdale's own Breweries while enjoying paired appetizers and live classic rock hits. **GET CONNECTED!**

ROOFTOP

TERRACE



SOLVING THE EQUATION

DAY 3 FRIDAY

8:00am-9:00am	<p>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.</p>	<p>BEACH Across from W Hotel</p>
8:30am-10:00am	<p>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!</p>	<p>BUNGALOW 3rd Floor W Hotel</p>
10:00am-10:45am	<p>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</p>	<p>GREAT ROOM 2nd Floor W Hotel</p>
10:45am-11:45am	<p>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!</p>	<p>GREAT ROOM 2nd Floor W Hotel</p>
11:45am-12:15pm	<p>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. SPEAKER: Brad Westover & Trey Gullledge NTLA</p>	<p>GREAT ROOM 2nd Floor W Hotel</p>