

Conference Speakers and Educators

Printer-Friendly Version

Joseph R. Autilio

Currently the Executive Director and Legal Counsel to the Massachusetts Board of Registration of Real Estate Brokers and Salespersons, the Commonwealth's agency that licenses real estate agents in Massachusetts. The Board also has regulatory and disciplinary authority over agents here in Massachusetts. In addition to a number of duties Joe is the Board's Hearing Officer in all adjudicatory matters involving licensees. (1987 to present)



Andy Consoli

Andrew Consoli has been teaching for over 10 years and has enlightened thousands of professionals throughout Massachusetts and New Hampshire. He is highly motivated and experienced. His seminars will entertain, educate and help you better understand the complexities of construction, mechanical systems, rules and regulations, lead paint, septic-Title 5, Chapter 91, wet land protection, environmental issues, 21-E's, liabilities, disclosures and more.



Ruth Dillingham, Esq.

Ruth is Special Counsel and Lender Liaison for First American Title Insurance Company in the New England region. In that capacity she interacts with lenders and title agents, keeping both sides apprised of any new developments in lending, compliance or conveyance practices. She presents numerous training programs for both attorney/agents and lenders with a concentration on emerging issues.

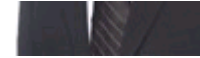


Matthew Ferrara

For more than 15 years, Matthew Ferrara has been a driving force for real estate technology innovation. His clarity of thought and sharp skills as an educator have helped thousands of real estate professionals redesign how the real estate industry works as they take advantage of new and existing technologies. Matthew's philosophy is simple: Brokers and agents need to maximize the tools they already have to succeed in the business. He pioneered an approach to technology that focuses on objective advice,



in-depth skill training and world-class technical support – the three pillars of his company today.



Margy Grant

Margaret Grant is the Associate General Counsel for the Massachusetts Association of REALTORS®. Margy provides member assistance through the MAR Legal Hotline daily and instructs courses for the Association on legal topics ranging from mediation and ethics to contract law and agency. Margy is a graduate of The University of New Hampshire and Suffolk University School of Law and a member of both the California and Massachusetts Bars.



Amy Greene

Amy Greene, of Yarmouth, a state-certified real estate training instructor and the broker-owner of Martin/Surette Realty, LLC. in Dennis and South Yarmouth has been a REALTOR® since 1986. Greene is an instructor of industry-related courses and seminars on the local and state levels, and has also developed specialized real estate training seminars for agents and brokers. Specifically, she is a state-certified continuing education course instructor, currently serves on the faculty of the Massachusetts Realtor® Institute, and teaches new agent training courses and salesperson and broker pre-licensing classes at the Real Estate Institute of the Cape Cod & Islands Association of Realtors®. In 2004, she was named Massachusetts Real Estate Educator of the Year.



Priscilla Harman

A REALTOR® since 1989 Priscilla, of Coldwell Banker Residential Brokerage in Westfield, helps people achieve their dreams of home ownership with compassion and understanding. Serving the Western Massachusetts market, Priscilla closes an average of 60-70 transactions per year and specializes in relocations. Priscilla has earned her GRI, CRS, CRB, SRES designations and is actively involved in several local charities.



Robert Kutner

Robert Kutner is a partner in the Boston law firm, Casner & Edwards, LLP. He has served as outside legal counsel to MAR since 1978 and has written a legal column for MAR's publication, BAY STATE REALTOR®, for more than 25 years. He has also drafted many of the standard forms published by MAR as well as more than a dozen statutes that protect real estate agents. Bob has represented REALTORS® in more than five hundred lawsuits, both at trial and on appeal, establishing important precedents



that benefit MAR members. Following graduation from Harvard College, he received a law degree from Columbia University.



Mark Lesswing

Mark is the Senior Vice President and CTO, as well as founder of NAR's Center for REALTOR® Technology (CRT). Through Mark's vision and leadership, the CRT organization serves REALTORS® and the real estate community as a technology advocate and resource. Before joining NAR, he held management positions with database vendors Sybase and Oracle and was a pioneer in object-oriented programming. He later founded a consultant firm and then spent three years involved in high tech turnarounds. Mark is a frequent speaker at real estate and technology events and holds a BS in Industrial Engineering from Lehigh University.



Larry Lokker

Larry Lokker has been a marketing consultant to the real estate industry for over 27-years. He started in 1980, helping agents understand Assessor's Records and Plat Maps on microfiche. In 1987, Larry was instrumental in converting the process from microfiche to CD-ROM and on-line services. In 1996, Larry saw the tremendous impact of the Internet and has been teaching thousands of agents and brokers the value of Internet Presence with a personal website and email marketing. Larry currently is the National Speaker for ADVANCED ACCESS and provides DRE-approved seminars on Internet Marketing, and is also available for agent office meetings to explain to agents what it takes to have a successful Website and an aggressive Internet Marketing Plan.



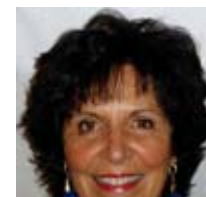
Moore McLaughlin

Moore's law practice focuses on tax and non-tax planning and compliance with respect to real estate transactions and corporate, partnership and LLC transactions. In particular, through his law firm and All States 1031 Exchange Facilitator, LLC, a qualified intermediary owned by him, Moore advises clients nationwide on a daily basis regarding the structure of 1031 exchanges and assists in effectuating the same. Moore is a practicing attorney in Rhode Island, Massachusetts and California, as well as before the U.S. Tax Court. A CPA in Rhode Island, Moore is also a member of the Federation of Exchange Accommodators, the national organization of section 1031 qualified intermediaries.



Dorene Menezes

Dorene Menezes, broker/owner of American Dream Realty in Westport, is a successful REALTOR® who, with the help of a personal assistant, has risen to the top of her market area. She has been a 100% club member and voted in the Top Eight producers in her area due to her proven methods of success. Dorene has earned the GRI, CRS, CRB, CBR and



SRES professional designations and holds both a Massachusetts and Rhode Island License. She was also the 2006 President of the Greater Fall River Association of REALTORS®.



Zan Monroe

For over 30 years Zan Monroe has been a business man, speaker, teacher, author and consultant. He has inspired thousands of people across the United States with his dynamic style and thought-provoking philosophy. He holds the ABR, ABRM, CRB, CRS, GRI and ITI designations from the National Association of REALTORS® and is a member of the prestigious Institute of Residential Marketing (MIRM) at the National Association of Home Builders. He is also a member of the National Speakers Association.



Rob Nahigian

Robert Nahigian is principal of Auburndale Realty Company in Newton and provides brokerage/advisory and expert witness services to public agencies, investment portfolio groups and corporations. Rob is an NAR Mass. Certified Real Estate Mediator and arbitrator; a Senior Instructor at Boston University and the Massachusetts Association of REALTORS®. He has lectured at Northeastern, Harvard, MIT, Lehigh and DePaul Universities; has spoken at numerous national and international real estate conventions; and has co-authored three real estate books and over 150 industry articles.



Judy Reynolds

Judy has been successfully selling real estate in Central Massachusetts since 1982, and started her own business in Sterling in 1987, Evergreen Realty Associates. She has been active on the Worcester Regional Board of REALTORS® on numerous committees and as an Officer on the Board of Directors, as well as a Director on the MAR Board of Directors. She created the first office website in Central Massachusetts in 1994 and help WARA launch the Board's site in 1997. She has earned her CRB, CRS, CIPS, ABR, ABRM, LTG, SRES, and QSC designations and believes education is vitally important to a successful career in real estate.



Jerry Rossi

Jerry Rossi of Rossi Speaks, Inc. provides interactive, motivational, and educational workshops for companies, corporations, and associations internationally. He's delivered 3000 plus presentations over the last 25 years. As educator, author, columnist, humorist, lifestyle motivator/coach, program host and creator, he says, "I have the greatest sales job of all: that is, selling rooms full of people on their ability to do a superior job, as



perception is reality."



Linda Rotti

Linda Rotti is 2007 chairman of the MAR Education Committee and has been a REALTOR® since 1977. She is the current president of the REALTOR® Association of the Pioneer Valley and was a past president of the Franklin-Hampshire County Association of REALTORS®. She has served on a number of MAR committees including the Agency Task Force, and headed the Broker/Owner Forum Committee in 2005. Linda is the Sales Manager of Jones Town and Country Realty Services in Amherst.



Steve Ryan

Steve Ryan is General Counsel and Director of Government Affairs for The Massachusetts Association of REALTORS®. Prior to joining MAR in 1994 he worked as a volunteer prosecutor in Middlesex County and a conveyance attorney for First Eastern Mortgage Corporation. In his current position, Steve is the Association's Chief Lobbyist and has worked for the past seven years with MAR's Contract Lobbyist, representing the real estate community on Beacon Hill. Steve is a graduate of Bentley College, The New England School of Law and attended the graduate tax program at Boston University Law School.



Paula Savard

Paula Savard is broker and principal of Paula K. Aberman Associates, Inc in Lancaster. Paula is a NAR-Certified professional standards training instructor, a mediation officer for MAR and was previously recognized by "Agency Law Quarterly" as one of the industry's top 50 educators on Agency. A past president of MAR, Paula currently chairs the Investment Committee, is a senior member of the GRI faculty and serves as treasurer of the Massachusetts Chapter of the Council of Residential Specialists.



Rob Siciliano

Robert Siciliano is president of IDTheftSecurity.com a Boston based consulting firm and an expert on personal security and identity theft. He is a sought after media personality and a regular guest on CNBC's "On The Money." Rob is a professional speaker on topics ranging from ID Theft to Workplace Violence. He has 18 years of security training in white collar crimes and internet related fraud. Robert has been seen on CNN, MSNBC, FOX, CNBC, the Inside Edition, Sally Jesse, Montel, Maury Povich, Suze Orman, Howard Stern television shows, and quoted in Woman's Day, Mademoiselle, Cosmopolitan and Good Housekeeping, New York Times,



Los Angeles Times, Washington Times, Washington Post, Chicago Tribune, United Press International, Reuters and Entrepreneur.

Dan Thurman

Dan Thurmon began his entrepreneurial career when he was eleven years old after learning to juggle at a Renaissance Festival. That one event uncovered a passion for inspiring audiences that has only grown over time. As an entertainer, Dan has appeared at thousands of events across the country and overseas. His performing credits include national television appearances and collaborations with major musical artists. He has also traveled to the front lines of Iraq and Afghanistan to entertain and encourage US Armed Forces. Dan is author of the book *Success in Action* and president of Motivation Works, Inc., an international speaking and entertainment firm. He teaches audiences how to manage the demands of their busy lives with increased focus and decisive action. His unique programs always blend meaningful content with emotionally charged performances.



Eleanor White

Eleanor White has worked in the fields of affordable housing development, property asset management and public administration since 1967, including, from 1983-1995, as Deputy Director and Chief of Operations of the Massachusetts Housing Finance Agency (now MassHousing), directing all activities of this \$4.2 billion quasi-public lending institution. Before MHFA, Eleanor held a variety of positions at the U.S. Department of Housing and Urban Development in Washington and Boston from 1967-1983. Currently, she is president and founder of Housing Partners, Inc., a Boston area-based national housing consulting and asset management firm. Housing Partners is working with a wide range of public and private-sector clients on topics relating to new housing development, multifamily housing policy and strategic planning, property and asset management, assisted living, organizational development, and most recently 40R Smart Growth Zoning.



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