

## **SOUTHERN AGENTS CONFERENCE 2018**

Saturday December 8, 2018

### **Education Agenda**

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- Welcome & Introductions
- Success stories – what worked well last year?
- Marketing ideas – are we reaching the people we need to and how do we do it?
- New IIABA/IRMI E&O classes – Have you offered them? How well were they received?
- Managing the cost of classroom seminars
- New designations offerings?
- The Institutes Update and Revenue Sharing