

NAR NXT UP!

2023 NAR NXT Call for Proposals: Inside Scoop

NATIONAL ASSOCIATION OF REALTORS®



NARdotRealtor



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2023 NAR NXT, The REALTOR® Experience

- ✓ Location: Anaheim, California
- ✓ Dates: November 14-16, 2023
- ✓ New Day Pattern: Tuesday, Wednesday and Thursday with Sunday and Monday being pre-conference courses and Field Experiences

VIDEOS

- Must submit a video link or the submission will not be considered.
- Does not have to be from a live course. Can be a self-recording.
- Does not have to be on the topic you are submitting, but it helps.
- Must include protocols (the `http://` before the link)
- Edit it to a clip of your best content

* - indicates a required information in each tab.

236 - Be Clear & Concise - There's Such a Thing as Too Punny Incomplete

1. Title

2. Speaker(s)

3. Takeaways

4. Session Description

5. Solution

6. References

7. Topics

8. Additional Information

9. Preview

10. Finalize

* Additional Information

* - indicates a required item.

* Please provide a link to sample presentation. Submissions without a presentation sample will not be considered. (This should be a video link demonstrating your presentation skills and does not have to be relevant to the content submitted. Please ensure you include the protocol in the link – `http://`)

Submission Content



1

Title

Clearly sets an expectation of what will be discussed. There is such a thing as titles that are too clever.

2

Key Takeaways

Succinct, 1-2 lines that define the learning objective of the session.

3

Description

Should be interesting, clear and ready-to-publish.

SESSION FORMAT OPTIONS



Case Study

Review of a real-life example of a teachable situation



Panel Discussion

Multiple experts assembled to provide diverse perspectives on a topic



Group Discussion

Facilitated discussion around a topic



Roundtable

Multiple facilitated discussions on facets of a single, related topic



Lecture

One-way delivery of information to the audience, must include Q&A



Workshop

An instructional, how-to, lesson that would result in the attendees leaving the workshop with a new skill



Field Experiences

- Pre-conference, Sunday or Monday
- ½ Day or Full Day Experience
- Excursion must enhance the learning experience of topic

Problem Solver's Track

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***Solution**

What real estate industry problem does this session help solve?

Symbols: Special Characters:

This should be short and concise to potentially be used for an abbreviated version of your longer session.

Remaining: 194

Tab 5 – Solution will ask you to state the industry challenge you are solving with the content of your proposal.

Problem Solver's Track



- ✓ The Problem Solver's Track (tentative title) will be one room that hosts abbreviated versions of the longer sessions at the conference.
- ✓ Being its pilot year – we will be utilizing the same speakers that are selected for full form 45-60 min sessions.
- ✓ Content is expected to be a 20 min, very focused version of the long form content
- ✓ The goal of the new track is to both address different learning styles of our attendees as well as serve those who are frequently in governance meetings and aren't able to attend full sessions.

SUBMITTING WINNING CONTENT



Winning Proposals are:

- Inclusive
- Innovative
- Timely/Relevant

Topic Areas

- Brokerage Management
- Business Diversification
- Business Technology & Innovation
- Commercial Real Estate
- Diversity & Inclusion
- Global
- Green & Sustainability
- Legal Issues & Risk Management
- Legislative & Regulatory Issues
- Personal & Professional Development
- Property Management
- Sales & Marketing Strategies
- Social Media and Video Strategies
- Team Talk

Examples:

- 2021 Submissions that were timely:
 - Multiple offers
 - Diversity, equity and inclusion
 - Managing teams remotely
 - Post-COVID business planning
 - Fair Housing
- 2022 Submissions that were timely:
 - The business of running a business– taxes, systems, branding
 - Managing teams – leading, retaining, recruiting
 - Sales Strategies – Social media, video, Canva, ad buying methods
 - Thought Leadership – top producer panels on specific topics, future trends discussions, diversity, equity and inclusion
- 2023
 - Submissions directly related to handling unique aspects of current market conditions
 - Sessions that address the NAR Strategic Framework for 2023-2025
 - Managing teams effectively
 - New technology
 - Real Estate investing for REALTORS®, Investing advisement for clients and tax strategies
 - Managing your business (agent-level and broker-level)
 - Thought leadership and trends
 - A new spin on bread & butter sales strategies (lead gen/ how to interpret data)

Review Process

- All completed proposals will be reviewed by the 2023 Meeting & Conference Committee with assistance by additional members. This means all proposals are peer reviewed.
- All proposals are reviewed a minimum of three times, but usually five times.
- We typically get between 300-500 submissions, approximately 10% of which will be selected for presentation at NAR NXT
- We expect to distribute status emails letting submitters know if they have been selected by mid-May. Please ensure your email is accurate.

Wrap Up

- Questions? Reach out to CFPInfo@realtors.org
- Deadline to complete and submit proposals is January 9, 2023 (no extensions)
- More information and the recording of this video along with the deck will be posted at narnxt.realtor
 - NXT Up! (video recording and handout)
 - Call for Proposals (direct link to get started along with additional info)

THANK YOU.



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