



# National Council of Exchangers 'Forty-Niner' Colorado Gold Rush 49<sup>th</sup> National Real Estate Conference

*At the Fabulous Brown Palace Hotel*

Co-hosted by Colorado Creative Market Exchange

*Mayor John Hickenlooper—Special Guest Speaker*

**DENVER**  
THE MILE HIGH CITY

### ***The Exchange Market Heats Up when the Sales Market Cools Down!***

Smart real estate professionals know that the exchange market is poised to take off as the buy-sell market faces challenges ahead. Prospering professionals equip themselves with the real estate equity marketing tools for success. This wouldn't be NCE's 49th conference if we didn't produce results! Please join us at the historic Brown Palace Hotel in Denver. Three days of marketing or two days for our NCE Gold Card qualifying course, or both. Our conference takes place at The 'Brown' and our lodging is in the Comfort Inn, just across the sky bridge. The luxury of the Brown and economy of the finest Comfort Inn in the entire chain.

Make a Deal October 3-5 • Networking • Great Education October 1&2  
Fun Events • Earn EMS Designation

#### **NCE's National Conference in Denver**

All licensees have the opportunity to participate in our October 3-5 Real Estate Marketing Days or our October 1&2 Education Days or Both! Real estate licensees who choose to take the NCE Gold Card Course will become eligible for membership in NCE. NCE members in good standing may use the Equity Marketing Specialist (EMS) Designation.

#### **Marketing Opportunity**

NCE Conferences are known for producing lots of real estate deal-making action. We work to give you results! Your packages in our professional marketing book and great moderators to help you make a deal if you want to present from the podium. Our production crew will help with Cash & Paper Boards, Taker Boards, introductions and brainstorming. There is also a "Country Store" for attendees use for even greater distribution. We want you to be successful.

#### **Educational Opportunities Abound**

Saturday and Sunday we offer our **Basic Gold Card Class** to those who are interested. Completion of the class will fulfill the minimum education requirements for NCE membership. Our talented team will cover Exchanging Concepts, Profitable Formulas, Marketing and Mechanics of Exchanging, Client Counseling, and Tax aspects of exchanges. "Instant Benefits" include member pricing on both education and marketing for all those graduates who join NCE after completing the class.

In addition to our Gold Card Class there will be two **Advanced Education Seminars** available on Sunday Oct 2nd. Education doesn't stop there, either. We have **Multiple Educational Roundtables** first thing every day for marketing attendees. We'll also have **Special Speakers** on both Monday and Tuesday at lunch. NCE means education!

**See our Education Flyer for more info!**

#### **Networking and Special Events**

Our conferences are full of networking opportunities. Sunday night we have a networking party All attendees are welcome. There will be food, music, dancing, and a no host bar. We'll also have a personal property "Cowboy" Auction on Monday evening at a very special location.

#### **Denver is Fun!**

Mayor John Hickenlooper, one of the "Top Five Big City Mayors of America", will personally welcome us to the heart of his great city! We're adjacent to the fabulous 16th Street Mall, designed by internationally renowned architect I.M. Pei. You name it , Denver has it: Shopping, Sports, Culture, Arts, Nature, Food and FUN-FUN-FUN!

#### **Brown Palace Hotel and Denver Comfort Inn**

The Brown Palace is the only 4-Star and 4-Diamond hotel in Denver. It has a rich history of Presidents, Prime Ministers, and Celebrities. "Lap of Luxury" describes The Brown Palace! NCE has arranged for a great early room rate of only \$89 at the attached Denver Comfort Inn which is also loaded with amenities like: free full American breakfast, business center, fitness center, gift and flower shops, art gallery, restaurants, free internet, etc. **Call (800)321-2599** now to secure your room. You *must* mention NCE to get the special rate! Today is also the time to get the best airline rates!

#### **Check out these web links**

NCE: [www.infoville.com/conf](http://www.infoville.com/conf)

Brown Palace: [www.brownpalace.com](http://www.brownpalace.com)

Comfort Inn: [www.denvercomfortinn.com](http://www.denvercomfortinn.com)

Denver: [www.denver.org](http://www.denver.org)

*More information on Reverse →*



# Conference Schedule & General Information

<b>EDUCATION / OTHER ACTIVITIES</b>	<b>MARKETING</b>
<p><b>Saturday &amp; Sunday – October 1 &amp; 2</b>            Basic Gold Card Course ..... 8:00am - 5:00pm</p> <p><b>Sunday - October 2</b>            Advanced Track Sunday Half Day AM ..... 9:00am - Noon            Advanced Track Sunday Half Day PM ..... 1:00am - 5:00pm            Advanced Track Sunday Full Day ..... 9:00am - 5:00pm</p> <p><b>Monday, Tues &amp; Wed Oct 3-5 During Marketing</b>            Free Roundtables ..... 8:00am - 8:45am            Lunch Speakers ..... 12:30pm -2:00pm            Monday evening Cowboy Auction ..... 6:30pm-?            Special Fun Outside Location for Monday Cowboy Auction!!</p> <p>Tuesday Board of Directors Meeting (short) 5:30pm</p>	<p><b>Sunday, October 2</b>            Check In/Early Registration ..... 4:00pm - 5:30pm            Reception/Networking ..... 5:30pm - 7:30pm</p> <p><b>Monday, October 3</b>            Late Registration ..... 7:30am - 9:00am            Submit Packages for Book Two ..... 7:30am -11:00am            Marketing ..... 9:00am - 4:45pm</p> <p><b>Tuesday, October 4 - Marketing</b>            Marketing ..... 9:00am - 4:30pm            Board of Directors Meeting (short) ..... 5:30pm</p> <p><b>Wednesday, October 5 - Marketing</b>            Marketing ..... 9:00am - Noon            Brainstorming or Marketing ..... 1:00pm - 4:00pm</p>

## Registration Includes

- Your packages in the Marketing Book (first FIVE free)
- Space for packages in the Country Store
- Personal Property Cowboy Auction
- Roundtable Education
- Lunch for all three marketing days
- Sunday Evening Reception with no host bar.

## Your Presentation

A nationally recognized moderator will meet & plan your package presentation even if this is your first conference. Moderators are trained to make you comfortable & to make your presentation a productive experience. The success of your presentation will also depend on your preparation, counseling, and backup material. Transparencies/photos/ maps are recommended to enhance your presentation.

## Airport Shuttle

Airport Shuttle from Airport to the Comfort Inn by Super Shuttle Denver (800)525-3177. Price: \$18 one-way, \$32 round trip). (Instructions: When you pick up your luggage in the Main Terminal on Level 5 you can go to the Super Shuttle Desk which is in the middle of terminal, adjacent to the Hertz counter. Max 20 min wait, usually shorter).

## Parking

NCE has made special arrangement for parking for our attendees. \$10 for hotel guests with all day in/out privileges. Day guests can park for only \$5 with no in/out privileges.

## Note

\$25 fee for cancellation prior to Sept 6th. No refund thereafter. You will receive a marketing book. NCE is only responsible to refund your registration fee and NOT other losses suffered if meeting date/place is changed or cancelled.

## Who May Attend

All are welcome for education. Only real estate agents and brokers having a valid real estate license may attend the marketing session. Bring a copy of your license! Non-licensees not permitted in marketing room.

## Packages

**Make Packages online at [www.nce1031.com/pkg](http://www.nce1031.com/pkg)**  
 First FIVE packages free, \$10 per package (or sheet) thereafter. Single-side only. You must use Packages Online. See 'Help', below, if you do not have Internet access.

**Notify NCE** In addition to MAKING your package you must also to put your package in the marketing book. You can notify NCE in your personal pilot area at Packages Online or use [www.nce1031.com/pkg/tellnce.cfm](http://www.nce1031.com/pkg/tellnce.cfm)

**Moderated Package Requirements:** All listed or broker-owned equities can be placed in the marketing book. Podium packages must have exclusive right Minimum Exchange Equity: \$25,000 for presentation from podium with original exclusive listing period of not less than 6 months.

**Package Submission Deadline** Book 1 Package deadline is Sept 27th. Package chair is Genie (760)244-2265. Book 2 packages may be submitted until 11AM October 3rd.

**Help** If you cannot use the Internet to create your package there is a form which can aid others in putting your package online through the NCE website. The NCE Office can provide the form or it can be downloaded at [www.nce1031.com/nce/packages.htm](http://www.nce1031.com/nce/packages.htm) The NCE Office may be able to assist you with arrangements to have your package created in Packages Online. *Please, do not wait* until the package deadline to ask for help. There is a \$15 fee for package-making help after Sept 16th. After that date we may be unavailable to help you.

## Contacts

**NCE Office:** John & Nancy Barta (800)324-1031  
**Marketing Chair:** Genie Carroll (760)244-2265  
**Education Chair:** John Carroll (702)252-7277  
**Hotel Reservations:** (800)321-2599  
**Website:** [www.infoville.com/conf/den](http://www.infoville.com/conf/den)

Download this flyer at  
[www.nce1031.com/conf/flyer.pdf](http://www.nce1031.com/conf/flyer.pdf)



**National Council of Exchangors**  
*'Forty-Niner' Colorado Gold Rush*  
**49<sup>th</sup> National Real Estate Conference**  
Education Days October 1 & 2, 2005

Nationally Prominent Educators

**Gold Card Course -EMS Designation Program**

\$125/Members    \$175/Non-Members  
Saturday & Sunday October 1 & 2 8am-5pm

**Gold Card Team: Magi Bird - Ted Blank - Kandas Myer**

*1031 Exchange Concept - Profitable Formulas*  
*Client Counseling - Tax Issues*  
*Marketing & Mechanics of Real Estate Exchanging*

This class satisfies the minimum education requirements for membership in NCE  
PLUS it gives 11 hours Nevada DRE credit, and 14 hours Colorado DRE credit.

"Instant benefits" include member prices for those who join NCE.

*Current membership in NCE is required to use the "EMS" designation.*

**Advanced Track**

Full Day Program: \$69 Members/\$99 Non    Half-Day Program: \$49 Members/\$79 Non  
Sunday October 2nd

**Dan McCabe, Esq. Sunday 9am to Noon**

*"Advanced 1031 Techniques - Reverse and Construction Exchanges"*

**Patrick Rice, EMS Sunday 1pm to 5pm**

*"IRA Wealth: Revolutionary Strategies for Real Estate Investment"*

*Pat's Book is included in course fee*

**Educational Roundtables**

**Increase your knowledge!**

**Free education opportunities 8am to 9am Monday, Tuesday & Wednesday.**

Roundtables & Educational Opportunities Organized

By John Carroll, EMS

More education information: [www.infoville.com/conf/den/classes.htm](http://www.infoville.com/conf/den/classes.htm)



## Conference Signup Sheet & Prices

Mail: NCE - Post Office Box 668, Morro Bay CA 93443 or

Fax this form to (866) 332-3004 or

Sign up online at [www.infoville.com/conf/den/signup.cfm](http://www.infoville.com/conf/den/signup.cfm)

Remember - Denver Marketing and Education Fees *Do Not* include hotel lodging. Save money now! Call the Brown Palace & Denver Comfort Inn directly at (800)321-2599. Mention "NCE" for special price. \$89.00/ Friday - Wednesday . We also have five rooms reserved at the Brown Palace for only \$189.00 if you want to treat yourself. Limited time only on special NCE rate, so don't wait. You cannot get this rate online.

Check enclosed  (Please fill in name, address & phone below)  
Or Charge: Master Card  Visa  We only accept these cards, sorry.

Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Name on card: \_\_\_\_\_

Mailing address: \_\_\_\_\_

Phone: \_\_\_\_\_

Signature of Cardholder: \_\_\_\_\_

Please use check boxes.

### Marketing (Oct. 3-5)

- \$289 Current NCE members if paid before Sept. 3
- \$339 Current NCE members if paid before Sept. 24
- \$389 Current NCE members if paid after Sept. 23.
- \$439 All Others if paid before Sept. 3
- \$489 All Others if paid before Sept. 24
- \$539 All Others if paid after Sept. 23

### Education (Oct. 1 & 2) 2 Tracks *Choose only one*

- \$175 Basic Gold Card class (\$125 Current NCE members)
- \$99 Full Day Advanced Class (\$69 Current NCE members)
- \$79 Half Day Advanced Class (\$49 Current NCE members)

***Important New Members - Up to \$200 Discount: Instant member benefits!!***  
***Join NCE after taking the Gold Card class and get retroactive NCE member prices!!***  
See Package Deal, below.

### **Package Deal** For New Members who join NCE - Save \$200

- Marketing (\$439), Gold Card Class (\$175), NCE Dues thru June 30, 2006 (\$146)  
ONLY \$560.00 before Sept. 24 (Separate Price: \$760), \$660 after Sept. 24