



ELITE RETREAT 2026

# BREAKOUT SESSIONS

Tuesday, January 13th

TIME	ROOM	SPEAKER	SESSION
SESSION 1 <b>2:45PM</b>	Breakout A	Kole Bartos	Listing Velocity Through Discipline and Habits
	Breakout B	Mario Desantis	Lead Like a CEO, Not a Salesperson: Turn Up Your Team Accountability
	Breakout C	Theresa Grant	The 13 Step Expired Plan: No Calls. No Door Knocks. Gets Listings
	Breakout D	Jason Sirois	Hire the Assistant - Here's the Playbook
	General Session	Scott Steele	Press Record. Start Closing. Putting YOU in YouTube
SESSION 2 <b>3:45PM</b>	Breakout A	Cait Berry	Evergreen Hyper-Local Community Tours: How One Video Becomes a Full Content Ecosystem That Actually Lasts
	Breakout B	Peter Raider	$A^2 + \text{CONSISTENCY} = \$100,000 \text{ GCI}$
	Breakout C	JJ Mazzo & Hunter Marckwardt	Conversion Is a Team Sport: How Realtors & Lenders Win More Deals Together
	Breakout D	Jenny Hensley	From the Ground Up: Becoming the New Construction Expert
	General Session	Matt Farnham	The FREE but Most Effective Way to WOW Your Clients and be Present at Home



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Wednesday, January 14th

TIME	ROOM	SPEAKER	SESSION
SESSION 1 9:30AM	Breakout A	Melina Rissone	Exceptional Service for the Silver Tsunami
	Breakout B	Billy Bruce	The Branding Pipeline: How to Carry 40-50 Listings by Protecting the Brand You've Built
	Breakout C	Laura Ebert	Stop Trading Your Life for Listings: Build a System That Works
	Breakout D	Berto Barrera	Leveraging Instagram to Close Millions
	General Session	Juan Huizar	How YouTube and AI Can Become Your Number One Lead Pillar
SESSION 2 10:30AM	Breakout A	Luis Peraza	Building a Business That Doesn't Burn You Out: Scalable Systems and SOPs that Work Without You
	Breakout B	Ryan Adams	Becoming the Mayor of Your Farm
	Breakout C	Brian Wilder	Blogging & Reviews Lead to Sales
	Breakout D	Lauren Lumbattis	From Relationships to Revenue: The blueprint that'll generate you \$1,000,000+ in GCI, from people you already know!
	General Session	Marie Boatsman	Video That Gets Appointments
SESSION 3 11:30AM	Breakout A	Rose Tausaga	From Chaos to Consistency: The System That Turns Closings into Referrals
	Breakout B	Charles King	The Content Compound Effect: How Daily Marketing Creates Monthly Deals
	Breakout C	Tim Dent	58% Growth Without Working Harder: The Processes and Delegation That Changed Everything
	Breakout D	Errikka Paiz	From Unknown to the Go-To Agent: The 6-Month System to Become the Neighborhood Expert
	General Session	Katie Gilbert	DO. BETTER. Win Clients for Life