



D4

**SOUTHERNMOST
REAL ESTATE
CONFERENCE**

July 8-10
Opal Key Resort & Marina | Key West

The poster for the D4 Southernmost Real Estate Conference features a large 'D4' logo at the top. Below it, the event title is written in large, bold, white capital letters. The background is a scenic photograph of a marina with several boats docked at a wooden pier, with multi-story resort buildings in the background under a blue sky. At the bottom, the dates 'July 8-10' and the location 'Opal Key Resort & Marina | Key West' are displayed in white text.



CONFERENCE SCHEDULE



DOWNLOAD PRESENTATION SLIDES:
district4conference.com

• FROM PRESENCE TO PRESTIGE - LUXURY HOME FARMING

Edward Guiardinu | YPN-MIAMI+RWorld Leader

• CAPITAL TO CLOSING

Florida Senator Ana-Maria Rodriguez &
Florida House Representative Jim Mooney

• LEGENDS & MILLENNIALS

Kevin Brown | 2026 NAR President,
Christine Hansen | 2026 NAR President-Elect,
Jonathan Dolphus | MIAMI REALTORS+RWorld 2026 Chair-Elect,
Rolando Ramirez | YPN-MIAMI+RWorld President-Elect,
Marlene Llamas Leon | YPN-MIAMI+RWorld Leader,
Nicole Lorenzo | Keller Williams Realty,
Moderator | Darnell Aponte | YPN-MIAMI+RWorld President

WEDNESDAY | JULY 8

3pm REGISTRATION OPENS

7 – 9pm LUXURY HOMES TOUR CARAVAN

THURSDAY | JULY 9

8:30am REGISTRATION & CONTINENTAL BREAKFAST

9am – 12 OPENING REMARKS by 2026 District 4 Vice President | Ines Hegedus-Garcia

• LEGAL UPDATE

Evian White De Leon | MIAMI REALTORS+RWorld COO

• AMPLIFY YOUR INCOME THROUGH AGENT TO AGENT ECOSYSTEM

Darnell Aponte | YPN-MIAMI+RWorld President

• BREAKING THE CEILING: TRANSITION FROM SINGLE AGENT TO TEAM LEADER

Rolando Ramirez | YPN-MIAMI+RWorld President-Elect

• SERVICING ONLINE LEADS

Wesley Ulloa | Luxe Properties Broker/Owner

• GLOBAL OPPORTUNITIES | Teresa King Kinney & Maria Grulich

• MERGER

Alfredo Pujol & Jonathan Dolphus

• THE NEXT EDGE: AI BEYOND THE CHATBOT

Dan Weisman | NAR Director of Innovation Strategy

12 – 1:30pm LUNCH | Meet Your Florida REALTORS® Leadership

1:30 – 4:30pm • NAVIGATING THE NEW INSURANCE LANDSCAPE

Chris Rivett | First State Bank - VP Residential Lending

• RPR AI TOOLS

Liz Gunski | VP, Industry Relations - RPR, LLC

• MASTERING REALTOR RELATIONSHIPS

Marlene Llamas Leon & Arthur Shabetayev

FRIDAY | JULY 10

8:30 – 9:15am BREAKFAST & NETWORKING

9am – Noon • THE IMPORTANCE OF THE MEMBER VOICE IN INDUSTRY ADVOCACY

Margy Grant | Florida REALTOR® CEO

• MASTERING DIFFICULT CONVERSATIONS, STRENGTHENING TRUST

Christine Hansen | 2026 NAR President-Elect

• LEGAL UPDATE

Juana Watkins | FR VP of Law and Policy & General Counsel

• THE POWER OF GOOGLE, AI AND CHATGPT FOR REALTORS

Alex Montalenti | Real Grader

• FIRESIDE CHAT

Kevin Brown | 2026 NAR President

Moderator | Ines Hegedus-Garcia | 2026 District 4 Vice President

