

**LONG ISLAND
BOARD OF REALTORS®**
The Voice For Real Estate Since 1910

LIBOR TRADE MISSION

MAY 25, 2022 - MAY 27, 2022
SEVILLE, SPAIN

MAY 25

EXPLORING SEVILLE, SPAIN

Evan Smith, Kewon Song, Isabel Zenocratti, Susana Dumas, and Phil Raices met at the Barceló Sevilla Renacimiento, where SIRA hosted this year's Conference, Inmocionate, and where they will be staying. The group spent the day touring Seville, Spain, seeing historical sites, and experiencing the culture. The group took a 9-mile walk of the city and toured the San Luis De Los Franceses Church, the Seville Cathedral, the Giralda, and the Real Alcazar (the Royal Palace). The group ate tapas for lunch and returned to the hotel.



Later that night, the group attended a special invite-only dinner with the other elite REALTOR® leaders and international guests attending the Conference. Forty other international guests were present from the United States (Florida, Michigan, Las Vegas, Texas, and New York), France, Portugal, Argentina, Peru, and Mexico. It was a great opportunity to network with other international attendees and learn why they traveled to Spain to attend Inmocionate.

MAY 26

INMOCIONATE - DAY 1

The first day of SIRA's Conference, Inmocionate, began at 9 AM with conference registration and the attendees' choice to either attend a 4-hour property tour of Seville or a master class and the pre-conference activities. The group split in half, with Kewon Song and Phil Raices going on the property tour and the rest of the group attending the pre-conference activities.

During the 4-hour tour, the group toured three properties in Seville.

The first property visited was a historic home in the Museum District valued at €1,200,000. It was a family estate that had been in the family since 1914. The property featured an interior courtyard with tiles and stained glass, an indoor pool, and a beautiful terrace. One fascinating piece of furniture the family owned was an antique bed built initially for the Prince of Spain.

The next property viewed was a farmhouse belonging to a very famous soccer player. It was a fully restored six-bedroom, five-bathroom home with an in-ground pool, a pond, and a bullring outside. The home sits on 30 hectares of land and is on the market for €6,000,000.

Lastly, the group toured a new construction condo complex with amenities, including a pool, gym, and community room. The condo toured was a brand-new, 3-bedroom 2-bathroom unit priced at €325,000 with maintenance costs of €90 a month.



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INMOCIONATE - DAY 1 (CONT.)



Back at the conference, Susana Dumas, Isabel Zenocratti, and Evan Smith attended the pre-conference activities, which included a ribbon-cutting ceremony with 2022 NAR President Leslie Rouda Smith, and 2022 President-Elect for the Residential Real Estate Council, Holli Woodward. After, they attended SIRA's first Residential Real Estate forum, which discussed best practices from other countries and how Spain could adapt. This discussion, led by Leslie Rouda Smith and CEO for UCI, Roberto Colomer, encouraged participation and insight from the U.S. REALTORS® present, focusing on referrals, following up, and customer service techniques. U.S. REALTORS® played an active role in the conversations and used this as an opportunity to help shape the real estate industry in Spain.

The Conference sessions began at 4 PM with an energetic welcome featuring a flamenco dance and band. It then led into presentations by 2022 NAR President, Leslie Rouda Smith, Director for CRS LATAM, Fernando García Erviti, General Director of Housing & Land of the ministry of transport, mobility and urban development, Javier Martín, an economic update with IESE Professor Javier Díaz, and a keynote presentation with actor and screenwriter Manuel Feijóo Aragón. The night ended with an informal welcome reception and networking event.



MAY 27

INMOCIONATE - DAY 2

Doors opened for day 2 of Inmoción at 8:30 AM with another enthusiastic welcome and led into a packed line-up till 9 PM. 2022 President-Elect for the Residential Real Estate Council, Holli Woodward, was the day's first presenter. Isabel Zenocratti and Evan Smith had the opportunity to introduce her and her presentation on Ethics and Relevance of REALTORS®. Following, the attendees heard presentations from President of EXP Global, Michael Valdes, who presented on their new metaverse platform, and Builtech Program Director, Roberto Molina, on trends and forecasts of the real estate industry. A special presentation included in the Inmoción schedule is Inmosolidarios, when a particular company is recognized for its humanitarian efforts. This year, instead of choosing one, five companies received checks for €3000 for their help and efforts with Ukrainian refugees. The attendees then had the opportunity to attend breakout sessions



After the breakout sessions, the attendees went to a working-lunch session and returned to the main conference room until the end of the day. The Conference concluded with presentations by the 2021 Residential Real Estate Council President, Alex Milshteyn, on technology trends and best practices, a competition and award ceremony for unique marketing ideas, and a presentation from Silvia Leal, a speaker, and digital disseminator, on why you must adapt to the industry.

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INMOCIONATE - DAY 2 (CONT.)

Once all the presentations ended and the Conference concluded, the group attended the closing gala reception hosted by Idealista, a leading property portal company in Spain, from 9 PM to 3 AM. At the event, we presented the CEO for SIRA, Francis Fernandez, and the CEO for UCI, Roberto Colomer, gifts from Long Island as a token of our appreciation for their hospitality. There was a live show with a band, and it was a perfect end to a great conference.

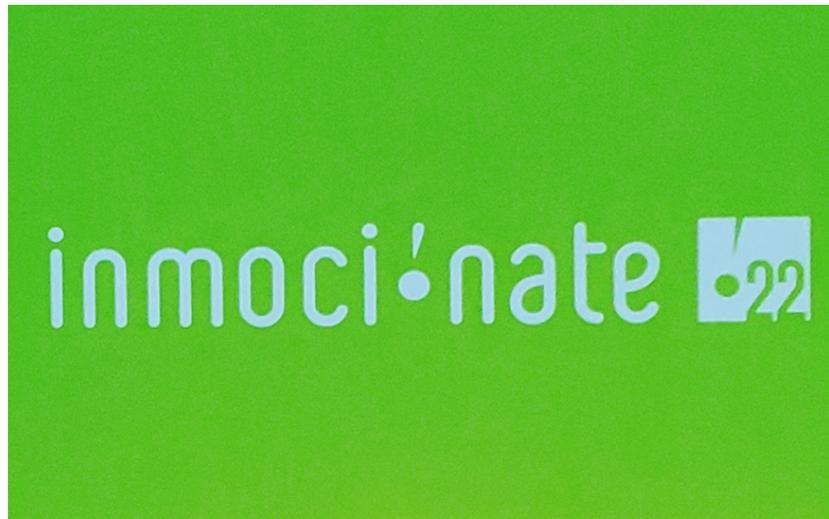
We are so glad we had the opportunity to participate in this event and look forward to what the future brings.



INMOCIONATE

DAY 1 - FULL SCHEDULE

9:00 AM	CHECK-IN FOR MASTER CLASS AND PROPERTY TOUR
11:30 AM	EXPO OPENS
4:00 PM	WELCOME: ROBERTO COLOMER, CEO of UCI
4:20 PM	LESLIE ROUDA SMITH, PRESIDENT OF REALTORS® 2022 Excellent Positioning for Realtors
4:40 PM	FERNANDO GARCÍA ERVITI DIRECTOR CRS LATAM Your REALTOR® answers
5:10 PM	JAVIER MARTÍN, GENERAL DIRECTOR OF HOUSING AND LAND OF THE MINISTRY OF TRANSPORT, MOBILITY AND URBAN AGENDA
6:00 PM	COFFEE BREAK
7:00 PM	JAVIER DÍAZ, IESE PROFESSOR Current economy and its impact on Real Estate
7:40 PM	MANUEL FEIJÓO ARAGÓN ACTOR, SCREENWRITER AND LECTURER Life is a circus
8:30 PM	CLOSING
9:30 PM	WELCOME RECEPTION



INMOCIONATE

DAY 2 - FULL SCHEDULE

8:30 AM	DOOR OPENING
9:00 AM	HOLLI WOODWARD, CRS, CHAIRMAN OF RRC 2022 Ethics and Relevance of REALTORS®
9:30 AM	MICHAEL VALDÉS, PRESIDENT OF EXP GLOBAL Is the metaverse an opportunity for real estate?
10:00 AM	ROBERTO MOLINOS, BUILTTECH PROGRAM DIRECTOR Three trends in the real estate of the future
10:30 AM	INMOSOLIDARIOS
11:20 AM	COFFEE BREAK
12:00 PM	BREAKOUT SESSIONS <ul style="list-style-type: none">- Learn more about the lead capture funnel with César Villasante- Conquer in just 0.7 seconds! with Charly Simon- Third dose of real estate vaccine with Gustavo Ortalá- Technologies that help us improve our service with Natasha Serinova
12:40 PM	BREAK OUT SESSIONS <ul style="list-style-type: none">- Disney in real estate, the best user experience in your services with María Laura Colonna- How to attract foreign buyers? with Christina Pappas- Coordinate well to win a lot with Michele Di Sei and María Seprun- Do you need a real estate "TripAdvisor"? with Carlos Pérez, Your 360 visits will earn you exclusives with Julie Balouka, Use the latest technology to decorate digitally with Jonathan Ruiz, Reach individuals before anyone else, and capture more with Jorge Naranjo
1:20 PM	BREAK OUT SESSIONS <ul style="list-style-type: none">- CSR and your personal brand with Ascensión de Aynat- How to successfully start your real estate business with Gonzalo Mejía- International buyers, legal issues with Raisa Venermo
2:00 PM	WORKING LUNCH
4:05 PM	ALEX MILSHTEYN, RRC 2021 CHAIR Easy tech for you, hard for the customer
4:35 PM	JOSÉ MANUEL FERNÁNDEZ, DEPUTY DIRECTOR GENERAL OF THE UCI
5:45 PM	COFFEE BREAK
6:30 PM	SILVIA LEAL SPEAKER & SCIENTIFIC AND DIGITAL DISSEMINATOR And why do I have to change?
7:00 PM	PEPO CAPEL LECTURER AND PROFESSIONAL MAGICIAN Magia 3.0
8:00 PM	CLOSING
9:30 PM	GALA DINNER