



NTLA 2019 Fall Symposium Agenda

Meet Charleston

Charleston, South Carolina is more than just one of the country's most beloved cities, it's home to five beautifully distinct beach towns, each with its own distinctive character, flavor and magic. Varied in size and vibe, every Charleston beach is an open invitation to slow down, sit back and savor a life that's just a little bit sweeter. Head to Kiawah Island and tee it up at the Pete Dye-designed course rated "No. 1 Most Difficult Golf Course in the Country," catch a wave at eclectic Folly Beach, enjoy an afternoon bicycle cruise along Breach Inlet on Isle of Palms, explore miles of Seabrook Island's peacefully sandy beaches on horseback or soak up Revolutionary War history before diving into fish tacos al fresco on Sullivan's Island. Scroll on to explore 5 of the happiest seaside towns in America.

Wednesday, October 16th, 2019

8:00 am – 12:00 pm: **NTLA Service Project**

Habitat 4 Humanity Team Build.

Come join NTLA's Board of Directors as we give back to communities. Lunch will be provided.

Times to be determined: **NTLA Committee Meetings**

All Symposium attendees are welcome to attend and join a committee(s) of their choice. Get involved!

- Tax Deed Investor Group Committee
- Public Relations/New Markets Committee
- NTLA Foundation Committee (1-5pm)
- Education Committee
- Legislative Committee

1:30 – 5:00 pm: **Exhibitor Set-Up**

3:30 – 5:00 pm: **NTLA Board of Directors Meeting** (NTLA Board Members Only)

6:30 – 8:30 pm: **Opening Night Reception**

Sponsored by: MTAG Services



Thursday, October 17th, 2019

7:30 – 8:30 am: **Networking Breakfast in the Exhibit Hall**

8:30 – 9:00 am: **Welcoming and Opening Remarks**

“NTLA in Action: The Power of “A” - Stronger by Association
Brad Westover, CTLP, Executive Director of NTLA
Bob Keyser, Esq. CTLP, President of NTLA; Partner, Taylor & Keyser

9:00 – 10:30: **Session I**

“A Deep Dive into benefits and pitfalls of South Carolina Tax Lien Sales”

Each year over 200,000 property owners fail to pay their taxes on time. Depending on the year anywhere from \$60 million to \$90 million of delinquent taxes are offered for sale to the private sector. Learn the basic fundamentals of tax liens sales, the bidding protocol, the rates of interest and penalties, trending redemption information, surplus bid data, tax foreclosure workouts and solutions. Beyond money, what are additional benefits? Improvements (legislative and otherwise) to be discussed and considered.

Moderator: Parker Barnes, Haynsworth Sinkler Boyd, P.A.

Panelists:

- Charleston County: Daniel M. Gregory, Tax Collector
- Horry County: Crystal Montgomery, Delinquent Tax Manager
- Richland County: David A. Adams, Treasurer
- Greenville County: Diane Henderson, Assistant Tax Collector, Tax Sale Coordinator
- Spartanburg County: Robert E. Metts, Jr., Tax Collector
- Beaufort County: Kimberly Chesney, Tax Collector

10:30 – 11:00 am: **Networking Break in the Exhibit Hall**

Sponsored by:

11:00 am – 12:30 pm: **Session II**

“Balancing Property Ownership Rights with Tax Enforcement Policy”\

Moderator: Jim Meeks, CTLP, MTAG Services

Panelists:

- Adam Greenberg, esq., CTLP, Greenberg & Honig
- Lydia McEvoy esq., CTLP, Clay County Missouri
- Ryan Meredith, Tax Title Services
- Marc Rubinsohn, ProCapital

12:30 – 1:15 pm: **Luncheon**

Sponsored by:



1:15 – 2:15 pm: **Keynote Speaker**

Catherine Spencer, Principal, Academic Magnet High School, Ranked #1 High School in America in 2019
by *US News and World Report*

Sponsored by:



2:15 – 3:00 pm: **Networking Break in the Exhibit Hall**

3:00 – 4:15 pm: **Session III**

“Restoring Vacant and Abandoned Property

Moderator: Stephen Seal, Voyager Pacific

Panelists:

1. Brad Norman, Go-Go Real Estate
2. Steven Kollar, 277 Home
3. Bill Stone, Equitos Capital

4:15 – 4:30: **Closing Remarks**

“Together Towards Tomorrow”

Brad Westover, Executive Director of NTLA