



National Tax Lien Association (NTLA) | ntlaconference.com | info@ntla.org | (561) 449-2484

AGENDA

Wed, September 25th

9/25 from 8:00 AM to 12:00 PM

Location: TBD

NTLA Community Service Project

The NTLA is dedicated to helping government, fighting blight, and building stronger communities. NTLA members contribute billions to local governments annually and revitalize thousands of vacant and blighted properties nationwide. Here is where pivotal decisions are researched, crafted, and executed, in order to positively impact the trajectory of your communities. The NTLA has partnered with Rebuilding Together New Orleans (rtno.org), who focus their home repair and rehab work in targeted neighborhoods, and collaborate with residents, volunteers, municipalities, nonprofits, businesses, foundations, and other partner organizations to support safe, healthy, and thriving communities.

As a 2024 NTLA Symposium attendee, you can physically participate in our volunteer build, taking place on Wednesday 9/25/2024 from 8:00 AM - 12:00 PM.

Please sign-up for the shift here: <https://bit.ly/4ewTv2h>

Arrival: All volunteers are to be ready in the lobby of the Ritz-Carlton New Orleans hotel (921 CANAL STREET, NEW ORLEANS, LA 70112) to leave promptly at 8:00 AM. Transportation to the build site will be provided, along with water and snacks. Please be sure to eat a good breakfast and bring anything you need with you.

Departure: All volunteers will be transported back to the Ritz-Carlton New Orleans hotel at 11:30 AM.

9/25 from 12:00 PM to 3:00 PM

Location: Audubon Gallery Foyer (1st Floor), Ritz-Carlton New Orleans

Registration Open

Check-in to receive your name badge, conference program and tote bag with swag.

9/25 from 12:30 PM to 1:30 PM

Location: Carrollton (1st Floor), Ritz-Carlton New Orleans

NTLA's Women in Tax Sales "WITS" Committee Meeting

The WITS committee was formed to advance women as professionals and leaders in the tax sale industry. The committee provides resources and mentoring to learn the skills needed to be successful investors supporting the communities we serve. **(Open forum — all attendees welcome)**

Chair: Laura McNellis, CTLP®, NTLA President and President at McSully Properties

9/25 from 12:30 PM to 1:30 PM

Location: Esplanade (1st Floor), Ritz-Carlton New Orleans

NTLA's Education Committee Meeting

This committee's immediate focus is on educational offerings from the NTLA including conferences, webinars, and certification. Join this meeting to learn all about the educational opportunities available to tax lien and tax deed professionals through the NTLA., such as NTLA University's Master Tax Lien Investing Class, Certified Tax Lien Professional CTLP® designation, and more. **(Open forum — all attendees welcome)**

Chair: Trey Gulledge, CTLP®, NTLA Board Member and CEO at Tax Brake

9/25 from 1:30 PM to 2:30 PM

Location: Carrollton (1st Floor), Ritz-Carlton New Orleans

NTLA's Tax Deed Investor Committee Meeting

The TDIG Committee acts as the representative arm of tax deed investor community by providing a centralized voice in a fragmented market. TDIG tackles best practice methods for obtaining clear and marketable title while protecting property rights of taxpayers. **(Open forum — all attendees welcome)**

Chair: Stephen Seal, CTLP®, NTLA Board Member and CEO at Maritime Land Group

9/25 from 1:30 PM to 3:30 PM

Location: Audubon Foyer (1st Floor), Ritz-Carlton New Orleans

Exhibit Hall Open

Networking Event. Looking for software, data, servicers, fund managers, title companies, lenders or due diligence providers, asset preservation specialists? Check out their exhibit booths.

9/25 from 2:30 PM to 4:00 PM

Location: Carrollton (1st Floor), Ritz-Carlton New Orleans

NTLA's Legislative, State Advocacy & PR Meetings

Come hear NTLA's high priority bills which could significantly impact our industry (for good or for bad). Join NTLA's advocacy work by participating in the legislative committee as a monitor, a State Representative, or supporting committee member. Review NTLA's issue-based legislative monitoring and its priorities and positions. **(all attendees welcome)**

Chair Legislative: Marc Rubinsohn, CTLP®, NTLA Board Member and CEO at Pro Capital

Chair State Advocacy: Brian Seidensticker, CTLP®, NTLA Vice President and CEO at Tax Sale Resources

Chair PR : Bruce Bronster, CTLP®, NTLA Board Member and Past President, and Partner at Bronster LLP

9/25 from 4:00 PM to 5:00 PM

Location: Boardroom (up stairs from 1st Floor), Ritz-Carlton New Orleans

NTLA Board of Directors' Meeting (*Directors Only)

Fourteen (14) Board Members, One (1) General Counsel and One (1) Executive Director direct the mission and goals of the Association. The NTLA's board consists of experienced tax sale professionals, representing investors, lenders, local governments, attorneys and others. The Directors oversee the direction and mission of the association, and an Executive Director who oversees the association's day-to-day business operations. Board members have developed and completed the education and experience to become Certified Tax Lien Professionals (CTLP)®.

9/25 from 5:30 PM to 6:00 PM

Location: Mercier Terrace & Courtyard (14th Floor), Ritz-Carlton New Orleans

First Timer Meet & Greet Reception with NTLA Board Members (First time NTLA Conference Attendees Only)

Networking Event. The average Board member has over 15 years experience in this industry.

Come introduce yourself to the Board and enjoy the opportunity to network with Certified Tax Lien Professionals (CTLP)®.

9/25 from 6:00 PM to 8:00 PM

Location: Mercier Terrace & Courtyard (14th Floor), Ritz-Carlton New Orleans

Opening Celebration President's Reception

Networking Event. Join us for our signature networking event complete with live music, delicious cuisine and smooth jazz.

9/25 from 8:00 PM to ?

Location: TBD, New Orleans

After-hours Networking

Need more time to make that connection? Meet us for a late night gathering.

Thur, September 26th

9/26 from 7:30 AM to 5:00 PM

Location: Audubon Gallery Foyer (1st Floor), Ritz-Carlton New Orleans

Registration Desk Open

Check-in to receive your name badge, tote bag and conference swag. Meet NTLA staff to ask question about the symposium, membership, education and getting connected.

9/26 from 8:00 AM to 5:00 PM

Location: Audubon Gallery Foyer (1st Floor), Ritz-Carlton New Orleans

Exhibit Hall Open

Networking Event. Stop by between sessions to meet our symposium sponsors to learn what valuable services and products they have to offer to help you be successful in this industry.

9/26 from 7:30 AM to 8:30 AM

Location: TBD (1st Floor), Ritz-Carlton New Orleans

Full Breakfast Buffet

Networking Event. They say the most important meal of the day is breakfast.... come indulge and test the theory!

9/26 from 8:30 AM to 9:30 AM

Location: Audubon (1st Floor), Ritz-Carlton New Orleans

NTLA In Action

NTLA welcome message, committee reports, NTLA Foundation updates, and Certified Tax Lien Professional (CTLP) awards.

Speakers: Brad Westover, CTLP®, NTLA Executive Director, Laura McNellis, CTLP®, NTLA President and President at McSully Properties

9/26 from 9:30 AM to 10:15 AM

Location: Audubon (1st Floor), Ritz-Carlton New Orleans

Tax Lien Investing in Louisiana, Mississippi, and Texas: Opportunities and Strategies

Dive into the unique landscape of tax lien investing in Louisiana, Mississippi, and Texas. This session offers a comprehensive overview of the regional market, highlighting key opportunities and strategies for investors. Attendees will learn about the specific legal frameworks, bidding processes, and redemption periods unique to each state, with a focus on maximizing returns and minimizing risks. Our expert speakers will share insights on navigating local regulations, understanding market trends, and identifying profitable investment prospects. Whether you're a seasoned investor looking to expand your portfolio or new to the region, this session provides the essential knowledge and tools to succeed in the dynamic tax lien markets of Louisiana, Mississippi, and Texas.

Speakers: Stephen Morel, CEO at JurisDeed, T. Mitchell Kalom, Esq., Managing Member at Kalom Law Firm PLLC, David Myers, VP of Business Development at GovEase

9/26 from 10:15 AM to 10:30 AM

Location: Audubon Gallery Foyer (1st Floor), Ritz-Carlton New Orleans

Networking Break

Networking Event. Visit the vendor booths to connect with industry leaders and discover the resources that can take your business to the next level.

9/26 from 10:30 AM to 11:15 AM

Location: Audubon (1st Floor), Ritz-Carlton New Orleans

Tax Lien & Deed Investors: Underwriting 101 and Servicing 101

Whether you are just starting out or looking to refine your foundational knowledge, this session provides a comprehensive introduction to the fundamentals of underwriting and servicing. Attendees will gain valuable insights into the initial assessment and evaluation of potential investments, including key criteria and risk factors to consider. Additionally, the session will cover best practices in servicing, offering practical guidance on managing your investments effectively post-purchase. This session equips you with the essential skills to navigate the complexities of tax lien and deed investing with confidence.

Speakers: Laura McNellis, CTLP®, NTLA President and President at McSully Properties, Trey Gullledge, CTLP®, NTLA Board Member and Past President, CEO at Tax Brake

9/26 from 11:15 AM to 11:30 AM

Location: Audubon Gallery Foyer (1st Floor), Ritz-Carlton New Orleans

Networking Break

9/26 from 11:30 AM to 12:15 PM

Location: Audubon (1st Floor), Ritz-Carlton New Orleans

Empowering Investing Success Through Technology

Uncover the potential of technology to enhance your tax lien and deed investments. In this session, you will discover innovative tools and platforms designed to streamline research, bidding, and portfolio management. Learn how to leverage cutting-edge technology to make smarter investment decisions, increase efficiency, and maximize returns. Join us to stay ahead in the rapidly evolving landscape of tax lien and deed investing.

Speakers: Brian Seidensticker, CTLP®, NTLA Vice President and CEO at Tax Sale Resources, Luke Rainone, Director of Sales at Lumentum, Greg Sandifer, Vice President of Product Management at GovEase, Bryan Barrios, CEO at CivicSource

Moderator: Brad Westover, CTLP®, NTLA Executive Director

9/26 from 12:15 PM to 1:15 PM

Location: TBD (1st Floor), Ritz-Carlton New Orleans

Symposium Luncheon

Networking Event. Take a break from the symposium buzz and join us for a vibrant midday luncheon. It's a perfect opportunity to recharge, enjoy a delectable meal, and engage in lively conversations with fellow tax lien professionals.

9/26 from 1:15 PM to 2:15 PM

Location: Audubon (1st Floor), Ritz-Carlton New Orleans

NTLA's "Portfolio Networking" - Exchange Session

Join us for an interactive session designed to connect buyers, sellers, and traders of tax liens and tax deeds. This is more than just a forum—it's a dynamic opportunity to network with top investors and REO Managers from across the country. Share your experiences, discuss market trends, and discover new avenues for investment.

In this engaging and high-energy environment, you'll have the chance to:

- **Meet Industry Leaders:** Engage with prominent investors and REO Managers to gain insights and explore collaboration opportunities.
- **Explore Opportunities:** Learn about lucrative tax lien and deed investments, and find the perfect match for your portfolio.
- **Negotiate Deals:** Whether you're looking to buy, sell, or exchange, this is the ultimate platform to make impactful connections and finalize transactions.

9/26 from 2:15 PM to 2:30 PM

Location: Audubon Gallery Foyer (1st Floor), Ritz-Carlton New Orleans

Networking Break

9/26 from 2:30 PM to 3:15 PM

Location: Audubon (1st Floor), Ritz-Carlton New Orleans

Unlocking Opportunities: Mastering Tax Deed Investing

Discover the secrets to leveraging tax deeds as lucrative investments in today's market. Our expert speakers will guide you through topics, such as: Navigating Legalities - to learn the ins and outs of tax deed auctions, from understanding local laws to maximizing your bidding strategy, Finding Hidden Gems - to uncover tips on identifying undervalued properties ripe for investment, ensuring maximum ROI through great pre-sale data, Strategies for Success - to hear from seasoned investors who have turned tax deeds into profitable portfolios, and get actionable insights you can implement immediately. Whether you're new to tax deed investing or looking to refine your strategies, this session promises to equip you with the knowledge and tools needed to thrive in this competitive market.

Speakers: Stephen Seal, CTLP®, NTLA Board Member and CEO at Maritime Land Group, Brad Norman, Owner at GoGoReal Estate, Brian Seidensticker, CTLP®, NTLA Vice President and CEO at Tax Sale Resources

9/26 from 3:15 PM to 3:30 PM

Location: Audubon Gallery Foyer (1st Floor), Ritz-Carlton New Orleans

Networking Break

9/26 from 3:30 PM to 4:30 PM

Location: Audubon (1st Floor), Ritz-Carlton New Orleans

Adapting to Legal Shifts: The Impact of Tyler v. Hennepin County on State Tax Lien Processes

Explore the latest developments in the tax lien industry by examining current cases, statutes, and pivotal issues. This session will focus on how states are adjusting their processes in response to the landmark Tyler v. Hennepin County decision, providing an overview of the significant changes in key states (AZ, NE, IL, NJ, CO, and more)

Speakers: Brian Seidensticker, CTLP®, NTLA Vice President and CEO at Tax Sale Resources, Mark Manoil, Managing Member at Manoil Kime PLC, Lynda Segneri, Manager/General Counsel at Integrity Investment Fund, Gregory Jacovini, COO at Pro Capital, Austin Barnes, Sr. Attorney at Sandhu Law Group, Stephen Seal, CTLP®, NTLA Board Member and CEO at Maritime Land Group,

Moderator: Adam Greenberg, CTLP®, NTLA Board Member and Managing Partner at Honig & Greenberg

9/26 from 4:30 PM to 4:45 PM

Location: Audubon Gallery Foyer (1st Floor), Ritz-Carlton New Orleans

Networking Break

9/26 from 4:45 PM to 5:00 PM

Location: Audubon (1st Floor), Ritz-Carlton New Orleans

"Helping Government, Fighting Blight, & Building Stronger Communities"

Learn how about effective solutions for revitalizing neighborhoods, improving property values, and enhancing the quality of life for residents. Our expert speakers will present case studies and real-world examples demonstrating successful data-driven strategies. Gain insights into innovative approaches for identifying problem areas, allocating resources efficiently, and measuring the impact of community improvement initiatives. This session is a must-attend for those committed to making a positive difference in America's communities."

Speakers: Brad Norman, Owner at GoGoReal Estate, Neil Harreveld, CTLP®, Executive Director at Tower Capital Management, LLC

Moderator: Brad Westover, CTLP®, NTLA Executive Director

9/26 from 5:00 PM to 5:15 PM

Location: Audubon (1st Floor), Ritz-Carlton New Orleans

NTLA Closing Remarks & Prizes

Don't miss your chance to win sponsor prizes and a ticket to the NTLA 2025 Annual Conference in Sanibel, FL in February. **(must be present to win)**