

2026 RAPV SPRING CONFERENCE

MINDSET IN BLOOM

Thursday, March 19, 2026

Mount Holyoke College



PRESENTERS

"THE SKILLS & MINDSET TO SCALE" with Jason Posnick



Jason Posnick
Lamacchia Realty

2026 is finally a market where we will start to feel the wind at our backs as REALTORS®. As rates steady, and hopefully drop, inventory increases a bit and affordability opens there will only be one reason not to have a successful, and maybe record breaking year... OURSELVES. My goal is to ensure that this doesn't happen!

With the market shift we are going back to a skill based market, one that requires agents to be LEADERS, rather than sales people. Digging into leadership, what it means to be a leader, to lead clients and to truly help them accomplish their goals.

MEET NAR'S 2021, 2022, 2023 and 2024 "30 UNDER 30" RECIPIENTS

Don't miss this unique chance to hear from NAR's talented young real estate professionals as they share their secrets for success!

Moderator: Jason Posnick

Panelists:



Courtney McManus

Courtney McManus, Milford, CT is an award-winning Realtor and Managing Director of The Agency Connecticut. Ranked Connecticut's #1 real estate agent on social media for six consecutive years, she is a REALTOR® Magazine 30 Under 30 honoree and a Top 5% agent nationwide. Courtney leads the Making Moves team, generating over \$70M in annual sales.



Katie McAllister

Katie McAllister, Hallowell Maine is a Maine Broker recognized for her leadership and professional excellence. A NAR 30 Under 30 honoree, she was the only recipient from Maine in more than 15 years and the first woman to receive the award. Katie is a Past President of the Kennebec Valley Board of REALTORS®, founder of its Young Professionals Network, and a former Director of the Maine Association of REALTORS®. She holds an MBA and a Bachelor's degree in Marketing Management from Thomas College.



Hans Nagrath

Hans Nagrath, Boston, MA is a high-performing real estate professional known for outstanding client results and reviews. By his second year in the industry, he achieved the highest sales volume at his brokerage. Hans specializes in helping buyers secure homes and long-term investments, while guiding sellers through seamless, profitable transactions—built on a foundation of trust, honesty, and hard work.



Dhaval Patel

Dhaval Patel, Agawam, MA a multi-family investment specialist with Lock & Key Realty serving Massachusetts and Connecticut. He's closed over 70 transactions totaling more than \$20 million in sales and personally owns a 12-unit rental portfolio. Dhaval specializes in aggressive value-add strategies across 2–30 unit properties — identifying rent lift, operational upside, and repositioning opportunities that drive serious cash flow and long-term equity growth.

LEGAL, REGULATORY & HOUSING PRODUCTION UPDATE

Panelist:



Justin Davidson
MAR General Counsel &
Director of Government Affairs



Attorney Christine
Webster, Flynn Law



Eric Shupin
Deputy Chief of Staff Executive
Office of Housing & Livable
Communities

CE CLASSES



Kimberly Allard
National Instructor

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AGENDA

8:00 am – 10:00 am	“Winning Offers: Strategies for Success” CE Class: Attorney Christine Webster, Flynn Law <i>(earn 2 CE credits)</i>
9:00 am – 10:00 am	Registration / Breakfast / Exhibitor Networking
10:15 am – 10:30 am	Welcome
10:30 am – 12:00 pm	LEGAL, REGULATORY & HOUSING PRODUCTION UPDATE Panel Discussion Panelist: Justin Davidson, MAR Esq., Christine Webster, Esq., Eric Shupin, Deputy Chief of Staff Executive Office of Housing & Livable Communities. Moderator: Sharyn Jones
10:30 am – 12:30 pm	“Mastering CMA: Accurate Home Valuations Made Easy CE Class: Kimberly Allard <i>(earn 2 CE credits)</i>
12:15 pm – 1:30 pm	Boxed Lunch Networking with Exhibitors— Sponsored by MLS PIN
1:30 pm – 2:30 pm	THE SKILLS & MINDSET TO SCALE: Jason Posnick - Sponsored by CMG Home Loans 2026 is finally a market where we will start to feel the wind at our backs as REALTORS®. As rates steady, and hopefully drop, inventory increases a bit and affordability opens there will only be one reason not to have a successful, and maybe record breaking year... OURSELVES. My goal is to ensure that this doesn't happen!
1:30 pm – 3:30 pm	“Advertise with Confidence: Navigating Real Estate Legalities” CE Class: Kimberly Allard <i>(earn 2 CE credits)</i>
2:45 pm – 3:45 pm	30 UNDER 30 NAR RECEIPIENTS Panel Discussion Moderator: Jason Posnick Panelist: Courtney McManus, Milford, CT, Katie McAllister, Hallowell Maine, Dhaval Patel, Agawam, MA, Hans Nagrath, Boston, MA.

Exhibitors:

Keynote Sponsor: **Lanyard Sponsor:** **Coffee & Lunch Sponsor:**

REGISTRATION FORM \$99 - Members | Non-RAPV Members: \$179 **Space is limited to 200.**

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Total amount: \$ _____ Signature: _____

Register on the member portal at <https://www.rapv.com/membership/member-portal/>. Questions? Contact Laura Herring at laura@rapv.com.
Make checks payable to RAPV and mail to: REALTOR® Association of Pioneer Valley, PO Box 33. West Springfield, MA 01090-0033.