

**Missouri Society of Professional Surveyors  
SPRING WORKSHOP**

**The Lodge of Four Seasons, Lake Ozark, MO**

**May 11-12, 2012**

***Everything Surveyors  
need to know about  
Realtors, Title  
Companies and Client  
Communications***

**Missouri Society of Professional Surveyors  
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## Thursday, May 10, 2012

- 12:30 p.m. Golf Tournament Fundraiser at The Cove Golf Course - Shotgun Start
- 6:00 - 8:00 p.m. Exhibitor Set-Up

## Friday, May 11, 2012

### WHAT HAS THE ECONOMY DONE TO YOUR BUSINESS?

- 7:00 a.m. Registration and View Exhibitors with Continental Breakfast
- 8:00-9:30 a.m. **REALTORS**  
**Speakers: Rhonda Overberg, ReMax Best Choice and Stacy Shore, Lake Ozark ReMax**  
What changes in laws have affected your business? How has your business changed because of lawyers? The difference between buyers and sellers? What costs are involved with realtors?
- 9:30-10:00 a.m. Break to View Exhibits
- 10:00-11:00 a.m. **SURVEYOR**  
**Speaker: Don Bormann**  
New laws and rules affecting your business.
- 11:00-12:00 noon **TITLE COMPANY**  
**Speaker: John Teale & Michael Freeman**  
What laws have changed your business? Explain types of policies - lenders, buyers, etc.. Why can't we get an abstract? How do you perform your research? How can surveyors and title companies work together more efficiently?
- 12:00- 1:30 p.m. Lunch and View Exhibits
- 1:30 – 2:00 p.m. **TITLE COMPANY *continued***
- 2:00 – 3:30 p.m. **RECORDER OF DEEDS**  
**Speaker: Bettie Johnson, Boone County Recorder**  
New laws and technologies affecting recording.. Working with the Land Surveyor, Counties and Cities for recording restrictions.
- 3:30 – 4:00 p.m. Break to View Exhibits
- 4:00 - 5:30 p.m. **PANEL DISCUSSION**  
**Moderator: Larry Phipps**  
**Realtor, Title Company, Surveyor, and Recorder**  
What is a typical survey request? What is supplied along with a title report? What does the surveyor need and how is it used? What are the expected results?
- 5:30 p.m. Reception with Exhibitors

## Saturday, May 12, 2012

- 7:00 am Registration and View Exhibits with Continental Breakfast
- 8:00 a.m. - 12:00 Noon **PREPARATION & PRESENTATION - EFFECTIVE CLIENT COMMUNICATIONS**  
**Speaker: Larry Phipps**  
As a professional land surveyor, the most important part of your job is also probably the part we pay attention to the least. We all spend time doing thorough research, making carefully planned measurements, and reaching well reasoned - insightful conclusions. As import as all those things are, they mean little or nothing unless we are able to appropriately communicate their meaning to our clients. That is why this topic is so important. We won't limit the discussion to drawing plats or writing legal descriptions. As important as they are, they are only the tip of a very big iceberg. Client communication covers everything from the non-verbal (how you dress, the look of your business card, or the location of your office) to how you go about getting the client in the first place. We will discuss communication in all it's many forms and how we as professionals have special obligations that come with our license.
- 12:00 - 1:00 p.m. Lunch
- 1:00 - 5:15 p.m. **PREPARATION & PRESENTATION *continued***

**Registration Information:**

Registration fee is \$175 for MSPS Members and \$300 for Non-Members. Deadline for registration is April 25, 2012. After this date, a 10% processing fee will be added to registration fees. The fee includes instructional materials, refreshment breaks, luncheon on both days, cocktail reception and two continental breakfasts. To register, complete the attached form and mail it with your check to MSPS, 722 E. Capitol Avenue, PO Box 1342, Jefferson City, MO 65102. For more information on this course, call Sandra Boeckman at 573-635-9446.

**Special Rate for Technicians:**

A special rate of \$150 is available for non-licensed technicians (Associate Members of MSPS). Registration fee plus 2012 Associate Membership is \$185. Call MSPS for details at 573-635-9446.

**Golf Tournament (Scholarship Fundraiser):**

Register to play in the Golf Tournament Fundraiser for the MSPS Scholarship Fund to be held at The Cove Golf Course, The Lodge of Four Seasons beginning at 12:30 p.m. The cost is \$85 per person which includes two mulligans per player.

**Location and Lodging:**

The Lodge of Four Seasons in Lake Ozark is the location for the 2012 Spring Workshop. A block of rooms has been reserved at the Lodge at a rate of \$99.00 for single or double occupancy. Deadline for reservation is April 10, 2012. Make your reservation by calling the Lodge of Four Seasons at 888-265-5500.

**Cancellation Policy:**

MSPS reserves the right to cancel the program and return all fees in the event of insufficient registration. A participant may cancel a registration up to two weeks before the course date and receive a full refund. **NO REFUNDS AFTER APRIL 25, 2012.**

**Continued Education Credits:**

This course has been approved for 15 PDUs or 15 hours of continuing education (7.5 each day) by the Missouri Board for Architects, Professional Engineers, Professional Land Surveyors and Landscape Architects.

**Registration Fees:**

<input type="checkbox"/> MSPS Members	\$175.00
<input type="checkbox"/> Non-Members	\$300.00
<input type="checkbox"/> Technician (Associate Member)	\$150.00
<input type="checkbox"/> Techs + Associate Membership	\$185.00
<input type="checkbox"/> Golf (per person)	\$85.00

**Conference Registration**

Name: \_\_\_\_\_ PLS #: \_\_\_\_\_  
 Firm: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City, State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_

**Payment Options**

\_\_\_ Visa    \_\_\_ Mastercard    \_\_\_ Discover  
 Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_  
 Total Amount: \$ \_\_\_\_\_  
 \_\_\_ Check Enclosed    \_\_\_ Invoice my Firm

*Make checks payable to MSPS - advanced registration is necessary and appreciated!*

*To register, detach and mail to:*

*MSPS, PO Box 1342, Jefferson City, MO 65102*

*Phone: 573-635-9446, Fax: 573-635-7823, Email: msp@missourisurveyor.org*

**Registration Deadline is April 25, 2012**

## About the Speakers

**Rhonda Overberg** was first licensed in Real Estate in 1987. She consistently maintained one of the top sales positions in the area on her own. In 1993 when her husband joined her they continued to sell Real Estate together eventually building a larger team. In 2001 they opened their first RE/MAX franchise and then later in 2003 purchased an existing franchise in Festus and changed it to RE/MAX Best Choice, in 2006 they built and opened their third Franchise in St. Louis. In 2008 they decided to move their first Franchise to Farmington in a separate market since it was in the backdoor of the existing Festus location. They structured their company to cover several counties. In September of 2011 they reopened their first location with a Team Branch for the Overberg team. They look forward to bringing the team to this location and opening up space to grow their company at their Festus location. Although they have only 61 agents their company consistently ranks in the top 20 in the St. Louis mls each year, (the St. Louis mls contains more than 1600 offices). Their agents are among the very best and most productive agents and are supported by a National Franchise RE/MAX second to none for training, advertising and support.

**Bettie Johnson** has served Boone County, Missouri, as Recorder of Deeds since 1979. Prior to being elected, she worked in the title industry. She has been active in the Recorders Association of Missouri serving all positions on the board and continues as Legislative Co-Chair. Bettie is a member of the International Association of Clerks, Recorders, Election Officials and Treasurers (IACREOT) serving on numerous committees and as President in 2006. She has also served on the Property Records Industry Association (PRIA) Executive Board as Secretary and Vice President, Real Property Law Committee Co-Chair, and on the XML Electronic Recording Workgroup. In addition, she has served on a number of local and state boards and committees, including the County Employees Retirement Fund for the State of Missouri and the Missouri Housing Alliance Industry.

**Stacy Shore** has been a realtor at the Lake of the Ozarks for 16 years. She is consistently recognized as a multi million dollar producer and part of the top producers within the Re-Max organization. She graduated from MSU with dual majors in Political Science and Public Administration. She is currently on the Board of Directors of the ARC of the Lake, a member of the Lake of the Ozarks Board of Realtors Water Quality Task Force and a board member of the Laker ABC. She has also authored a website to inform LOZ Stakeholders on the fight against the Federal Government for private property rights. She is a watchdog group advocate and an active member of the Lake Area Conservative Club at the Lake.

**John Teale** is the co-founder and President of Midland GIS Solutions (2000-Present). He was President of Midland Surveying (formerly Midland Engineering) from 1989-2006 and currently serves as Executive Vice-President. He is also President of Nodaway County Abstract & Title Company (formerly Allen & Quinn Abstracting) from 1992-present. John is a Professional Land Surveyor licensed in Missouri, Iowa, Nebraska and Kansas and is a Licensed Title Agent in the State of Missouri. He received his B.S. degree from Northwest Missouri State University in 1973 and was appointed to the Missouri Board of Architects, Professional Engineers, and Professional Land Surveyors and Landscape Architects in 2006.

**Michael Freeman** is the owner and principal of Bentley Title Co. a land abstract business in Hickory County that has been in continuous operation since 1887. Mr. Freeman holds degrees in both Business Administration and Accounting from Drury University. Michael has been a licensed Title Insurance Agent since 1980. In 1987 his interest in surveying allowed him to obtain additional education in both surveying and soil science and actively pursue a career path to Surveying registration. In 1988 he was elected Hickory County Surveyor, a post he held until 2008. In 2007 Michael was appointed to the Survey Division of the State Board for Architects, Professional Engineers, Professional Land Surveyors and Landscape Architects. In 2010 he was selected as Chairman of the Survey Division.

**Don Bormann** graduated from the University of Missouri-Columbia with BS degrees in Agriculture and Engineering. He has been a registered land surveyor for 30 years working in land surveying and construction staking. He has been the owner/operator of Bormann Surveying for over 22 years. In the mid 1990's, he taught land surveying courses at Columbia College in Columbia, Missouri. Don has been involved with survey legislation for most of the last 30 years and is also on the standards committee. He has been on the Centralia Planning and Zoning Commission for 4 years and an alderman in Centralia for 3 years.

**Larry Phipps** is a Professional Land Surveyor with years of experience and a national reputation as a First Class Surveying Instructor. In the past 10 years his travels have taken him to more than 30 States and 4 foreign countries. In addition to teaching, he owns and operates a small surveying company in the mountains of North Carolina. He is a 1980 graduate of North Carolina State University. While there he obtained degrees in both Forestry and Wildlife Biology. Since that time he has held leadership positions in many community organizations including stints as President of the Ashe County Chamber of Commerce, and the Ashe Economic Development Council. He is also a founding board member of the Ashe Youth Connection.



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