

ONSITE PROGRAM



2016 BROKER/OWNER RETREAT & TRADE FAIR

The NARPM® Broker/Owner Retreat is for Designated Brokers, Company Owners,
Regional Managers, and major decision makers.

Only these members are entitled to attend the Broker/Owner Retreat.

April 11-13, 2016
Trade Fair opens April 12 • Education April 14
The Mirage Hotel and Casino



National Association of Residential Property Managers

Thank you to our 2016 Partners.



Buildium®
Property Managed.



Rent Manager

RentPath
TAKE THE MOST POWERFUL PATH.

April 11 – 13, 2016
The Mirage
Las Vegas, Nevada

Monday, April 11, 2016

- 7:30 AM Continental Breakfast – Meet & Greet Events Center C 2-3
- 8:15 AM Welcome, Introductions and Session Updates
- 8:30 AM **Trends in Residential Real Estate and Property Management – General Session**
Speaker: Steve Murray, President, Real *Trends*, the nation's leading trends and research organization
- 10:00 AM Coffee Break
- 10:30 AM **Future of Residential Real Estate and Property Management**
Speaker: Steve Murray, President, Real *Trends*, the nation's leading trends and research organization
- 12:00 PM Lunch and networking time Events Center C 2-3
- 1:30 PM **Workshop Sessions**
- Buying and Selling a Business – Laying a Good Foundation, Exit Strategy, Merger, and Acquisition**
Speaker: Steve Murray, President, Real *Trends*, the nation's leading trends and research organization
Room: Events Center 2-3
- Understanding the Proper Types of Insurance Coverage and Why They Are Needed**
Speaker: Craig Nelson, Mahoney Group
Room: Events Center C1
- 2:45 PM Soda & Snack Break
- 3:15 PM **Workshop Sessions**
- Get Ready for an Audit**
Find out what auditors really need to know and how to properly prepare your books in anticipation of an audit. The information taught in this session will prepare you for all types of audit situations.
Speaker: Ali Hinkle, Instructional Designer & Trainer at RentManager/LCS
Room: Events Center C1
- How to Prepare for a Line of Credit – What do you need to do to qualify for: working capital, acquisition, and real estate purchase.**
Speaker: Tyler Barlow, Senior Regional Credit Officer, Wells Fargo Bank
Room: Antigua A&B
- Reports – What Do They Really Say About Your Business?**
Learn what financial reports business owners should use and what are those reports telling you?
Determine when are you doing well and when should you be concerned?
Speakers: Robert Machado, MPM® RMP®, Homepointe Property Management, CRMC®
Mike Nelson, MPM® RMP®, Excalibur Homes, LLC
Wendell Davis, MPM® RMP®, Watson Realty Corp., CRMC®
Dave Holt, MPM® RMP®, R.P. Management, Inc., CRMC®
Room: Events Center C2-3
- 4:30 PM Wrap up from the day, Conference Schedule Updates Events Center C 2-3
- 5:00 PM **Adjourn for the day and enjoy your evening networking with other attendees. Enjoy Las Vegas!**

Tuesday, April 12, 2016

- 7:30 AM Continental Breakfast, Meet and Greet Events Center C2-3
- 8:15 AM Welcome and Conference Session Updates
- 8:30 AM **Assistance Animals and Reasonable Accommodation: What a PM Must Do and How We Can Improve the Situation**
Panel Discussion: Harry J. Kelly, Esq., Nixon Peabody LLP, Amici counsel for NARPM® and other housing organizations in Supreme Court litigation
Bryan Greene, General Deputy Assistant Secretary at U.S. Department of Housing and Urban Development
Scott Abernathy, MPM® RMP®, Reliant Property Management, Inc.
Room: Events Center C 2-3
- 10:00 AM Coffee Break
- 10:30 AM **Hot Topic Networking Session**
Enjoy fast-paced conversations and lively debates on topics that are keeping you up at night. Peer-to-peer education is always valuable and interesting. Bring your topic/ideas to share and participate in the discussion.
Room: Events Center C 2-3
- 11:45 AM **Lunch – Network with business colleagues and associates** Events Center C2-3
Introduction of two Official NARPM® Partners: Rent Path and RentManager
- 1:00 PM **The 40 Hour Work YEAR**
From the start-up years with no pay, through the challenges and thrills of growing a multi-million dollar company and positioning it for sale, Scott shares his vast business experience, using a matter-of-fact, TAKE ACTION NOW approach.
Speaker: Scott Fritz, Growth Connect
Room: Events Center C 2-3
- 2:30 PM Soda and Snack Break
- 3:00 PM **Workshop Sessions**
- Fair Housing and Disparate Action**
This session will review the Fair Housing Action and results of the ruling from the US Supreme Court on Disparate Impact.
Speaker: Harry J. Kelly, Esq., Nixon Peabody LLP, Amici counsel for NARPM® and other housing organizations in Supreme Court litigation
Room: St. Croix A&B
- Hiring the Best Employees and Taking Care of Them**
Learn what is required to keep them once you have the best employees and how do you track their accountability.
Speaker: Nicole Machado, PHR, SHRM-CP, Human Resource with Cares Community Health in Sacramento and Home Pointe Property Management, CRMC®
Room: Antigua A&B
- In-House Maintenance and You**
Hear a panel of experienced PM's discuss In-house Maintenance. They'll cover what works, how to build a successful operation, and share their success stories.
Panelists: Andy Propst, MPM® RMP®, Park Place Property Management, CRMC®;
Eric Wetherington, MPM® RMP®, Carolina One Property Management;
Joel Elliott, RMP®, EW Capital Management, LLC
Facilitator: Kit Garren, MPM® RMP®, Tonsorentals.com Asheville
Room: Events Center C3
- 4:30 PM **Vendor Trade Fair and Reception with Cash Bar and Finger Foods** Events Center C 1-2

Wednesday, April 13, 2016

- 7:00 AM Breakfast in Trade Show with Vendors Events Center C1
- 8:30 AM Welcome and Conference Session Updates Events Center C 2-3
- 8:45 AM **General Session – Building an Entrepreneurial Team**
Shannon Waller, from Strategic Coach will present elements of her signature program on creating and supporting an Entrepreneurial Team. You will focus on and strategize about what's most pressing in your business and come away with new tools and capabilities – a plan with concrete action steps.
Speaker: Shannon Waller, Strategic Coach®
- 10:15 AM Coffee Break – Last chance to visit with Vendors Events Center C1
- 10:45 AM **Workshop Sessions**
- Work/Life Balance**
In this session, speaker Kathleen Richards will help you create a work/life balance plan that will allow you to have the life you want without working 24/7 and, still increase your revenue and grow your company.
Speaker: Kathleen Richards, MPM® RMP®
Room: Antigua A&B
- Building an Entrepreneurial Team – Continuation**
This session will build on the information presented in the general session.
Speaker: Shannon Waller, Strategic Coach®
Room: Events Center C2-3
- Family Businesses – Rewarding and Challenging**
This session will cover 10 aspects of family business that need to be addressed if the business is to be successful.
Panelists: Marc, Greg, and Alan Cunningham, Grace Property Management & Real Estate
Room: St. Croix A&B
- 12:15 PM **Lunch and General Sessions** Events Center C 2-3
Introduce Two NARPM® Official Partners: Buildium and Rently
- 1:30 PM **General Session – How to Build a Business That Can Thrive and Survive Without You**
Speaker: Jim Roman, Founder and CEO of Business Owners Institute
- 3:15 PM Soda and Snack Break
- 3:45 PM **General Session**
Recap of Event 2016 Broker Owner Retreat
Michael Francis, MPM® RMP®, Chair, Broker/Owner Retreat
- 4:30 PM Closing – Enjoy your Networking time with fellow Brokers, Owners, and Company Decision Makers.
See you next year

Thursday, April 14, 2016 (NARPM® Education Classes)

- 9:00 AM - 4:00 PM In-House Maintenance; How To Run A Successful And Profitable Maintenance Operation
Alongside Your Property Management Company
Room: Antigua A
- 9:00 AM - 4:00 PM Advanced Risk Management
Room: Andros A/B

NARPM® ANTITRUST STATEMENT It is the policy of the NARPM® to comply fully with all antitrust laws. The antitrust laws prohibit, among other things, any joint conduct among competitors that could lessen competition in the marketplace. NARPM®'s membership is composed of competitors; they must refrain from discussing competitively sensitive topics, including those related to pricing (such as rates, fees, or costs), individual competitors or specific business transactions, or controlling or allocating markets. Further, NARPM® shall not restrict members' ability to solicit competitors' clients or to advertise for business in any way that is not false, deceptive or otherwise illegal.