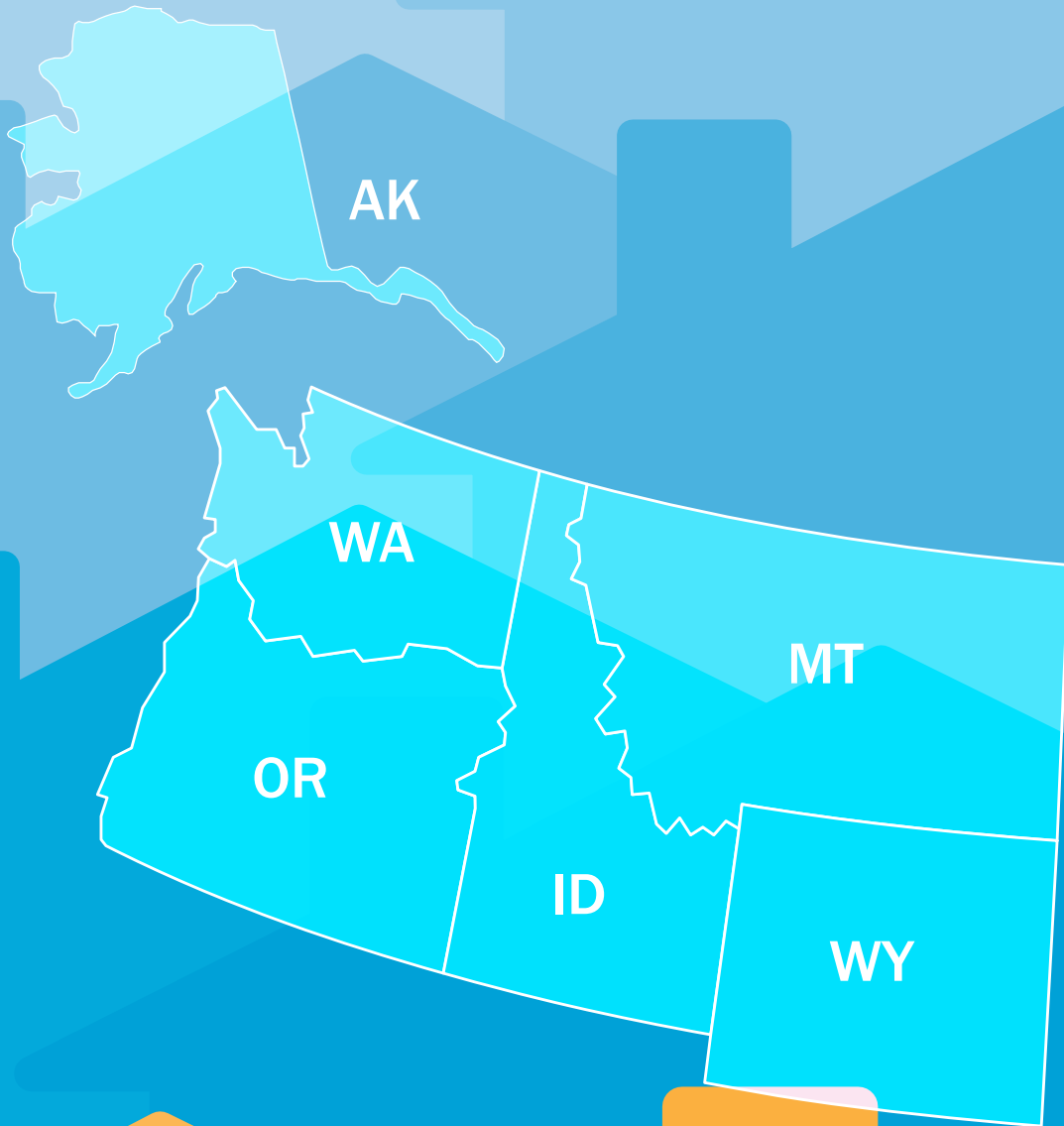


2015 REGIONAL CONFERENCE



National Association of Residential Property Managers
N O R T H W E S T R E G I O N

NARPM® Northwest Regional Conference Schedule
Holiday Inn Missoula Downtown, Missoula, MT
May 27-29, 2015

Wednesday, May 27

- 9:00 AM – 4:00 PM **NARPM® Personnel Procedures Essentials** *(separate registration)* **Montana Boardroom**
- 9:00 AM – 4:00 PM **NARPM® 101: Basics of Property Management** *(separate registration)* **Glacier/Yellowstone**

Thursday, May 28

- 8:30 AM **Registration Opens**
- 9:00 AM – Noon **NARPM® Ethics** *(separate registration)* **Madison/Jefferson**
- 12:00 - 1:00 PM **Lunch on your own**
- 1:00 - 4:00 PM **Leadership Training** **Madison/Jefferson**
- 5:30 - 7:30 PM **Vendor Trade Show** **Big Sky Atrium**
Cash bar with light finger foods and networking

Friday, May 29

- 7:30 AM **Registration Opens**
- 8:00 - 9:15 AM **Opening Session** **Garden City C/D**
Speaker: *Kieran Murry, Co-founder of IGNITE-U*
- 9:30 – 10:45 AM **Breakout Sessions**
- Automate Leasing, Expand Your Portfolio, and Earn More** **Garden City C/D**
Speaker: *Daniel Rosen, Rently*
New technologies are changing the Property Management landscape. This presentation is intended to give information to the NARPM® community about how the digital age is affecting the real-estate market industry-wide. Technologies to be discussed: Automated Showings, Multiple Listing Sites, Scheduling and Coordinating platforms, and Mobile Applications.
- The Smart Property Managers' Sales Course** **Madison/Jefferson**
Speaker: *Jordan Muela, LeadSimple*
How well do you sell? Is your current sales process leaving money on the table? This workshop is a breakdown of techniques and systems leveraged by the fastest growing management companies in the nation.
- Demystify the Technology of Video Tour Inspections** **Glacier/Yellowstone**
Speaker: *Todd Breen, Virtually Incredible*
Learn how to integrate the art of video technology into your daily business. Discover creative applications of video tours and inspections. Learn about what equipment to buy and how to use it.
- 10:45 – 11:15 AM **Break with Vendors** **Big Sky Atrium**
- 11:15 – 12:30 PM **Breakout Sessions**
- Market Updates – Analyze Market Conditions** **Garden City C/D**
Speaker: *Bruno Friia, MPM® RMP®, Real Estate Management Group*
Property management company owners face many challenges on a daily basis. Learn common sense solutions in the complex world of property management. This class will focus on marketing strategies, consumer reports and protection, analyzing market conditions and company financials, plus a review of recent Supreme Court cases affecting property managers.
- 3 C's of Property Management – Compliance, Completion, & Consistency** **Madison/Jefferson**
Speaker: *Timothy Forbis, TDRE, Inc.*
Learn the ins and outs of HUD and EPA compliance. Gain knowledge on the best way to manage and wade through the murky waters of therapy animal regulations. Understand the importance and value in developing policies and procedures to create the consistency you need to be successful.

Tenant Screening Regulatory Responsibilities, Legislative Threats & Risk

Speaker: Rhonda Babcock, Moco, Inc.

Glacier/Yellowstone

Do you have a firm grasp of the current legal and regulatory landscape surrounding tenant screening? Learn how to avoid disaster and gain the confidence to successfully navigate this increasingly hostile environment.

12:40 – 1:50 PM

Lunch

Garden City C/D

With NARPM® Northwest RVP PJ Chapman, MPM® RMP®, and NARPM® President Andrew Propst, MPM® RMP®

Presentation: Past Presidents' Charity Golf Tournament by Tony Drost, MPM® RMP®

2:00 – 3:15 PM

Breakout Sessions

Abundance Accounting – Know Your Numbers

Garden City C/D

Speaker: Sue Thompson, The CFO Professionals

Money management is a skill set that can be learned. Since money touches every area of your life, learning how to manage it with confidence is what makes it possible to keep more of the money you earn. Learn how to build the financial wealth you desire, while living the life style you deserve.

How to Stay Sane in an Insane Environment

Madison/Jefferson

Speaker: Timothy Forbis, TDRE, Inc.

They say truth is stranger than fiction... Hear real stories from the trenches that illustrate the need for stress management that will help in customer, client and staff retention. There are times when property managers encounter issues and situations that are highly stressful. Knowing, addressing and managing these situations in the right way will help the psyche of the manager and those around them.

So You Want to be a Property Manager?

Glacier/Yellowstone

Speaker: Chrysztyna Rowek-Perry, MPM® RMP®, Lighthouse Cove Property Management

Property Management Owner Bootcamp is an intensive workshop on how to ensure that your relationship with both the owner and their property is as stress-free and streamlined as possible. You will learn how to successfully prepare owners and their properties for the least amount of problems.

3:30 – 4:45 PM

Breakout Sessions

How to Influence SEO & Get Your Website to the 1st Page of Google

Garden City C/D

Speaker: Alex Osenenko, Fourandhalf.com

In the ever changing world of SEO, learn long term and short term strategies to get to page one of Google. You will learn to utilize the latest techniques using 3 key metrics that influence your SEO and your ability to close business. Learn what you can do to start booking more business now.

After Hours Emergency Maintenance

Madison/Jefferson

Speaker: Susan Albern, Night Tenders

Maintenance is complicated and the better your systems are, the less "mulligans" (do-overs) you will have. Take away new ideas, improve troubleshooting maintenance issues, learn how to effectively document property systems to avoid errors and ensure accuracy of work orders. Come away with real tools to minimize headaches.

Purposeful Communication

Glacier/Yellowstone

Speaker: Laura Bender, Bodies & Soul by Bend

Top management teams and successful offices know how important it is to separate substantive issues from personalities. The future is team cohesion and emotional intelligence. This workshop is designed to give you simple and creative tools to mitigate conflict, de-stress in a stressful market, and move forward productively.

5:00 – 5:30 PM

Closing Session

Garden City C/D

With vendors / vendor drawings / 50/50 Raffle

6:15 – 10:00 PM

Off Site – Optional – (Busses leave hotel at 6:15 PM)

Join your NARPM® colleagues for a Montana BBQ Country Style! The event will take place at the Missoula Winery. The ticket price is \$65 and includes transportation, a tour of the winery, yard games, S'mores & more around the campfire! Register today.

Northwest Regional Conference Sponsors

Platinum Sponsors



HOUSINGMANAGER.COM™



Rentals.com



Gold Sponsors



Silver Sponsors

AppFolio
Rent Manager
ShowMojo, LLC

Bronze Sponsors

Alliance 2020 Inc.
CodeBox, Inc
Gorilla Capital

Moco, Inc
PM Toolbelt
Property Manager Websites

PropertyWare, a RealPage Company
Rodda Paint Company
Service Master of Seattle

Tables

ACRAnet, Inc.
Contact At Once!
A Live Person Company
Fourandhalf.com
Instant Rental Info

LandlordSolutions, Inc.
LeadSimple
National Tenant Network
Northwest Collectors
NightTenders

Orca Information, Inc.
PROMAS Landlord Software
The CFO Professionals
The Plumbing & Drain Company
VirtuallyinCredible

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.