



# 2016 VIRGINIA STATE CHAPTER CONFERENCE

**Thursday, January 21st, 2016 - Friday, January 22nd, 2016**

Join us for this exciting conference in Virginia Beach  
**Holiday Inn & Suites North Beach**  
 3900 Atlantic Avenue, Virginia Beach, VA 23451  
 1-757-428-1711 / [www.vboceanfrontnorth.com](http://www.vboceanfrontnorth.com)

## **THURSDAY** January 21, 2016

|                 |  |
|-----------------|--|
| 10:00am-11:00am | Registration and Check In  |
| 11:00am-12:00pm | Session 1 - (Part 1) Millennium School of Real Estate<br>"Property Management Boot Camp" - 2 Hour<br>CE Credit *Must attend both parts to get credit |
| 12:00pm-1:00pm  | Lunch Break  |
| 1:00pm-2:00pm   | Session 2 - (Part 2) Millennium School of Real Estate<br>"Property Management Boot Camp" - 2 Hour CE Credit<br>*Must attend both parts to get credit |
| 2:00pm-2:15pm   | Break  |
| 2:15pm-3:15pm   | Session 3 - ServoPro of Virginia Beach "Hoarding and<br>Biohazards" - 1 Hour CE Credit   |
| 3:15pm-3:30pm   | Break  |
| 3:30pm-4:30pm   | Session 4 - ServoPro of Virginia Beach "Frozen Pipes"  |
| 5:00pm-6:30pm   | Vendor Reception *Ticketed Event   |
| 6:30pm-8:00pm   | Dinner Meet Up - On-Site Open to all vendors and<br>attendees who would like to participate ( <b>Isle of Capri<br/>Restaurant</b> )                  |

## **FRIDAY** January 22, 2016

|                 |  |
|-----------------|--|
| 7:30am-9:00am   | Registration and Breakfast   |
| 9:00am-9:30am   | Conference Kick Off  |
| 9:30am-10:30am  | Session 1 - (Part 1) Melissa Prandi - Featured<br>Speaker  |
| 10:30am-11:30am | Sessions 2 - Abi Wasserman of Four and Half<br>"The Art of the Sale for Property Managers"                               |
| 11:30am-1:00pm  | Lunch Break  |
| 1:00pm-1:45pm   | Session 3 - Dave Borden of Property Management<br>Websites, Internet Technology Session                                  |
| 1:45pm-2:45pm   | Session 4 - Jordan Muela of Lead Simple<br>"The 5 Steps to Sales Domination"   |
| 2:45pm-3:30pm   | Break  |
| 3:45pm-4:30pm   | Session 5 - Duke Dodson and Tim Wehner of<br>Dodson Property Management "How To Build The<br>Company Culture You Desire" |
| 4:30pm-5:00pm   | Wrap Up and Tickets of Opportunity/Door Prizes   |

**Make your hotel reservations** - Attendees may dial  
 1-757-428-171, ask to be connected with the in house reservation  
 department, ask for the NARPM room rate (\$79.00) with the code  
 QPM. The hotel offers complimentary guestroom Wi-Fi.

**Register Online @**  
[www.VirginiaStateNARPMConference.com](http://www.VirginiaStateNARPMConference.com)



**For more information, contact: Crystal Lovell 757-515-3113 or email: [Crystal@MakeItHomePm.com](mailto:Crystal@MakeItHomePm.com)**

# Virginia State Chapter Conference Sponsorship 2015

3900 Atlantic Avenue, Virginia Beach, VA 23451

Company Name \_\_\_\_\_

Company Representative \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

**30 VENDOR SPONSORS EXPECTED - SAVE THE DATE!**



**Be Part of It All.** Independently organized by local chapters of the National Association of Residential Property Managers, every regional or state conference uses different vehicles to bring the mission of NARPM® to their local area. Each conference has a unique theme and personality of its own, with focus on key issues specific to that area of the country.

|   |
|---|
| <input type="checkbox"/> <b>BREAKFAST-SPONSOR \$420 (SOLD OUT)</b>  |
| <ul style="list-style-type: none"><li>• Recognition at breakfast session with 5-minute presentation.</li><li>• Place company information on tables.</li></ul> |

|   |
|---|
| <input type="checkbox"/> <b>LUNCH-SPONSOR--\$420 (SOLD OUT)</b>   |
| <ul style="list-style-type: none"><li>• Recognition at lunch session with 5-minute presentation.</li><li>• Place company information on tables.</li></ul> |

|   |              |
|---|--------------|
| <input type="checkbox"/> <b>NON-AFFILIATE SPONSOR</b>                           | <b>\$180</b> |
| <ul style="list-style-type: none"><li>• Includes one exhibitor table.</li></ul> |              |

|  |              |
|--|--------------|
| <input type="checkbox"/> <b>NATIONAL &amp; STATE &amp; LOCAL CHAPTER AFFILIATE SPONSOR</b> | <b>\$155</b> |
| <ul style="list-style-type: none"><li>• Includes one exhibitor table.</li></ul>            |              |

|  |             |
|--|-------------|
| <input type="checkbox"/> <b>TICKECTED EVENT VENDOR RECEPTION</b> | <b>\$25</b> |
|  |             |

**Sponsorship Deadline December 29, 2015**

**Register and Pay Online @ [www.VirginiaStateNARPMConference.com](http://www.VirginiaStateNARPMConference.com)**

OR

Complete This Registration Form and mail it along with a check made payable to:

**Virginia State Chapter of NARPM®**

Check # \_\_\_\_\_ Amount \$ \_\_\_\_\_

**Mail Check and Form To:**

**ATTN: Crystal Lovell C/O Tim Wehner  
409 E. Main St. Suite 301 Richmond, VA 23219**



National Association of Residential Property Managers

**VIRGINIA STATE CHAPTER**

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# Virginia State Chapter Conference Registration 2016

## 1 REGISTRATION INFORMATION *(please type or print)*

Name: \_\_\_\_\_ Name for badge: \_\_\_\_\_  
 Company Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Address/P.O. Box: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Are you a Vendor/Affiliate?  Yes  No \*You cannot attend unless you are exhibiting.  
 Are you a Chapter Leader?  Yes  No If yes, what position? \_\_\_\_\_

Do you have a real estate license      Yes      No  
 Are you a business owner      Yes      No  
 Do you plan to attend Thursday and Friday      Yes      No  
 Is this your first time attending this conference      Yes      No

## 2 REGISTRATION FEES

|   | MEMBERS                  |       | NON-MEMBERS              |       |
|---|--------------------------|-------|--------------------------|-------|
| Registration includes<br>4 CE hour(s)                   | Early Bird / At the Door |       | Early Bird / At the Door |       |
| <input type="checkbox"/> Conference                     | \$130                    | \$150 | \$155                    | \$175 |
| <input type="checkbox"/> Conference &<br>Ticketed Event | \$155                    | \$175 | \$180                    | \$200 |

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**ATTN: Crystal Lovell C/O Tim Wehner  
 409 E. Main St. Suite 301 Richmond, VA 23219**



National Association of Residential Property Managers  
 VIRGINIA STATE CHAPTER

## SPECIAL ASSISTANCE

I have Special Needs

I have Special Dietary Requirements

Specific Details:

## REGISTRATION DEADLINES

Early Bird registrations must be received no later than 5 days prior to the event.

## CANCELLATION POLICIES

If this event is cancelled for any reason, the liability of NARPM® to the registrant is limited to the return of the registration fee. A necessary rescheduling of the event, as approved by the Virginia State chapter NARPM® Board, does not constitute a cancellation. Event cancellations must be received in writing. If cancellation is received 30 days prior to the event, there will be a full refund less a \$25 processing fee. If cancellation is received 15-29 days prior to the event, there will be a 50% refund. **There is NO refund if cancellation is 1-14 days prior to the event.**

## MONETARY POLICIES

A charge of \$25 will apply for all non-sufficient fund checks. Checks not in U.S. funds will be returned. You are not considered a registered attendee until payment has been successfully processed.