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# 2019 Annual Convention Call for Presentations

October 15-18, 2019

Proposed workshops/breakout sessions are now being considered for the 2019 NARPM® Annual Convention. The NARPM® Convention boasts an attendance of approximately 900 professionals and qualified residential property managers. The attendees include company owners, brokers, managers, executive officers, support staff, and suppliers – including those working with technology, web sites, personal assistants and others. Consider becoming a part of the rich NARPM® tradition of sharing professional and business knowledge by submitting a proposal to speak.

As you consider submitting a presentation proposal keep in mind that NARPM® Convention attendees want practical knowledge – give attendees ways to become more effective professionals, information that can be applied or tools that can be put to use, and job aids which are always popular. Theory is useful only when session participants are shown how to use it. Learning is not a passive activity. Give yourself a break–let others help do the talking. Attendees usually learn best when they are doing, not only when they are listening. Involve participants by asking questions, using exercises, and other activities.

All NARPM® members are invited to submit proposals for Convention Presentations using this form. **The professional submitting this proposal for the program is responsible for contacting all co-presenters and for all details including proposal submission, communication with co-presenters and presentation format.** The Association will provide a screen and projector and microphones for all sessions based on the specific session needs. **You must provide your own laptop** for any PowerPoint presentations. The Association will determine if and what type of microphones will be used in each session. Requests for additional audio/visual equipment will be considered on a case-by-case basis.

**Please note: NARPM® policy states that affiliates may not attend or speak at NARPM® events unless they are paid exhibitors at that event**.

**\* Proposals must be received by NARPM® no later than March 22, 2019.**

**\* Notification of acceptance will be made no later than April 19, 2019.**

* **If chosen, all PowerPoints MUST be submitted no later than 30 days prior to the event, otherwise you forfeit your presentation.**

Submission Guidelines and Information

Types of Breakout Sessions

**Workshop** A presentation in which a particular issue is explored in depth (can vary in length from 15 minutes to 1 hour depending on convention schedule)

**Panel Discussion** A 60 minute session (depending on convention schedule) in which a particular issue is explored by a panel with audience participation

**Note**: We reserve the right to change your presentation format and/or length, if necessary, in order to balance the convention program. If this becomes necessary we will contact you.

The Convention Program Sub-Committee will review all proposals. Proposals **must be typed**, with all information filled out completely. This form has data entry sections to complete the information. The submitter must sign all submissions [an electronic signature is acceptable]. Incorrect, hand written or incomplete submissions will be returned and not considered until properly submitted. NARPM® policy states that affiliates may not attend or speak at NARPM® events unless they are paid exhibitors at that event.

Email your completed proposal to conventioninfo@narpm.org.

**Title of Presentation**: This title will be used in the Registration Brochure and On-site program. Limit the title to 150 characters, including spaces and punctuation. The title should be descriptive and eye-catching. PLEASE ENTER THE TITLE IN THE FORM FILL BELOW AND CHECK THE APPROPRIATE BOXES.

The 5th Annual State of the Property Management Industry Report: Strategies for Success in the 2020 Rental Market

**Format**: Workshop Panel Discussion Ted Talk Style Other

**Category**: Small Company Large Company Personal Development

(Check all Technology Office Procedures Legal

that apply) Tools and/or Forms Skills Management

Professional Advice Marketing

**Presenter(s) Information**

**Presenter Listing:** List submitter’s name first. For each presenter (maximum of 4), list name, **NARPM® membership status**, address, zip code, phone and fax numbers, and **email address**.

**Name -** Chris Litster, CEO, Buildium

**NARPM Membership status:** NARPM Member, Buildium is an official partne**r**

**Address:** 3 Center Plaza, Suite 400 | Boston, MA

**Zip Code :** 02108

**Phone Number :**857-702-8796

**Email Address:**  cmlitster@buildium.com   
  
**Name:** Gail S. Phillips, CAE

**NARPM Membership Status:** CEO, NARPM

**Address:** 638 Independence Parkway, Suite 100 | Chesapeake, VA

**Zip code:** 23320

**Phone number:** 800-782-3452 x116

**Email address:** gphillips@narpm.org

Describe public speaking experience of all presenters and expertise with proposed topic:

A frequent speaker on industry and marketing trends and best practices for small businesses, Chris is a returning presenter to the NARPM Annual Conference, having presented in both 2017 and 2018. He was the Executive Host for Buildium’s own Customer Workshop in 2018. Chris also presented at the annual TRENDS Conference in Seattle in December 2017. He was the keynote speaker for the Chief Digital Officer conference in 2014, and has spoken at numerous other industry events throughout his career.

For two consecutive years, Chris and Gail have revealed insightful trends and findings from the annual State of the Property Management Industry Report to a packed room at the NARPM Annual Conference. In addition, they’ve co-hosted a webinar on the same topic for the last two years, and each presentation garnered over 1,000 registrants.

This year’s release, the highly anticipated 5th Annual Report, will dig into trends that the team has uncovered within five years of rich survey data collected from property managers, owners, and renters. In their presentation, Gail and Chris will synthesize these insights into an all-encompassing view of the property management industry in the past, present, and future.

List of NARPM® board and committee positions held by each presenter to avoid schedule conflicts with meetings:

Gail Phillips is the CEO of NARPM. Chris Litster does not hold any committee or board positions.

Session Description

**Description/Summary of session:** Limit to 250 words. Be as specific as possible about the learning that will take place at your presentation. This version will be edited and used in the Registration Brochure and On-site program to describe the session. Please include the primary learning objective for the session. A member of the program sub-committee will contact you to discuss the session in more depth if it is being considered.

This session brings to light new findings from the 5th Annual State of the Property Management Industry Report, which synthesizes insights from thousands of property managers, owners, and renters from across the country.

The past few years have resulted in record industry growth, and it’s expected to continue. However, many property managers still struggle with day-to-day operations, including attracting and retaining residents, growing and marketing their businesses, and expanding their portfolios.

During this session, Buildium’s CEO, Chris Litster, will join NARPM’s CEO, Gail Phillips, to reveal the top challenges that we’ll face in the property management industry in 2020 and beyond. They’ll identify where problems and opportunities lie within many small businesses, and discuss what can be done to resolve property managers’ biggest pain points.

To commemorate the fifth consecutive year that Buildium has released their Industry Report in collaboration with NARPM, this session will combine intensive market research with survey data collected from thousands of property managers, renters, and owners over the last five years. Attendees will learn how they can build strong relationships and leverage technology to differentiate their businesses in a highly competitive, rapidly evolving market.

The data from this presentation comes straight from the much-anticipated State of the Property Management Industry Report, which is scheduled for publication in tandem with the NARPM Annual Conference. This report has become a staple for NARPM members and property managers and will be available for all conference attendees, both in print and as a downloadable PDF.

###### Presenter Contract

**On my (and my co-presenters) behalf, should this proposal be selected, I (we) agree that:**

1. Individual submitting this proposal and signing this form agrees to receive all convention correspondence and accepts responsibility for conveying convention-related information to co-presenters.
2. NARPM® reserves the right to videotape and/or audiotape this entire presentation (no partial taping) and distribute the tape for sale for educational purposes. By submitting this proposal to speak you are agreeing to be video/audio taped.
3. **There is no honorarium or reimbursement to workshop presenter(s**).
4. **Please note: NARPM® policy states that affiliates may not attend or speak at NARPM® events unless they are paid exhibitors at that event**.
5. Provide bios, and audio/visual requests using the instructions in the Speaker Guidelines (which will be sent if your proposal is selected.)
6. NARPM® **requires** that all handouts/presentations be provided electronically to staff by the deadline specified to be included on the Convention Micro-site so that they can be downloaded/printed by attendees prior to the convention.
7. **If you are attending any Convention sessions/events other than your own session, the presenter(s) is responsible for registering and paying Convention registration fees.**
8. Presenter must receive prior approval from NARPM® for any survey or data collection at the Annual Convention or for any advertising/promotion/marketing of any products or services.
9. **It is understood that “selling” a product or service from the stage is prohibited and will result in not being accepted to speak in the future.**
10. **Individuals submitting or included within this proposal have agreed to be present in San Diego, California during the core dates of the NARPM® Convention and conduct this proposed presentation according to the conditions listed above during the specific time slot assigned by the program sub-committee**.

Agreed: Rachel Palmisciano

Date: 3/12/2019

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