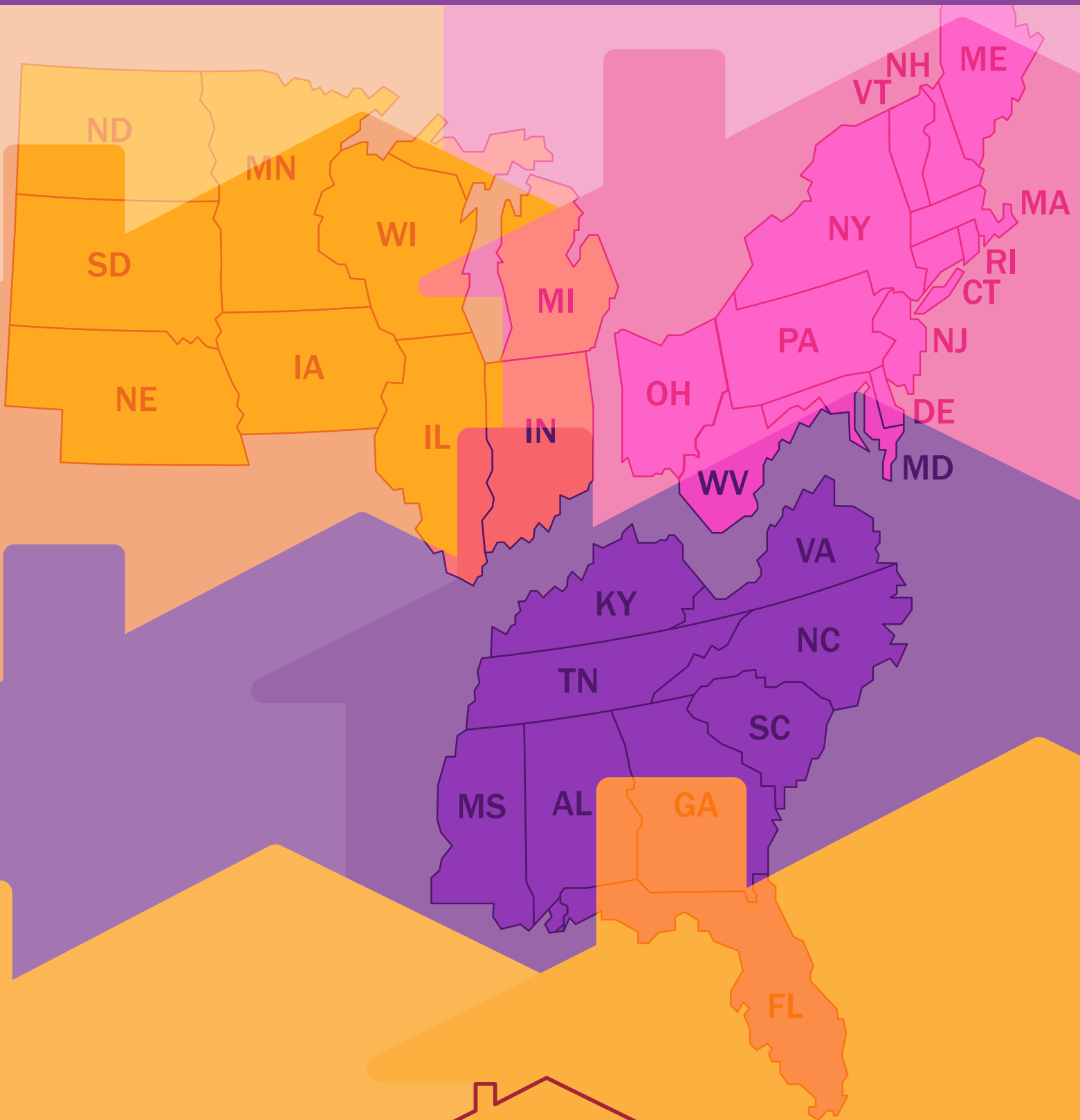


2013 REGIONAL CONFERENCE



National Association of Residential Property Managers

E A S T E R N R E G I O N

NARPM® Eastern Regional

March 28 & 29, 2013

“The Keys to Success”

Conference Schedule

Day 1 – March 28, 2013

8:00 AM **Registration Opens** – Vendors check in

12:15 – 1:15 **State Chapter Meetings**

- Virginia State Chapter Meeting
- Florida State Chapter Meeting

1:30-4:30 **Leadership Tool Box** – All Chapter Leaders are invited **Majors**
Chapter leaders join NARPM® President, President-Elect, RVP, and Executive Director as we have discussion on how to operate as an effective board of directors and learn from other chapter leaders on how to have a successful year! Also, learn the tricks on using NARPM.org chapter leaders section to help organize your chapter

4:30 – 6:30 **Vendor Reception** **L & N**
Cash Bar with light finger foods and networking

7:00-10:00 **Offsite Party at “The Honky Tonk”**
Sponsored by: Mr. ReKey and Apex Works

Day 2

7:30 AM **Registration Opens – visit with vendors** **L & N**

8:00 – 9:00 **Breakfast with guest Coach Burt** **McKinley**

- 9:00 – 10:00** **Break-outs #1**
- **Internet Habits of the North American Landlord** - Alex Osenenko **Monfont Lewis**
Learn how Landlords and Investors behave online and what to do to attract their attention
 - **Biggest Mistakes New Property Managers Make** - Robert Locke, MPM® RMP® **McKinley**
Guaranteed to entertain you and make you smarter! Hear it right from the horse's mouth - the 10 biggest mistakes you can avoid by taking notes from Robert. This session is a must for new property managers and a great refresher for seasoned property managers.
 - **Meth labs** - Nashville Assistant Fire Chief Franklin **Majors**
Yikes! Don't breathe - it's a meth lab! Find out what a meth lab looks like, what you should do if you stumble across one in one of your properties and the legal issues that follow.

10:00 – 10:30 **Break/Visit with Vendors**

- 10:30 – 11:30** **Break outs #2**
- **Biggest Mistakes New Property Managers Make** - Robert Locke, MPM® RMP® **McKinley**
Guaranteed to entertain you and make you smarter! Hear it right from the horse's mouth - the 10 biggest mistakes you can avoid by taking notes from Robert. This session is a must for new property managers and a great refresher for seasoned property managers.
 - **Protecting Your Company From Tenants and Owners** - Michelle Brassard, RMP® **Majors**
Can't we just get along? The Ins and Outs of staying on good terms with your owners and tenants, without losing your shirt. How to avoid issues with owners by having a great management agreement and policies in place. Learn what measures to take to avoid issues with tenants with a thorough lease agreement laying out the rules early in the relationship and much more.

Break outs #2 (continued)

- **Time Productivity and Profit** – Brian Deignan, Appfolio **Monfont Lewis**
Pulling your hair out since you don't have enough time in the day? Feel like you can't peddle the bike any faster? Participate in this combination seminar/workshop to see how you can best utilize your time and manage common business processes and tasks.

11:45 – 1:00 Lunch

McKinley

NARPM® President James Emory Tungsvik, MPM® RMP®
Southeast Region Vice President John Bradford, MPM® RMP®

1:00– 2:00 Break outs #3

- **Property Manager Websites** - Dave Borden **Monfont Lewis**
A website can be a powerful asset for your business, or an ugly reminder of why nobody should hire you. Before you drain your treasury on buzz words like "social media", "blogging", or "video", make sure that your web asset is ready to enhance those efforts. Learn about internet behavior and how you can get new customers by following 10 simple tips.
- **How to Blog and Tweet Effectively** - Rachel Albertson **Majors**
Is your phone or tablet smarter than you? There are many platforms of social media and it can be confusing how to get started. Learn 6 ways to start using twitter for your real estate business and 5 successful tips for real estate blogging.
- **Protecting Your Company From Tenants and Owners** - Michelle Brassard, RMP® **McKinley**
Can't we just get along? The Ins and Outs of staying on good terms with your owners and tenants, without losing your shirt. How to avoid issues with owners by having a great management agreement and policies in place. Learn what measures to take to avoid issues with tenants with a thorough lease agreement laying out the rules early in the relationship and much more.

2:00 – 2:15 Break/Visit with Vendors

L & N

2:15- 3:15 Break outs #4

- **Rental Property Inspections-** *Brian Birdy, MPM® RMP®* **McKinley**
Wish you hadn't taken on that headache property? Learn the How, What, and Why of performing inspections before accepting management. Also learn about move in, move out and periodic inspections. Leave class with inspection checklist.
- **Internet Habits of the North American Landlord** - *Alex Osenenko* **Monfont Lewis**
Learn how Landlords and Investors behave online and what to do to attract their attention
- **Peeling Apart Your Enterprise Software – How to Put the Pieces Together** **Majors**
Michael Mino, Property Boss
What components are important in the software that runs your business? This interactive session will identify many of the moving parts ... ILS, Tenant Screening, EFT, collection, and prospecting for owners and tenants. Learn what to look for in your software provider while asking questions about what is important to you and sharing your experiences.

3:15-3:30 Break

3:30 – 4:15 Closing Session 50/50 and door prizes

McKinley



Eastern Regional Conference Sponsors

Platinum Sponsors



PropertyManagerWebsites.com
powered by freerentalsite.com



Gold Sponsor



Silver Sponsors

Mr. ReKey
Rent Manager

New Empire Group
Propertyware, ARealPage Co.

Bronze Sponsors

AppFolio, Inc.

H&T Carpets

Rental Home Plus

Off Site Sponsors

Mr. ReKey

Apex Works

Booths

Akaydia.com
CitruSolution of Middle
Tennessee
Flood Pro, LLC
Fourandhalf.com
LandlordSource
Legal Shield
Millennium School of Real
Estate

National Tenant Network, Inc.
NightTenders, Inc.
PayNearMe
Planet Synergy, Inc.
PROMAS Landlord Software
Center
Property Reports On Sight
(PROS)

PropertyBoss Solutions, LLC
Rently.com
Resident Research
Resolve Partners, LLC
Virtually Incredible
Zillow, Inc