P.O. Box 70464 Oakland, CA 94612



# Conference Brochure



**ANNUAL CONFERENCE & TRADESHOW** 

February 9-12, 2016

Kona Kai Resort & Spa

Thank you to our 2016 Conference Partners!







## A Message from the 2015-2016 CALNARPM President

As the 2015-2016 CALNARPM President, I would like to welcome you on behalf of the Board of Directors to the 21st Annual CALNARPM Conference and Tradeshow. The Conference Committee and Board of Directors have been hard at work making exciting new changes to this year's conference. We are thrilled about the incredible speakers and classes we have lined up for this year's event. Through exceptional education and networking you will leave this conference not only feeling empowered but with the ability to chart the course for your future and navigate the oceans of opportunity.

Lisa Fore, CALNARPM President

TUESDAY, FEBRUARY 9<sup>TH</sup>
NARPM® National Instructor, Vickie Gaskill, MPM® RMP® will be teaching Personnel Procedures Essentials NARPM® National Instructor, Peter Meer, MPM® RMP® will be teaching Developing Rewarding Owner Relationships.

#### WEDNESDAY, FEBRUARY 10™

NARPM® National Instructor, Bev Perina, MPM® RMP® will be teaching Office Operations - Policy & Procedures

## THURSDAY, FEBRUARY 11™

Additionally, attendees will be able to choose from twelve (12) different workshops & panels, have the

#### FRIDAY, FEBRUARY 12TH

The 2016 CALNARPM Conference Committee has been diligently working on bringing together this exciting schedule of speakers, workshops, and exhibitors creating opportunity for every attendee.

Charting the Course: Navigating the Oceans of Opportunity

We look forward to seeing you in beautiful San Diego, California, February 9-12, 2016

February 9-12, 2016 Kona Kai Resort & Spa - San Diego, California



# WELCOME FROM THE REGIONAL VICE PRESIDENT, PACIFIC & PACIFIC ISLANDS REGIONS Keith Becker, MPM® RMP®

On behalf of the Board of Directors of the National Association of Residential Property Managers, as well as the Board of Directors of CALNARPM, I am pleased to welcome you to the 21st annual CALNARPM California State Conference. This year we've evoked a nautical theme, which is quite apt since our conference will take place at the beautiful Kona Kai Resort & Spa, located on San Diego Bay. As you navigate the rocky shoals of California requirements and regulations, you constantly need to be sure your sea charts are accurate, detailed and up-to-date. More than any other event, the annual CALNARPM conference is dedicated to helping YOU, the California professional, and providing you the tools to succeed. Only at this conference will you be able to benefit from many state-specific workshops and seminars. In addition, you'll



have ample opportunity to increase your overall industry knowledge by participating in any of the many general sessions and break-out session being offered. I encourage you to improve your skills, work toward a professional designation, and burnish your personal reputation as an industry leader by attending any of the NARPM® educational classes offered. In addition, this is an event not just for the primary "decision makers" in your company, but for everyone who would benefit from industry-specific and state-specific training. Please join me in taking full advantage of this year's CALNARPM Conference and the beautiful San Diego coastline. I am confident this event – with its numerous workshops, classes and networking opportunities – will leave a lasting impression on each attendee. Now, bring me that horizon and let's begin CHARTING THE COURSE!

## THURSDAY, FEBRUARY 11, 2016 Lloyd Smigel

Care Management Consultants

Lloyd has been in the Consulting Business for over 33 years, consulting for companies throughout the US ranging from startups to \$120 Million. His focus has been in Dealing with Change, Strategy, Sales Management, Sales and Interpersonal Skills as well as Employee



Retention and Leadership. He was the first National Training director for a National Service Company which, at the time had over 50 offices, and most of his courses are still being taught today. He has taught many courses on Sales as well as Sales Management. His presentations have received Continuing Educational points in many States and he has given Key Note Speeches to many organizations including ASAE (American society of Association Executives), SME (Sale and Marketing Executives), IREM, ASTD (American Society for Training and Development) and many, many others.

## Thank you to our 2016 Conference Partners!



#### HOTEL INFORMATION

Please make your reservation by **January 9, 2016** to receive our special rate of \$165/night (does not include taxes and fees). To make your reservation, please contact the Kona Kai Resort & Spa directly. In order to receive the special rate you must provide the following information when making your reservation: our name, the event name, and the event dates (California State Chapter of the National Association of Residential Property Managers, CALNARPM Annual Conference, and February 9-12, 2016). Rates will not be charged at check-in for any guests that failed to identify their affiliation at the time of reservation. Please note that check in time is 4:00 p.m., check out time is 12:00 p.m., and the hotel can store luggage. If you would like to book your reservation online, please email conference@calnarpm.org for more information.

Kona Kai Resort & Spa 1551 Shelter Island Drive San Diego, CA 92106 800-566-2524

# FRIDAY, FEBRUARY 12, 2016 James M. Roth, Esq. Attorney at Law, The Roth Law Firm

After negotiating an allowance increase at the age of 6, Jim Roth's family believed he was suited to become an attorney. Maintaining a daily paper route during 6th grade to save for college, he never missed a delivery come



rain, sleet, or snow. As a teenager, his teachers routinely made him the Master of Ceremony for school presentations because of his quick wit and comfort with public speaking. Throughout his formative years, Jim was preparing to practice law.

An AV-rated attorney by his peers, Jim has devoted his practice to corporate, real estate and business law. As general counsel to diverse business entities nationwide, Jim is responsible for developing strategies to minimize risk, navigating complex transactions, and representing his clients' interests in litigation. Jim has successfully tried numerous cases and argued before the California and federal courts of appeal. He is also a frequent speaker and lecturer to professional and community groups on a variety of legal topics.

FRIDAY, FEBRUARY 12, 2016
Andrew L. Propst, MPM® RMP® CPM®
President, Park Place Property
Management, CRMC®

Andy is lucky enough to be married to his lovely wife Shonda Propst for 16 years. He has been managing properties for over 15 years for two different property management companies. After Managing in Oregon for



ten years Andy and Shonda adopted their first child Samuel Propst in 2008. Soon after they welcomed Sam into their life they moved to Boise, Idaho to be closer to family. In 2011 they adopted their second child Brooklyn. Andy has been the President of Park Place Property Management for 6 years. Andy holds the Master Property Manager® [MPM®] Designation and the Residential Management Professional® [RMP®] Designation from The National Association of Residential Property Manager® [NARPM®] and the Certified Property Manager® (CPM®) Designation from the Institute of Real Estate Management® (IREM®). Andy has sat on the National Board of Directors of NARPM® for six years as a Regional Vice President, National Treasurer, and National President Elect. Now, Andy has the privilege of serving as the 2015 President for the National Association of Residential Property Managers®.



# Kona Kai Resort & Spa – San Diego, California

### TURSDAY, FEBRUARY 19, 2016  8:30 a.m. to 9:00 a.m. NARPIM® Class - Developing Revarding Owner Relationships  12:00 p.m. to 1:00 p.m. NARPIM® Class - Developing Revarding Owner Relationships  12:00 p.m. to 1:00 p.m. Lunch - On Your Own  WENNESDAY, FEBRUARY 10, 2016  8:30 a.m. to 9:00 a.m. RAPPIM® Class - Developing Revarding Owner Relationships  19:00 a.m. to 4:00 p.m. Lunch - On Your Own  9:00 a.m. to 4:00 p.m. NARPIM® Class - Developing Revarding Owner Relationships  19:00 a.m. to 4:00 p.m. NARPIM® Class - Clinice Operations - Reliep and Procedures - Bev Perma, MPIM® RMP® 9:00 a.m. to 4:00 p.m. NARPIM® Class - Clinice Operations - Reliep and Procedures - Bev Perma, MPIM® RMP® 9:00 a.m. to 12:00 p.m. to 1:00 p.m. Lunch - On Your Own  4:00 p.m. to 1:00 p.m. Lunch - On Your Own  4:00 p.m. to 1:00 p.m. Lunch - On Your Own  4:00 p.m. to 1:00 p.m. Lunch - On Your Own  4:00 p.m. to 1:00 p.m. Lunch - On Your Own  4:00 p.m. to 1:00 p.m. Lunch - On Your Own  4:00 p.m. to 1:00 p.m. Lunch - On Your Own  4:00 p.m. to 1:00 p.m. Longerace Registration Open  ### THURSDAY FEBRUARY 11, 2016  7:00 a.m. to 1:2:00 p.m. Tradeshow Set-up  8:45 a.m. to 1:0:00 p.m. Tradeshow Set-up  8:45 a.m. to 10:00 p.m. Tradeshow Set-up  10:00 p.m. to 10:15 a.m. General Session - CHARTING THE COURSE: Navigating The Oceans of Opportunity - Lolyd Smigel, Care Management Consultants  10:15 a.m. to 10:00 p.m. Tradeshow Set-up  8:45 a.m. to 10:00 p.m. Tradeshow Set-up  10:00 p.m. to 10:00 p.m. Tradeshow Set-up  10:00 p.m. to 10:00 p.m. Tradeshow Set-up  10:00 p.m. to 10:00 p.m. CALNARPM Annual Meeting  10:00 p.m.	State Chapter February 9-12, 2016							
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- Peter Meer, MPM® RMP® 3.00 a.m. to 9:00 a.m. RMP® and MPM® Designation Class Registration 9.00 a.m. to 9:00 a.m. RMPP® Class - Office Operations - Policy and Procedures Advanced - Vickie Gaskill, MPM® RMP® 9.00 a.m. to 4:00 p.m. AMPPM® Class - Office Operations - Policy and Procedures - Bev Perina, MPM® RMP® 9.00 p.m. to 12:00 p.m. NARPM® Class - Office Operations - Policy and Procedures - Bev Perina, MPM® RMP® 9.00 p.m. to 1:00 p.m. Lunch - On Your Own 4.00 p.m. to 7:00 p.m. Conference Registration Open 1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.	9:00 a.m.	to	4:00 p.m.	NARPM® Class - Personnel Procedures Essentials - Vickie Gaskill, MPM® RMP®				
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## 100 p.m. to 7:00 p.m. Conference Registration Open ### 17:00 a.m. to 4:30 p.m. Conference Registration Open ### 17:00 a.m. to 12:00 p.m. Tradeshow Set-up ### 10:30 a.m. to 10:15 a.m. Conference Opening Kick-off ### 10:30 a.m. to 10:15 a.m. Conference Opening Kick-off ### 10:30 a.m. to 10:30 a.m. Workshop 8 - Call Time Out! 5 Steps to Successfully Referee the Barrage of Demands from Clients, Feanata & Vendors ### Workshop B - Call Time Out! 5 Steps to Successfully Referee the Barrage of Demands from Clients, Feanata & Vendors ### Workshop D - Charting the Course of the Top 7 Coverage's of Insurance For Property Manager's - Panamas from Clients, Feanata & Vendors ### Workshop D - Charting the Course of the Top 7 Coverage's of Insurance For Property Manager's - Panamas from Clients, Feanata & Vendors ### Workshop D - Charting the Course of the Top 7 Coverage's of Insurance For Property Manager's - Panamas from Clients, Feanata & Vendors ### Workshop D - Charting the Course of the Top 7 Coverage's of Insurance For Property Manager's - Panamas from Clients, Feanata & Vendors ### Workshop D - Charting the Course of the Top 7 Coverage's of Insurance For Property Manager's - Panamas from Clients, Feanata & Vendors Deal with Difficult Residents ### Workshop E - Strategies For Sales Dominance ### Workshop B - Better Living Through Technology: How New Apps Are Transforming Engagement ### Workshop B - Horrease Your Business by Converting the SMIPOs: How to Get the "By Owner" into Your Portfolio ### Workshop B - Panamas For Sol50 Sales ### Workshop B - Panamas For For Property Management Company in California ### Workshop B - Panamas For For Property Management Tech Tools That You Can't Live Without ### Workshop B - Form Rough Seas To Smooth Sailing ### Workshop B - Form Rough Seas To Smoot		200	21 9900000					
THURSDAY, FEBRUARY 11, 2016 7:00 a.m. to 4:30 p.m. Conference Registration Open 7:00 a.m. to 12:00 p.m. Tradeshow Set-up 8:45 a.m. to 9:00 a.m. to 10:15 a.m. General Session - ChARTININ THE COURSE: Navigating The Oceans of Opportunity - Lloyd Smigel, Care Management Consultants 10:15 a.m. to 10:30 a.m. to 11:45 a.m. WORKSHOP SESSION I Workshop B - Call Time Out! 5 Steps to Successfulty Referee the Barrage of Demands from Clients, Tenants & Vendors Workshop B - Call Time Out! 5 Steps to Successfulty Referee the Barrage of Demands from Clients, Tenants & Vendors Workshop D - Charting the Course of the Top 7 Coverage's of Insurance For Property Manager's - Panel 11:45 p.m. to 12:45 p.m. Lunch - 50/50 Sales 12:45 p.m. to 1:00 p.m. CALINARPM Annual Meeting 1:00 p.m. to 2:30 p.m. Tradeshow Grand Opening - 50/50 Sales Workshop B - Strategies For Sales Dominance Workshop B - Strategies For Sales Dominance Workshop B - Strategies For Sales Dominance Workshop B - How to Deal with Difficult Residents Workshop B - Better Living Through Technology: How New Apps Are Transforming Engagement Workshop B - Better Living Through Technology: How New Apps Are Transforming Engagement Workshop B - New to Deal with Difficult Residents Workshop B - New to Deal with Difficult Residents Workshop B - New Collegation B Sales Dominance Workshop B - New Collegation B Sales B Sales Dominance Workshop B - New Collegation B Sales B Sa	200000000000000000000000000000000000000							
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9:00 a.m. to 10:15 a.m. general Session - CHARTING THE COURSE: Navigating The Oceans of Opportunity - Lloyd Smigel, Care Management Consultants  10:30 a.m. to 10:30 a.m. Break  10:30 a.m. to 11:45 a.m. WORKSHOP SESSION I  Workshop A - Call Time Out! 5 Steps to Successfully Referee the Barrage of Demands from Clients, Tenants & Vendors  Workshop C - Effectively Screening Prospective Tenants  Workshop D - Charting the Course of the Top 7 Coverage's of Insurance For Property Manager's - Panel  11:45 p.m. to 1:00 p.m. to 1:00 p.m. to 1:00 p.m. to 2:30 p.m. tradeshow Grand Opening - 50/50 Sales  2:30 p.m. to 3:45 p.m. wORKSHOP SESSION II  Workshop E - Strategies For Sales Dominance  Workshop F - How to Deal with Difficult Residents  Workshop F - How to Deal with Difficult Residents  Workshop F - How to Deal with Difficult Residents  Workshop B - Strategies For Sales Dominance  Workshop F - How to Deal with Difficult Residents  Workshop B - Better Living Through Technology: How New Apps Are Transforming Engagement  Workshop B - Better Living Through Technology: How New Apps Are Transforming Engagement  Workshop B - Better Living Through Technology: How New Apps Are Transforming Engagement  Workshop B - Strategies For Sales Dominance  Workshop B - Better Living Through Technology: How New Apps Are Transforming Engagement  Workshop I - Navigating your way throughThe many requirements to be in compliance running a property management company in California  Workshop I - Navigating your way throughThe many requirements to be in compliance running a property management Tech Tools That You Can't Live Without  5:30 p.m. to 5:45 p.m. Break - 50/50 Sales  5:30 p.m. to 5:45 p.m. Speed Networking: Company Decision Makers with Conference Partners and Gold Sponsors  5:45 p.m. to 7:45 p.m. Exhibitor Reception - 50/50 sales  FRIDAY, FEBRUARY 12:2016  8:00 a.m. to 9:00 a.m. to 10:15 a.m. deneral Session - Growing Your Company Outside of the Box and into an Empire - Andrew L. Propst, MFM® FMP® CPM® President, Park Place Property								
of Opportunity - Lloyd Smigel, Care Management Consultants  10:30 a.m. to 10:30 a.m. Workshop SESSION I  Workshop B - Call Time Out I Siteps to Successfully Referee the Barrage of Demands from Clients, Tenants & Vendors  Workshop B - Call Time Out I Siteps to Successfully Referee the Barrage of Demands from Clients, Tenants & Vendors  Workshop C - Effectively Screening Prospective Tenants  Workshop D - Charting the Course of the Top 7 Coverage's of Insurance For Property Manager's - Panel  11:45 p.m. to 12:45 p.m. Lunch - 50/50 Sales  12:45 p.m. to 12:30 p.m. Tradeshow Grand Opening - 50/50 Sales  2:30 p.m. to 3:45 p.m. WORKSHOP SESSION II  Workshop E - Strategies For Sales Dominance  Workshop F - How to Deal with Difficult Residents  Workshop F - How to Deal with Difficult Residents  Workshop F - Increase Your Business by Converting the SMIPOs: How to Get the "By Owner" into Your Portfolio  3:45 p.m. to 4:15 p.m. Break - Dessert with Exhibitors - 50/50 Sales  Workshop J - Navigating Your way throughThe many requirements to be in compliance running a property management company in California  Workshop J - Navigating your way throughThe many requirements to be in compliance running a property management company in California  Workshop K - Hoarding: The Gathering Storm  Workshop L - Top 5 Property Management Tech Tools That You Can't Live Without  5:30 p.m. to 5:45 p.m. Break - 50/50 Sales  FRIDAY, FEBRUARY 12, 2016  8:00 a.m. to 9:00 a.m. Conference Registration Open  Tradeshow Open - 50/50 Giveaway at 10:30 a.m.  Tradeshow Open - 50/50 Giveaway at 10:30 a.m.  Workshop J - Though Session IV  Workshop N - From Rough Seas To Smooth Sailing  Workshop N - From Rough Seas To Smooth Sailing  Workshop N - From Rough Seas To Smooth Sailing  Workshop N - From Rough Session IV  Workshop N - From Rough Session IV  Workshop N - From Rough Session IV  Workshop N - From Rough Session IV Workshop Workshop N - Should I Stay or Should I Grow - Panel  Workshop O - The Uber Generation: What The Expectation of Instant Service	100000000000000000000000000000000000000	- 20		The state of the s				
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12:45 p.m. to 1:00 p.m. CALNARPM Annual Meeting 1:00 p.m. to 2:30 p.m. Tradeshow Grand Opening - 50/50 Sales 2:30 p.m. to 3:45 p.m. WORKSHOP SESSION II  Workshop F - How to Deal with Difficut Residents  Workshop F - How to Deal with Difficut Residents  Workshop B - Better Living Through Technology: How New Apps Are Transforming Engagement  Workshop H - Increase Your Business by Converting the SMIPOs: How to Get the "By Owner" into Your Portfolio  3:45 p.m. to 4:15 p.m. Break - Dessert with Exhibitors - 50/50 Sales  Workshop J - Systematizing For Success: How your business can run on autopilot through the use of System Manuals  Workshop J - Navigating your way throughThe many requirements to be in compliance running a property management company in California  Workshop J - Navigating your way throughThe many requirements to be in compliance running a property management company in California  Workshop J - Top 5 Property Management Tech Tools That You Can't Live Without  5:30 p.m. to 5:45 p.m. Break - 50/50 Sales  5:30 p.m. to 6:45 p.m. Exhibitor Reception - 50/50 sales  FRIDAY, FEBRUARY 12, 2016  8:00 a.m. to 9:00 a.m. Conference Registration Open  9:00 a.m. to 10:15 a.m. General Session - Growing Your Company Outside of the Box and into an Empire - Andrew L. Propst, MPM® RMP® CPM® President, Park Place Property Management CRMC®  10:15 a.m. to 2:00 p.m. Tradeshow Open - 50/50 Giveaway at 10:30 a.m.  Workshop M - From Rough Seas To Smooth Sailing  Workshop M - From Rough Seas To Smooth Sailing  Workshop M - From Rough Seas To Smooth Sailing  Workshop P - Handling Your Regulator: From an Audit and Investigation Through an Accusation  12:00 p.m. to 12:45 p.m. Lunch - Exhibitor Raffle  12:00 p.m. to 12:45 p.m. Lunch - Exhibitor Raffle			Name of the last o	Print   1				
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and Gold Sponsors  5:45 p.m. to 7:45 p.m. Exhibitor Reception - 50/50 sales  FRIDAY, FEBRUARY 12, 2016  8:00 a.m. to 9:00 a.m. Conference Registration Open  8:00 a.m. to 2:00 p.m. Tradeshow Open  9:00 a.m. to 10:15 a.m. General Session - Growing Your Company Outside of the Box and into an Empire - Andrew L. Propst, MPM® RMP® CPM® President, Park Place Property Management CRMC®  10:15 a.m. to 2:00 p.m. Tradeshow Open - 50/50 Giveaway at 10:30 a.m.  10:45 a.m. to 12:00 p.m. WORKSHOP SESSION IV  Workshop M - From Rough Seas To Smooth Sailing  Workshop N - Should I Stay or Should I Grow - Panel  Workshop N - Should I Stay or Should I Grow - Panel  Workshop O - The Uber Generation: What The Expectation of 'Instant Service' Means for Your Business And How You Can Use it to Stand Out From The Crowd  Workshop P - Handling Your Regulator: From an Audit and Investigation Through an Accusation  12:00 p.m. to 12:45 p.m. Lunch - Exhibitor Raffle  12:45 p.m. to 2:00 p.m. Closing Session - Risk Management: Friend or Foe - James M. Roth, Esq.	5:30 p.m.	to	5:45 p.m.	Break - 50/50 Sales				
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	The Sales of Control of Control	2000	10000 Halson	Closing Session - Risk Management: Friend or Foe - James M. Roth, Esq.				

#### Workshop A - The Art of the Sale for Property Managers

John Bykowski, Fourandhalf.com / Alex Osenenko, Fourandhalf.com Be the PERFECT choice for the RIGHT client. Learn how to better discover your client's needs, present your value proposition, and follow up to close the deal.

# Workshop B - Call Time Out! 5 Steps to Successfully Referee the Barrage of Demands from Clients, Tenants & Vendors Kellie Tollifson, T-Square Real Estate Services, Inc.

Enter the world of handling client demands, tenant requests, & vendor needs with confidence. Learn how to referee the demands we are required to make each day with ease & come out a winner!

## Workshop C - Effectively Screening Prospective Tenants Jim Karjian, National Tenant Network

Focusing on obtaining the "big picture", from interview to decision, on prospective residents. Topics include the application process & screening reports while maintaining compliance with Fair Housing, FCRA, & FACTA.

# Workshop D - Charting the Course of the Top 7 Coverage's of Insurance For Property Manager's - Panel Curt Bulloch, Business Insurance Broker / David Earwood, J.D., CSE Insurance Group / Frederick Fisher, J.D., USG Insurance Services, Inc.

Panel discussion with Q&A and audience participation on what type of coverage's do property managers & landlords need to protect themselves & the properties they manage.

#### Workshop E - 5 Strategies For Sales Dominance Jordan Muela, LeadSimple

This workshop will lay out a blueprint for redefining your sales process to close more new leads AND nurture older leads until they're ready to buy. Walk away with a new framework for sales success.

Workshop F - How to Deal with Difficult Residents
Puneet Singh, Kimball Tirey & St. John LLP
Learn how to avoid conflict with difficult residents, and when & if they do arise, how to recognize, manage & resolve those conflicts. You will also learn helpful legal & psychological perspectives.

# Workshop G - Better Living Through Technology: How New Apps Are Transforming Engagement

Jindou Lee, Happy Inspector

Why is our industry so committed to the status quo, and how is it costing us? This session will explore new tech trends and provide guidance on how to implement them.

# Workshop H - Increasing Your Business by Converting the SMIPOs (Self Managing Investment Property Owners): How to Get the "By Owner" into Your Portfolio

Scott P. Brady, Progressive Property Management

Learn how to target people who manage their own properties. Stop fighting for market share by looking for owners looking for property management. Convert "by owners" to loyal customers.

# Workshop I - Systematizing For Success: How your business can run on autopilot through the use of System Manuals Marc Cunningham, Grace Property Management & Real Estate The most successful companies don't rely on people, they rely on systems. Systems make

your business scalable, increase value, protect you from liability, reduce the dependence on any one employee, and give clarity. Learn the process of how to create and implement System Manuals

#### Workshop J - Navigating your way through...The many requirements to be in compliance running a property management company in California

Melissa Prandi, MPM® RMP®, PRANDI Property Management
Make sure you know and understand all the things that MUST be done in California to maintain. Real Estate, Employer, Corporation, and Business Licenses. Melissa will speak from experience, share her check lists, and tell real stories that came from other property managers. Attendees will have the opportunity to share their ideas, suggestions, additions, and what works for them.

## Workshop K - Hoarding: The Gathering Storm Lynn Dover, Kimball, Tirey & St. John LLP

Hoarding is on the rise & is expected to be an ever-increasing problem. When occurring in a multi-family setting, it can create many serious issues not only for the hoarder but also for other residents & the property itself.

# Workshop L - Top 5 Property Management Tech Tools That You Can't Live Without

Lucas Hall, Cozy

Learn how to implement the most useful online tools & resources into your rental business, from application to move-out. We'll review the leading solutions & show you how these easily accessible tools will streamline your business - making it more profitable and efficient.

## Workshop M - From Rough Seas To Smooth Sailing Kathleen Richards, Portola Property Management, Inc. CRMC®

Walk away with simple but effective strategies for creating success in your business and personal life without sacrificing one over the other. What is your ideal vision for your life? What is getting in the way of that success? You can have it all. Come learn how.

Workshop N - Should I Stay or Should I Grow - Panel Andrew L. Propst, Park Place Property Management / Jennifer Newton, Walters Home Management / Michael Catalano, Real Estate Connections / Lisa Fore, McLain Properties (Moderator)

Our panel of expert property managers will discuss Growth vs Lifestyle. How many units should you manage, why and how to scale it? What are your goals for growth and how do you attain those goals while keeping a good life/work balance

# Workshop O - The Uber Generation: What The Expectation of 'Instant Service' Means for Your Business And How You Can Use it to Stand Out From The Crowd

Ursula Shekufendeh, Appfolio

What is the Uber generation? The expectation of instant response & fast service at your fingertips. In this session we'll look at how technology is raising the bar on service expectations, & how property managers can use this to gain a competitive advantage.

### Workshop P - Handling Your Regulator: From an Audit and Investigation Through an Accusation Joshua A. Rosenthal, Medlin & Hargrave, PC

How to work with the BRE from the perspective of counsel who has defended hundreds of audits, investigations and accusations. Covering how to manage the audit or investigation, what to expect from an accusation & the types of discipline the BRE is looking to impose.

# CALNARPM California State Conference Education

Location: Kona Kai Resort & Spa, 1551 Shelter Island Dr., San Diego, CA 92106

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This course will he	elp you det rn the best	ermine wh hiring and	en to hire ar	116   9 am – 4 pm   Vickie Gaskill, MPM® RMP® an assistant and to develop an effective job description. When you are actices with training and retention for your assistant. Also, answer how					
aging your clients	from first c	ontact to te	ermination. F	Feb 9, 2016   9 am – 4 pm   Peter Meer, MPM® RMP® in the cycle of owner relations will assist you in developing and manfrom the big picture to the small details, you will learn industry best them during several scenarios.					
Personnel Proce The main course of property managen	objective fo	2016   9 am – 4 pm   Vickie Gaskill, MPM® RMP® rpand on key elements of an effective personnel plan for the residential							
Every brokerage no add staff. This cou	Office Operations – Policy & Procedures   Feb 10, 2016   9 am – 4 pm   Bev Perina, MPM® RMP® Every brokerage needs a policy and procedure manual to standardize their office operation, especially as they grow and add staff. This course covers the Process from start to finish and includes an overview of trust accounting policy and procedure as an example for the manual.								
(Required for all m	nembers evenembers in yet process.	ery four ye our prope	ars) Are you rty managen	Melissa Prandi, MPM® RMP® ethical? You may be surprised at the pitfalls. This course will cover the nent business. The NARPM® Code of Ethics will be reviewed as well as					
	Con	tact: El	len Purd	y, epurdy@hbrinfo.com or 510.814.4804					
CLASS	6-Hour	Course	Ethics	CANCELLATION POLICY  Cancellations must be received in writing. If received by January 9, 2016, reg					
FEES	Before Jan 9	After Jan 9	resure	istrant will receive a full refund less a \$25.00 processing fee. If received <b>afte</b> January 9, 2016, a 50% refund will be issued. No refunds will be made on the					
Member	Member \$195 \$250 \$45		\$45	day of class; however, the registration fee can be applied to a later class, with a \$25.00 transfer charge. If course is cancelled because a minimum of 10					
Non-member	\$295	\$350	\$95	registrations have not been met or for any other reason, tuition paid wil					
Retake	\$75	\$150		be fully refundable. All courses are subject to cancellation by NARPM®.					
RMP®/MPM® Designee	RMP*/MPM* Designee \$100 \$150			In order to receive a certificate of completion, students must achieve a					
Designee Candidate	\$180	\$250		minimum of 70% on the NARPM® exams.					
REGISTRATION	٧			METHOD OF PAYMENT					
Name				☐ Check enclosed for \$ Chk #					
Company				☐ Charge my credit card \$					
Address				□ VISA □ MC □ AMEX □ Discover					

#### NARPM® ANTITRUST STATEMENT

Email

ClassID=PPE2915

ClassID=Dev2915

ClassID=PPA21015

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.

City/ST/Zip \_\_\_\_\_

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#### FAX, MAIL or E-MAIL REGISTRATION FORM:

638 Independence Parkway, #100, Chesapeake, VA 23320

Name on card \_\_\_\_\_

----- All information below this line will be shredded. -----

Card #\_\_\_\_\_

Exp Date \_\_\_\_\_\_ Security Code \_\_\_\_\_

**P:** 800-782-3452 | **F:** 866-466-2776

E: educationinfo@narpm.org

Signature

Or sign up using the Member log-in at www.narpm.org



National Association of Residential Property Managers

# 2016 CALNARPM Conference & Tradeshow **Registration Page**

#### Please PRINT legibly.

If registering mutiple attendees, please complete a registration form for each individual.

Whenever possible, please email completed forms to narpmcalifornia@gmail.com with the subject line "2016 Conference Registration".

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CONFEREN	ICE & TRADESHOW	

Name:		_ Title:			
Designation: RMP® MPM® CS	SS CRMC®	Other:			
STATE OF THE STATE					
Badge Name:		Company Name:			
Address:		City/State/Zip:			
Phone: Fax:		_ Email:			
Website:					
NARPM® Chapter:	_ Chapter Leader?	Yes No CI	neck if you are a dec	cision maker for yo	our firm
Please check all that apply					
CALNARPM Member NARPM® Membe	er Staff/	Office Member N	on-NARPM® Membe	er First Tir	me Attendee
TAKE PER PER PER PER PER PER PER PER PER PE	Stany	omee Member	on Market Merries		no Attended
I am a NARPM® member and would like to join	CALNARPM for the	remainder of the 2015-20	116 membership yea	r to receive the dis	scounted
CALNARPM Member rate. Please add the \$39	annual dues to my	invoice. If you select this of	option and are alread	dy a paid member	
not be charged. (Note: you must be a NARPM® n	nember to join. CALN	NARPM does not offer prora	ted membership due	es.)	
Designation Free	Early Bird Registration Postmarked On or Before 12/24/15		Registration Postmarked After 12/24/15 SUB TOTAL		
Registration Fees	CALNARPM MEMBER	NON-MEMBER	CALNARPM MEMBER	NON-MEMBER	
Full Conference – February 11-12, 2016	\$185.00	\$225.00	\$205.00	\$245.00	
Thursday Only – February 11, 2016	N/A	N/A	\$135.00	\$165.00	
Friday Only – February 12, 2016	N/A	N/A	\$135.00	\$165.00	
Guest Lunch – Thursday, February 11, 2016	\$60.00	x =			
Exhibitor Reception – Thursday, February 11, 2016	\$45.00	5.00 x =			
Guest Lunch – Friday, February 12, 2016	\$60.00	X	=		
	GRAND TOTAL:				
Note: Attendee meals are included in the cost of cor	oference registratio	n. If you are bringing a gue	est to either lunch or	the exhibitor race	ention
please make sure to add the additional meal now	nerence registratio	n. If you are bringing a gue	est to ettrier turicir or	the exhibitor rece	ption
Vegetarian Meal Gluten Free Meal	Handicap Req	uirements? List Needs: _			
Payment Information:					
By Check: Please email your completed form to Checks should be made out to "CALNARPM" as				nce Registration".	
<b>By Credit Card:</b> Please email your completed for After your registration form is received, you will	orm to narpmcalifo	rnia@gmail.com with the s	subject line "2016 Co	onference Registra	tion".
Note: 10% discount if there are five (5) or more atter	ndees from the sam	ne office. All attendees mus	st register at the sar	me time in order to	be eligible

Cancellation Policy: Cancellations must be received in writing. If cancellation is received 20 days prior to February 9, 2016, registrant will receive a full refund less a \$25.00 processing fee. If cancellation is received 15 to 19 days prior to February 9, 2016, a 50% refund will be issued. There is no refund if cancellation is received 1-14 days prior to February 9, 2016. However, the registration fee may be applied to a future California Concerence only, with a \$25.00 transfer processing fee.

Monetary Policy: If rebilling of a credit card is necessary, a \$25.00 processing fee will be charged. A charge of \$25.00 will apply for all non-sufficient fund checks. Checks not in US funds will be returned.

Questions? Call 888-506-2776 or email us at conference@calnarpm.org