



# 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 "Property Management Boot Camp" - 2 Hour 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 "Property Management Boot Camp" - 2 Hour CE Credit *Must attend both parts to get credit
2:00pm-2:15pm	Break
2:15pm-3:15pm	Session 3 - ServoPro of Virginia Beach "Hoarding and 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 attendees who would like to participate ( <b>Isle of Capri 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 Speaker
10:30am-11:30am	Sessions 2 - Abi Wasserman of Four and Half "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 Websites, Internet Technology Session
1:45pm-2:45pm	Session 4 - Jordan Muela of Lead Simple "The 5 Steps to Sales Domination"
2:45pm-3:30pm	Break
3:45pm-4:30pm	Session 5 - Duke Dodson and Tim Wehner of Dodson Property Management "How To Build The 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>
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**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**

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

# 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 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 & Ticketed Event	\$155	\$175	\$180	\$200

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OR

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

## 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.