

2022 NARPM® Annual Convention and Trade Show

REGISTRATION
BROCHURE



October 17-20, 2022

Paris Las Vegas
Las Vegas, NV

(Education classes are
October 17 & October 21)

www.narpmconvention.com

P I V O T
Into The Future



Location

Our 2022 Annual Convention and Trade Show will be held at the Paris Las Vegas Hotel & Casino. The address of the property is 3655 S. Las Vegas Blvd., Las Vegas, NV 89109



Experience everything you love about Paris, right in the heart of the Las Vegas. At Paris Las Vegas Hotel & Casino, you are transported to the City of Lights with all the same passion, excitement, and ambiance of Europe's most romantic city, with all the excitement of the entertainment capital of the world. We offer clean and spacious guest rooms with luxurious amenities to make your stay more comfortable.

Paris Las Vegas features 2,916 sumptuous guestrooms and suites with custom European furniture, extravagant marble baths, rich fabrics and luxury appointments to rival the finest Parisian hotels. Our Standard Room features a comfortable sitting area with sofa and an oversized bath with separate tub and shower. Paris Suites offer exceptional style, space and versatility and provide a wealth of amenities from a full wet bar and refrigerator to a spa tub to an optional connecting luxury room.

From its rooftop pool and garden-inspired nightclub to an Eiffel Tower ride, excitement sparks at every corner at Paris. Explore to your heart's content. An Irresistible Place To Party. Get seduced after dark by a hot nightclub, sultry lounges and Parisian inspired experiences. Nothing is sexier than the nightlife at Paris.

Whether you're in the mood for upscale French cuisine, delicious crêpes or savory comfort food with creative burger concepts, dining at any of the Paris Las Vegas restaurants will tantalize your taste buds. Eat wherever you like with take-out and delivery from your favorite restaurants.

Paris Las Vegas boasts two retail areas reminiscent of a quaint Parisian village with cobblestone streets and painted ceilings. Stroll through the Bally's Promenade and Le Boulevard to shop until you drop by picking up jewelry and accessories, cigars, gourmet treats, memorabilia and stylish clothing.

From poker and baccarat to blackjack and the latest-themed slot machines, Paris is one of the best in Vegas gaming.



HOTEL RESERVATIONS

The special NARPM® room rate is \$169 per night single/double occupancy, plus applicable taxes and \$37 resort fee

You will make your hotel reservations online at www.narpmconvention/hotel.

The **reservations cut-off date is Friday, September 16, 2022**, or until the contracted room block is sold out, whichever comes first. After the cut-off date, any reservations will be accepted based on hotel availability at their current published room rate.

Other Information

CONVENTION DRESS

Appropriate dress for all parts of the NARPM® Convention is business casual. Remember hotel meeting room temperatures vary greatly, especially in the exhibit hall, so please dress accordingly – layers are good. The average high temperature in Kansas City in October is 80 degrees and the average low is 58 degrees.

REGISTRATION POLICIES

Team discounts are offered when two or more NARPM® members from one office register for the entire Convention at the same time. The **third and each additional registration** receive a \$75 discount. Cancellation policies are outlined on the registration form, but it is important to remember that there are no refunds given 1 – 29 days prior to the start of the convention on October 17, 2022. **Walk-in registrations are accepted, but at a much higher rate. Walk-ins are not guaranteed access to meals at the Convention due to space restrictions.**

FOR ADDITIONAL INFORMATION, CONTACT:

National Association of Residential Property Managers
1403 Greenbrier Parkway, Suite 150
Chesapeake, Virginia 23320
Phone: 800—782-3452
Email: conventioninfo@narpm.org
Website: www.narpmconvention.com

Las Vegas Activities

FIELDS OF GREEN – Whether you're dancing under the lights of the Fremont Street Experience in Downtown Las Vegas or strolling the shops at The Village at Lake Las Vegas, you're never far from a golf course. The forty-plus golf courses in Las Vegas, designed by the likes of Jack Nicklaus, Pete Dye, Tom Weiskopf, and Robert Trent Jones, Jr., have put Vegas on the map for golf connoisseurs. Each course is within a one-hour radius of the city, offering challenging play and beautiful desertscapes, flowing waterfalls, rolling greens, and mountain views.

RELAX AND RECHARGE – The spa experience has arrived in Las Vegas. Home to 5 Forbes 5-Star Spas, more than any other city in the country, Las Vegas resorts offer the most luxurious and varied spa experiences anywhere, from The Spa at Wynn Las Vegas to The Spa & Salon at ARIA, The Spa at Four Seasons, Qua Baths & Spa at Caesars Palace, and Canyon Ranch® Spa + Fitness at the Venetian.

WORLD-CLASS CUISINE – While planning an evening of entertainment, look to the growing roster of gourmet restaurants and unparalleled wine and food adventures in Las Vegas. A host of fine dining and lifestyle magazines, including *Bon Appetit*, *Wine Spectator*, *Gourmet*, *Robb Report* and *Esquire*, have honored the city for its fantastic fare and hailed individual restaurants for their exquisite cuisine, created by the likes of Hubert Keller, Guy Savoy, Emeril Lagasse, and Wolfgang Puck. To accompany its growing list of world-class chefs, Las Vegas has attracted more master sommeliers than any other U.S. city.



ENTERTAINMENT CAPITAL – There are many reasons why Las Vegas commands the title of "Entertainment Capital of the World." Some of the world's most exciting and versatile entertainers have performed here including Gwen Stefani, Jerry Seinfeld, Lady Gaga, and so many more, while popular touring Broadway shows stop at the Smith Center for the Performing Arts in downtown Las Vegas. Other entertainment options include A-list headliners like Brad Garrett, Ray Romano, and Kevin James who regularly bring their shows to Las Vegas showrooms and arenas; as well as several resident Cirque du Soleil productions, comedy clubs, magicians, classic Las Vegas revues, and more.

SIZZLING NIGHTLIFE – The city famous for having "something for everyone" furthers the proof to its claim when the sun goes down. After dinner, your clients can experience a variety of night spots with personalities as varied as their own. From a wave of upscale "ultra lounges" sweeping the Strip to outdoor experiences like

Wynn Las Vegas Lake of Dreams show, attendees can choose from a wide array of offerings. There's also a variety of venues downtown that bring nightlife and music to the Fremont East Entertainment District, including Commonwealth with a rooftop deck and speakeasy as well as Oak & Ivy, an intimate craft cocktail bar in the Downtown Container Park. With hip surroundings, signature drinks and an "anything goes" attitude, ultra lounges have redesigned Vegas nightlife, providing a new way to party on the Strip.

Special Events

Monday, October 17



14TH ANNUAL PAST PRESIDENTS' CHARITY EVENT – TOPGOLF at 4627 Koval Lane, Las Vegas, NV 89109

Noon – 3:00 pm
(Separate registration and additional fee to attend.)

2022 NARPM® President Liz Cleyman, MPM® RMP®, selected the 2022 charity, Make-A-Wish® Foundation. Join NARPM® as we bring hope to children living with critical illnesses and help grant wishes! Make-A-Wish® Foundation makes thousands of wishes come true every year. Every \$10,000 donated by NARPM® members will be adding to those thousands of wishes. As we collect and hit the goal of \$10,000 for each child, we will make the donation. As Make-A-Wish® grants a child's wish with our donations, they will send us the sweet story of the child's life we touched. Our goal, as



a group, will be to grant five wishes, which is a total of \$50,000. This is completely doable. With a membership of 6,000 that would only be \$8.33 per person. Completely doable!

Together, we create life-changing wishes for children with critical illnesses. A wish experience can be a game-changer for a child with a critical illness. This one belief guides us in everything we do at Make-A-Wish®. It inspires us to grant life-changing wishes for children going through so much. It compels us to be creative in exceeding the expectations of every wish kid. It drives us to make our donated resources go as far as possible. Most of all, it's the founding principle of our vision to grant the wish of every eligible child.

Visit

www.narpmconvention.com/past-presidents-charity-tournament
to sponsor, register for golf and/or the lunch party, or donate.



PRESIDENT'S CELEBRATION & POOLSIDE RECEPTION

5:00 pm – 7:00 pm

Prior to the opening of the convention, attendees are invited to join Liz Cleyman, MPM® RMP®, NARPM® President, for the NARPM® President's Celebration reception. This event is included in the price of a full convention registration.

† Guest tickets are available for purchase.

Special Events



Tuesday, October 18

FIRST-TIME ATTENDEE WELCOME/ORIENTATION & COFFEE

8:00 am – 9:00 am

If this will be your first time attending a NARPM® National Convention, make sure to arrive a little early and come to the First-Time Attendee Welcome/Orientation. This is a great opportunity to have coffee with the NARPM® Leadership and get to know other first-timers. You will also get valuable tips on how to get the most out of your experience at the Convention. This is a special “invitation-only” event for first-time attendees to the Convention and is included in your Convention registration, so plan to be there! **(Be sure to mark on the registration form if you are a first-time Convention attendee to receive an invitation to this event.)**



LUNCH WITH DESIGNATION RECOGNITION PROGRAM

11:30 am – 1:00 pm

During this lunch event, we will also celebrate the new designees and their accomplishments.

† Guest tickets are available for purchase.

EXHIBIT HALL GRAND OPENING/ TRADE SHOW AND RECEPTION

4:30 pm – 7:30 pm

The ribbon cutting for the Trade Show will be performed by the 2022 NARPM® President and the 2022 Convention Chair.

† Guest tickets are available for purchase.



Empowering Women in Leadership

Featuring Financial Strategies, Delegation, and Women in Business



Presented by NARPM®
Women's Council of
Property Managers
and Second Nature



October 21 • 8am-Noon PDT



Friday, October 21

THE WOMEN'S CONFERENCE "EMPOWERING WOMEN IN LEADERSHIP"

8:00 am – 12:00 pm

Agenda

- 8:00am Breakfast with Sponsors
- 8:20am Knowledge is Power – Financial Strategies for Women
- 9:20am Break
- 9:30am Delegation: Professional Velcro that May be Holding You Back
- 11:00am Break
- 11:11am Women in Business Panel

Knowledge is Power – Financial Strategies for Women

During this session, we'll discuss four areas that can impact women's financial lives and offer some strategies to help:

- Address the income gap
- Plan for a longer lifespan
- Manage multiple roles and responsibilities at home, work and in the community
- Approach life changes and unexpected events



About the Speaker: Shaun Spaid, CFP®, ChFC®, MBA, CRPC® Private Wealth Advisor from Ameriprise Financial

When it comes to what's truly important in your life, you deserve advice you can trust from an advisor who knows and understands you. Shaun Spaid is designated as an Ameriprise Private Wealth Advisor – a prestigious title given to the firm's top advisors. He is a CFP® CERTIFIED FINANCIAL PLANNER™ practitioner, ChFC® Chartered Financial Consultant®, CRPC® Chartered Retirement Planning Counselor, and MBA with 15+ years' experience in personal wealth management. His team's mission is to help clients reach their financial goals utilizing a personalized, "high touch" client experience, different from many of his peers in the business. Every client is different and requires a set of wealth strategies that meet their needs. Being able to pick up on what is profoundly important to our clients, understanding what our clients are really saying, and what they want to accomplish is one of our greatest strengths.

Delegation: Professional Velcro that May be Holding You Back

Lack of Delegation has been called the Velcro that holds back professionals and companies from even greater success. In Fran Skinner's experience, she has observed this is especially true for female professionals and managers. In this session, Fran will share the personality traits common among successful Property Managers and their team members that are frequently the same traits holding **them back from delegating** responsibilities which could clear the way for even greater success. In addition, she will provide the specific steps you can take to determine the best person on your team to delegate a task to and execute a delegation strategy that will allow everyone to maximize their contribution and increase your firm's capacity. This interactive leadership development session is not only for women who want to learn the tools that can

help them be more in their “A-Game”, but for men with women on their team that they want to help reach their next level of success.



About the Speaker: Fran Skinner, CFA, CPA of AUM Partners, LLC

Fran is a partner with AUM Partners, LLC, a firm she co-founded in 2009 to “Develop leaders at every level” of firms through talent assessment and leadership development/training focused on helping everyone reach their highest level of performance – a hallmark of top performing teams. She is a member of the corporate board of Peoples Bank (ticker: PEBO), and Fenimore Asset Management, as well as Vice-President of the board of non-profit Women Investment Professionals. Fran was a contributor to Barron’s from 2016 – 2021 and is a frequent presenter and keynote speaker at industry events. Previously, Fran was the Chief Administrative Officer – Investments for Diamond Hill Capital Management (2018 – 2019), and a member of the Diamond Hill Investment Group Corporate Board of Directors (2010 to 2018), where she was Chair of the Compensation Committee and a financial expert member of the Audit Committee. Fran also spent 16 years at Allstate Investments, where she worked in a variety of leadership roles supporting the asset allocation and performance of the \$30 billion dollar investment portfolio. As one of her clients once said, “you’ve sat in our chairs – you speak our language”. Fran is a co-author of the book “High Performing Investment Teams”, and was profiled in the book, “Lighthouse: Women Leading the Way in Finance” by Maya Peterson. In addition to obtaining her CFA and CPA, she has an MBA from the University of Illinois – Chicago. In her spare time, Fran enjoys planning live, tournament Texas Hold ‘em poker.

Women in Business Panel

If you’re a woman and in property management, chances are you have a deep understanding of the intricacies of navigating daily challenges of the property management industry. The challenges are internal and external; the demands come from friends and family, teams, and colleagues within the industry. They are unique and common at the same time.

Join your fellow property managers on October 21 and talk with some of the most dynamic women within the NARPM® community. We will dive into the twists and turns, the makes and breaks, and what has ultimately brought each panelist to where they are today in their property management careers.



About Panelist 1: Darcie Englert, RMP®, American Home Team Realty, LLC, Oviedo FL

Darcie Englert, RMP®, is Owner and Director of Property Management at American Home Team Realty, LLC. She moved to Florida in 1992 and has been proud to call it her home ever since. Her real estate journey began in 1998, when realizing that being a REALTOR® was the perfect way to earn a living while still being able to spend plenty of time with her three children. After four years in the industry, she struck out on her own - realizing she could do better on her own than with a firm. In 2003, condo conversions became popular, so she branched out into the property management field and hasn’t looked back!

She loves the challenge of finding the perfect tenant for each of her clients and being able to help them reach their financial goals. She loves assisting real estate investors in becoming more knowledgeable about residential property management and more respectable as landlords.



About Panelist 2: Heather Nicely, Red Fox Real Estate, Queen Creek AZ

Heather Nicely has spent the last 19 years tied to real estate, property management, business development, marketing, software, and operations for several national companies. While each experience has served as a stepping stone in her career, she continues to grow, serve, and learn from the best in the real estate, property management, and lending industries. Entrepreneurial tendencies must be genetic, as she learned the value of leadership and business ownership from a young age. She is most passionate about building relationships in the industry and mentoring her team. She is currently serving as the professional development coach for her brokerage, the NARPM® Phoenix Chapter President, NARPM® West Valley Chapter Secretary, and NARPM® Arizona State Chapter President-elect. She credits her NARPM® peers for being a continual and invaluable source of knowledge, inspiration, and friendship throughout her journey in property management.



About Panelist 3: Bess Wozniak, MPM® RMP®, McCreary Realty Management, Marietta GA

Bess is the 4th generation member of the McCreary/King family business and has been working full-time with the company since 2010. Bess is a trained actor/educator with a bachelor’s degree in Theatre from Armstrong Atlantic State University in Savannah. Having worked as a professional actor and educator for six years, Bess developed a strong sense of creativity which she applies to her work with owners and tenants and a unique sense of creativity in leading the business. She has earned the Certified Property Manager® designation through IREM®, the Residential Management Professional® (RMP®) &

the Master Property Manager® (MPM®) designations with NARPM®. Bess is also an Active Life Member of the Cobb Association of REALTORS® Multi-Million Dollar Club. She has served on the Atlanta Chapter of NARPM® board of directors since 2018 and was the 2021 Atlanta Chapter President. She is currently the vice-chair of the NARPM® Women’s Council of Property Management as well as one of the Southeast RVP Ambassadors.



About the Moderator: Abi Wasserman, Revolution Rental Management, Atlanta GA

Abi is a proud business woman and Property Management industry professional with over a decade of industry experience in business development, marketing, advertising, SEO, leasing and process automation, doing invaluable work to uplift people and their businesses. Originally from Kentucky, and now based in the Chicago suburbs, Abi has dedicated her hard work and leadership as a woman entrepreneur to the property management industry and to helping property management industry professionals succeed in their business. Her passion is not only helping to improve the experience for everyone involved in the property management process, but also to advocate for and be a voice for women professionals in the property management industry.

NARPM® Convention & Expo Registration Information

2022

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Paris Las Vegas Hotel & Casino • 3655 S. Las Vegas Blvd. • Las Vegas, NV 89019

ALL REGISTRATION MUST BE DONE ONLINE AT
www.narpmconvention.com/register

REGISTRATION FEES

Category explanations are below.	MEMBERS			NON-MEMBERS		
	Early Bird By 8/31/22	9/1/22 to 9/16/22	Onsite Reg	Early Bird By 8/31/22	9/1/22 to 9/16/22	Onsite Reg
In-Person Convention	\$745	\$820	\$895	\$850	\$950	\$1,050
Team Discount** (*Available for Basic Convention only. See Team Discount section on next page.)	-\$75	-\$75	N/A	N/A	N/A	N/A
In-Person Only Single-Day Registration (Includes full day's events with meals.)						
Tuesday	\$250	\$350	\$450	\$300	\$400	\$500
Wednesday	\$250	\$350	\$450	\$300	\$400	\$500
Thursday	\$250	\$350	\$450	\$300	\$400	\$500
Trade Show ONLY You will be asked to choose one only. (AM Wednesday or PM Wednesday or AM Thursday. Does not include meals.)	\$125	\$175	\$225	\$150	\$200	\$250
The Women's Conference on Oct 21 ONLY	\$100	\$150	\$200	\$150	\$200	\$250

EXTRA GUEST TICKETS (In-Person Only)

Available only with accompanying Full Convention registration. Not available for walk-ins.
(Note: One ticket for each of these events is included for the person registered for Full Convention.
Guest tickets must be purchased separately online.)

President's Celebration Guest – \$95; Wed. Reception & Trade Show Guest – \$95; Wednesday Lunch Guest – \$87;
Thursday Lunch Guest – \$87; Friday Lunch Guest – \$87

EDUCATION CLASSES

Separate registration is required. Please check www.narpm.org/education/course-schedule/ for registration information.

#LadiesStayFriday for THE WOMEN'S CONFERENCE

Separate registration is required.

Please visit <https://www.narpm.org/conferences/women-council/> to learn more. Or just register today at NARPMConvention.com



NARPM® Convention Attendee Agreement Terms and Conditions



By registering online, I confirm that I have read and agree to the information below.

IT'S EASY TO REGISTER ONLINE

Visit: www.narpmconvention.com/register

JOIN AND SAVE

Non-members may join by visiting www.narpm.org/join/apply. Save on Convention registration by joining.

Vendors or Affiliate Members should see the Exhibitor Prospectus for registration information.

REGISTRATION DEADLINES

All registrations must be done online on or before October 16, 2022. After this date, you may only register at the event starting October 17, 2022.

People registering onsite (at the event) are not guaranteed access to the luncheons.

**TEAM DISCOUNT

When three or more NARPM® members from one office register for the **entire convention**, the **third and each additional** registrant receive a \$75 discount for their **entire convention** registrations. To receive discount, all registrations must be done **online within the same transaction**. Team discount is not available after October 16, 2022.

CANCELLATION POLICIES

If this convention 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 convention, as approved by the NARPM® Board, does not constitute a cancellation.

Cancellations must be done online. Cancellation on or before October 16, 2022 will receive a full refund, less a \$25 processing fee. **There is NO refund after October 16, 2022.**

MEDIA RELEASE

This event will be photographed, videotaped, and live streamed. By participating in NARPM® events, I consent to photography, live streaming, and video recording (including but not limited to images, photographs, voice or likeness) and its/their release, publication, exhibition, or reproduction to be used for promotion or any other purpose by NARPM®, its affiliates and representatives without compensation. By participating in NARPM® events, I release NARPM®, its officers, directors, the management company and their employees, and all persons involved from any liability connected with the taking, recording, digitizing, or publication production and use of photographs, computer images, and video recordings or live streaming. I waive all rights I may have to any claims for payment or royalties in connection with any use, exhibition, streaming, web casting, televising, or other publication of these materials, regardless of the purpose of sponsoring, exhibiting, broadcasting, web casting, or other publication irrespective of whether a fee of admission or sponsorship is charged. I also waive any right to inspect or approve any photo, video, live streaming, or audio recording taken by NARPM® or the person or entity designated to do so by NARPM®. All media become the property of NARPM®. Media may be displayed, distributed or used by NARPM® for any purpose.

CANCELLATION

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 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 processing fee. (\$25 for attendees and \$50 for exhibitors.) There is NO refund if cancellation is 1-29 days prior to the event.

EVENT PARTICIPATION RELEASE

In consideration of being allowed to register for, and participate in the event, you hereby warrant and represent that you are age 18 or above and freely waive, release from liability, assume all risks, and covenant not to sue NARPM® or its members, the management company and their employees, board members, agents, or volunteers, for any expense, loss, damage, personal injury, including loss of life, illness, including but not limited to COVID-19, disability, property damage, or property theft or actions of any kind that you may hereafter suffer or sustain before, during, or after the event, unless said expense, loss, damage, personal injury, including loss of life, illness, disability, property damage or property theft or actions of any kind that is caused by the sole, gross negligence of NARPM®. I agree and acknowledge that I am undertaking participation in NARPM® events and activities on my own free and intentional act and am fully aware of the risks involved in attending public gatherings including possible exposure (through exposure to contaminated objects, as well as through personal contact) to contagious diseases or illness (including COVID-19), or physical injury might occur to me because of my participation in these events. I give this acknowledgement freely and knowingly that I am, as a result, able to participate in NARPM® events and I do hereby assume responsibility for my own well-being and warrant that I am abiding by state/local laws regarding health and safety. These terms and conditions extend and apply to all unknown, unforeseen, unanticipated, and unsuspected injuries, disease or illness, damages, loss, and liability, and the consequences of them, as well as those disclosed or known to exist.

HEALTH AND SAFETY RELEASE

The health and safety of our management staff and attendees are a priority. The venue, service providers, and NARPM® will work together to take reasonable precautions to follow any CDC or local government guidelines for health and safety at events. Temporal temperature screening or thermal Cameras (non-invasive) may be used to conduct temperature checks. NARPM® has the right to refuse admittance into any event as we take security and health factors into consideration. By registering for the event, you agree to comply with all terms and conditions, such as but not limited to, standards of behavior and health and safety as directed by state/local laws. If you have a medical condition that consistently presents a high fever or other relevant symptoms, please be sure to have medical certificate/documentation upon arrival to share with health professionals during any screening. In light of the ongoing spread of COVID-19, individuals who fall within any of the categories below should not attend NARPM® events. By attending NARPM® events, you certify that you do not fall into any of the following categories: Individuals who currently or within the past fourteen (14) days have experienced any symptoms associated with COVID-19, which include fever, cough, and shortness of breath among others; Individuals who have traveled at any point in the past fourteen (14) days internationally; Individuals who believe that they may have been exposed to a confirmed or suspected case of COVID-19 or have been diagnosed with COVID-19 and are not yet cleared as non-contagious. I agree to self-monitor for signs and symptoms of COVID-19 (symptoms typically include fever, cough, and shortness of breath) and, contact NARPM® if you experience symptoms of COVID-19 within 14 days after participating in NARPM® events.