



2016 Annual Convention Call for Presentations

October 19-21, 2016

Proposed workshops/breakout sessions are now being considered for the 2016 NARPM® Annual Convention. The NARPM® Convention boasts an attendance of approximately 850 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 site, 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, presentation format and audio-visual requests.** The Association will provide a screen and projector for sessions needing them. **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. Internet access in the meeting space is not provided by NARPM®. **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 8, 2016.**
- * **Notification of acceptance will be made no later than April 12, 2015.**

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 1 to 1 ½ hours depending on convention schedule)

Panel Discussion A 1½ to two-hour 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.

Fax your completed proposal to 866-466-2776 or e-mail 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.

Better Business Through Technology: How Software is Automating Property Management

Format:

Workshop

Panel Discussion

Other

Category:

Small Company

Large Company

Personal Development

Technology

Office Procedures

Legal

Tools and/or Forms

Skills

Management

Prof. Advice

Marketing

Presenter(s) Information

Presenter(s)

Gino Zahnd

CEO & Co-founder of Cozy

NARPM Affiliate Member MLS ID #842064295

524 E. Burnside St. 610, Portland, OR 97214

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Speaking Experience and Expertise with Proposed Topic

Biography:

I'm the CEO and co-founder of Cozy (cozy.co). At Cozy, we make renting simple for everyone through modern property management software.

Used by over 125,000 customers and processing over \$250 million in rent every year, we are the industry standard for small asset rental property managers and owners.

As of January 2016, we are the premier partner of Move, Inc. providing online rental listings, applications, and screening tools to Realtor.com and Doorsteps.com

Speaking Engagements:

I've captivated groups of 300+ on topics of real estate, design, UX and technology at establishments such as:

- Stanford
- Meet the Masters of Real Estate Investing
- Webvisions
- LAUNCH festival & LAUNCH Incubator

My most recent two workshops:

The Democratization of Rental Technologies for Property Managers and Brokers

Meet the Masters of Income Property Investing, San Diego, CA, January 2016

Jason Hartman

<http://www.jasonhartman.com/204-meet-the-masters/>

8 Lessons from a San Francisco Real Estate Tech Startup CEO

LAUNCH Festival, December 2015

<http://www.launch.co/>

References

- Todd Callow, Head of Rentals, Move Inc. // tc@move.com
- Stewart Butterfield, Founder of Slack // stewart@slack-corp.com
- Erik Swan, Founder of Splunk // erik@dogandbone.com

Press

I've been featured in:

- Inman News
- Forbes
- The New York Times
- The Atlantic

- RE:Tech
- Business Insider
- TechCrunch
- Apartment Magazine
- The Oregonian
- Business Journal

Board Positions

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

None

Published works

Has presenter(s) authored a book? If so:

None

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.

Better Business Through Technology: How Software is Automating Property Management

The available real estate legacy technology is hindering an otherwise vibrant housing industry and is holding your business back. In this workshop, we'll explore how modern technology is helping to make it easier and more affordable to start and maintain a successful property management business. Further, you learn how to use these tools to scale past your competitors and achieve long-term growth in clients and revenue.

Presentation outline:

1. Market Data

The housing market conditions are prime for another 10 years of strong rental growth.

2. A Legacy Problem

From brokerages to management companies, the current legacy technology is hindering an otherwise vibrant housing industry.

3. The Issues

An overview of the current complications and pain points in rental management.

4. First Steps

Easy but not-so-obvious steps to eliminate the biggest problems surrounding administration, residents and owners.

5. Practical Tools

Technologies you can implement today, at low/no cost.

6. Preparing for Growth

Using technology to scale past your competitors and achieve long-term growth in clients and revenue.

Learning objectives

1. Analyze current housing market trends in renting vs home ownership and to identify the growth opportunity found in streamlined property management.
2. To understand why those businesses and brokerages who embrace the newest but proven technology tools, are the companies that overtake their market.
3. Property owners expect managers to be more tech-savvy than they are. Learn how to impress potential customers with technology, and turn them into long-term clients.

Short Description

The available real estate legacy technology is hindering an otherwise vibrant housing industry and is holding your business back. In this workshop, we'll explore how modern technology is helping to make it easier and more affordable to start and maintain a successful property management business. Further, you learn how to use these tools to scale past your competitors and achieve long-term growth in clients and revenue.

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. Provide bios, and audio/visual requests using the instructions in the Speaker Guidelines (which will be sent if your proposal is selected.)
5. 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.
6. **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.**
7. 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.
8. **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.**
9. **Individuals submitting or included within this proposal have agreed to be present in Maui, Hawaii 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: **Gino Zahnd**

Date: **3/7/2016**



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