



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.

TITLE: The NEW Way to Grow Your Rent Roll from Foreclosures

Format:	Workshop	Panel Discussion	<u>Other</u>
Category: (Check all that apply)	<u>Small Company</u> <u>Technology</u> Tools and/or Forms <u>Professional Advice</u>	<u>Large Company</u> Office Procedures <u>Skills</u> <u>Marketing</u>	<u>Personal Development</u> Legal <u>Management</u>

Presenter(s) Information

Presenter Listing: List submitter's name first. For each presenter (maximum of 4), list name, **NARPM® membership status**, address, zip code, phone and fax numbers, and **email address**.

RJ Palano
National ERA Servicing.com
Active NARPM Member & Affiliate
1308 Crane Ct
McDonough GA 30252
813-495-3006
RJP@NationalERAServicing.com

Describe public speaking experience of all presenters and expertise with proposed topic:

Most of RJ's speaking has been International on the topic of property investment, negotiations, acquisitions of single-family houses, rehab and property management in the United States. Typically, RJ speaks before investor groups that are put together by local real estate promoters in Canada, S. Africa, Brazil and France.

Most recent events include:

2012 - Panama City, FL - Global Real Estate Summit. Topic: Single-family home investing

2013 - British Columbia, Canada - Canadian Real Estate Investment Magazine.
Topic: Single-family home investing and Property Management

2013 - Cabo San Lucas, Mexico. Topic: Single-family house investment and using retirement accounts to acquire houses

2014 - Johannesburg, Durban, Cape Town and Bloemfontein, S. Africa. Topic: Single-family home investing in the US Market, specifically Atlanta, property management

2014, March & October - Sao Paulo & Rio de Janeiro, Brazil - Topic: Single-family home investing in the US market, specifically Atlanta

2015, March & October - Sao Paulo & Rio de Janeiro, Brazil - Topic: The US housing market, Single-family for US investing, property management

2015, Johannesburg, S. Africa. Topic: Single-family houses for US investing, property management, currencies, crowd funding

2015 - Phoenix, AZ. Personal Real Estate Investor Magazine. Topic: Current US market in single-family houses

Upcoming Schedule:

March, 2016 - Sao Paulo & Rio de Janeiro, Brazil. www.reglobal.com.br

April, 2016 - IMN Conference, Miami.

(Single-family Rental Investment Forum by Information Management Network (IMN))

<http://www.imn.org/real-estate/conference/4th-Annual-Single-Family-Rental-Investment-East/Venue.html>

May, 2016 - Calgary, Alberta, Canada

Fall, 2016 - Cape Town, S. Africa

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

No NARPM Board/Committee positions held

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.

TITLE: The NEW Way to Grow Your Rent Roll from Foreclosures

Remember the days when little investors used to buy foreclosures and have us manage them? That all changed when Hedge Funds stormed our market, but RJ teaches how he grew his management company from 0 to 700+ doors in 5 years through buying and flipping foreclosures and other house opportunities to investors, himself. We were able to attract funds for acquisition to acquire properties in Atlanta after the

market crash in 2008. We were able to participate with investors in over 75 houses by their involvement in our Equity Participation Model without using our own money.

There are several ways to increase the value of the property management company by adding services but the real key is adding doors to manage. Most property managers miss the single largest way to increase their revenue and the value of their company which is: Selling houses they acquire to their investors.

In this 90-minute presentation, I will take participants through what we did - and not just theory - exactly what we did so that participants can do it also.

During this 90-minute presentation, we will demonstrate the following:

1. **How to create a lead generation system to buy houses to sell to your clients.**
2. **How to evaluate a house lead within 5 minutes.**
3. **How to create a lead generation system for more property management accounts.**
4. **How to use our proprietary Equity Participation model that could allow Property Managers to participate with investors on their houses without any investment on your part.**
5. **How to make more money using our LLPP.**

RJ has bought and sold every house to their clients who use their property management system. A sought after, hard rocking speaker who tells it the way it is with as many funny antidotes as he can possibly squeeze in, while keeping attendees mesmerized with an underlying motivational message to “Get up with a purpose every day”.

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: **RJ Palano**

Date: **March 7, 2016**

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National Association of Residential Property Managers
638 Independence Parkway, Suite 100
Chesapeake, VA 23320
P: 800-782-3452 | F: 866-466-2776
conventioninfo@narpm.org