



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.

Best Practices for Tenant Screening: A Step by Step Guide to Evaluating Applicants

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)

Lucas Hall

Chief Landlordologist at Cozy

NARPM Affiliate Member MLS ID #842064295

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

Speaking Experience and Expertise with Proposed Topic

Biography:

Lucas is a successful landlord, investor, and IT consultant of over 10 years, with dozens of tenants and a profitable income property portfolio. He is the founder of Landlordology and the Chief Landlordologist at Cozy, which provides free online rent collection, screening tools, and training for landlords and managers. Lucas counsels thousands of managers every year, teaching them how to successfully manage rentals, build wealth, and keep their tenants happy.

Speaking Engagements:

- 2016 Workshop Speaker, CalNARPM Annual Conference, San Diego CA (Feb 11)
- 2015 Workshop Speaker, REI Expo, Washington D.C.
- 2015 Workshop Speaker, Income Property Management Expo, Phoenix, AZ
- 2015 Workshop Speaker, REI Expo, Salt Lake City, UT
- 2015 Workshop Speaker, Income Property Management Expo, San Francisco, CA
- 2014 Keynote Speaker, Income Property Management Expo, San Mateo, CA
- Multiple local Real Estate Investment Groups
- Multiple live, online webinars (~60 mins each) on a variety of rental topics
- Featured on the popular shows:
 - CBS Radio: Rob Black & Your Money
 - Jason Hartman Real Estate Podcast
 - Rental Income Podcast, with Dan Lane
 - Passive Real Estate Investing Podcast, with Marco Santarelli
 - Best Real Estate Investing Advice Ever Podcast, with Joe Fairless
 - Smart Companies Thinking Bigger Podcast, with Larry Muck
 - My REI Advisor Podcast, with Selina Stroller

Articles I've Written:

- 180+ in-depth articles/guides for managers and property owners on landlordology.com
- Interviewed in articles or featured on CBS News Money Watch, Zillow, Trulia, HouseLogic, Ask, LifeHacker, Apartment Magazine
- Multiple articles featured in Community Investor Magazine (Print)
- Multiple articles featured on the Trulia Pro blog (trulia.com/pro)

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:

Premium ebooks: (landlordology.com/guides)

- The Landlord's Guide to Tenant Screening, Lucas Hall, Cozy
- The Landlord's Guide to Marketing with Craigslist, Lucas Hall, Cozy
- The Landlord's Guide to Tenant Onboarding, Lucas Hall, Cozy
- The Landlord's Guide to Rent Collection, Lucas Hall, Cozy

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.

Best Practices for Tenant Screening: A Step by Step Guide to Evaluating Applicants

Learn how to select the best applicants for your properties while saving time and money in the process.

Specifically, you'll learn the screening methods that I've used over the years to quickly find and sign amazing tenants while weeding out the bad ones. Using these tips, you'll be able to successfully screen an applicant within an hour or less.

Learn the industry's best practices for tenant screening so that you stay on top of your game, and out of trouble. **After all, the best way to deal with bad tenants is to make sure they never move in.**

Learning objectives

1. To learn the industry best practices for tenant screening, and why they work!
2. To learn what to look for in a credit report / background check
3. To learn how to handle less qualified applicants
4. To learn about anti-discrimination laws that apply to all managers.

Short Description

Learn how to select the best applicants for your properties while saving time and money in the process. Specifically, you'll learn the screening methods that I've used over the years

to quickly find and sign amazing tenants while weeding out the bad ones in an hour or less. After all, the best way to deal with bad tenants is to make sure they never move in.

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: **Lucas Hall**

Date: **3/6/2016**



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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