



AERIAL VIEW OF THE HOST SITE FOR THIS YEAR'S 2018 NATIONAL CONVENTION & TRADE SHOW



National Association
of Residential
Property Managers

Members At-Large Newsletter

OCTOBER 2018

Dear **NARPM®** Members At-Large,

Greetings to our NARPM® Members At-Large! I hope you have had a great summer and you are looking forward to the fall season. I know it can be hard to stay connected to your NARPM® community when you don't have a Chapter near you with which to meet. This newsletter strives to provide you with information that other members can normally access through their local Chapter. I have given a presentation on leadership at several Chapter meetings this year. Recently, I recorded that presentation, and we thought you might be interested in having access to the video. If you are looking to develop and improve your leadership skills, then take the time to watch this presentation on 7 Steps of Successful Leadership. I look forward to seeing you at the National Convention in San Diego or the Broker/Owner Conference in February 2019!



Click on the screenshot above to view a presentation recently given at one of NARPM®'s many local Chapters. Aside from networking and conducting Chapter business, local Chapters will usually host a speaker or a presentation useful to your business.



Eric Wetherington, MPM® RMP®
NARPM® President-Elect

How can we help?

**Do you require assistance from the
National Association of
Residential Property Managers?
Feel free to contact us today!**

Member Services
Jackie Sabogal
info@narpm.org

NARPM® Education questions
Jessica Morice
educationinfo@narpm.org

Designation questions
Chere Tonetti
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TRICKS OF THE TRADE (SHOW)



As fall approaches, property managers from around the country are likely “coming up for air” after another hectic summer season. But as NARPM® Members, we also prepare for the best time of year to reflect on our year in business *and* to look ahead at what we can do to improve our business moving forward. Hopefully, you are now attending **NARPM®’s Annual Convention & Trade Show**. This year, NARPM® is hosting its 30th National Convention at Loews Coronado Bay, described as a private oasis hotel that offers great views of the bay and the San Diego skyline. While the host hotel is now fully booked, there are still two additional nearby hotels where you can still likely find a room. For more info on those, [click here](#).

While each week-long National Convention has its own feel and activities, it will follow a familiar and fun timeline of events beginning with NARPM® Education Courses on Monday and Tuesday, including the NARPM® Ethics Course, which members must take every 4-year period. Tuesday, we will show our support for the Past President’s Annual Charity Golf Tournament which raises thousands for the hand-picked charity of our Past Presidents’ choosing. Those optional events will build up to Wednesday’s big kickoff of the Convention’s Opening Session, as well as one of the largest Property Management-focused Vendor Trade Shows in the country. Over the course of those three days, you will be immersed in numerous assemblies, covering a wide variety of topics from marketing, profit generation, streamlining, leadership training, and so much more.

Vendors from all over the country will pack into the hotel’s grand events hall to display their products to all attendees. Products and services consist of property management software, inspection and locksmith services, legal assistance, remote-controlled lockboxes and so much more. Swag bags will be filled to the brim and several prize drawings will be held during the trade show, so be ready to be pleasantly overwhelmed at all of the ways NARPM®’s event can help refine and improve your workflow. Once you tire yourself on the trade show floor, stick around for the various after parties put on by some of the top-producing vendors!

Bringing property management professionals together is NARPM’s specialty and even though you’ll be amazed at the grand presentation of it all, always keep in mind the spirit of the organization comes from the willingness to share with one another, so even during the convention downtimes, make a conscious effort to keep mingling as much of the takeaways from the National Convention come from conversations with other attendees at lunch or in the hotel lounge, not just the workshops.

SAVE THE DATE for the Broker/Owner Conference & Expo in February 2019.

*“Turn on to Politics or
Politics will turn on you.”*



Most of us are familiar with REALTOR® PACs (political action committees). But, what if there was one that dealt directly with HUD and Congress about property management issues? In 2014, NARPM® began assembling the NARPM® PAC with overwhelming support of our large member base. All operations and financial transactions are administered by the **NARPM® PAC Board of Trustees**, which includes members from all over the country. Help keep our industry safe from politics and [please donate today!](#)

NARPM® by Committee

Communications Committee – This committee focuses on new ways to implement and improve NARPM®'s marketing for reaching more potential members. In addition to creating a new Members At-Large Newsletter, this committee proofreads the **Residential Resource** magazine and continuously works to expand NARPM®'s web imprint.

Member Services – This committee has recently spent their time on a membership drive to help NARPM® achieve its goal of having 7,500 members by 2020. They also ensure members are able to get the support they need, as well as launch new initiatives to incentivize referrals.

The National Headquarters of NARPM® is run by a hardworking executive team, but cannot fully operate without the involvement of its members. NARPM® uses a committee approach to reach its goals. See for yourself what these committees have done this year and consider volunteering to help NARPM® better the industry for all!

Government Affairs – This committee works tirelessly to keep track of legislation that impacts our industry along with the politicians who may help or hurt our cause. This committee has also brought about **NARPM® PAC**, a political action committee, that raises funds to keep us involved and give us a voice.

Professional Development – The development of our members is key to our success and this committee focuses on engaging members and supporting them through their educational career. This group oversees professional, individual and company-wide designations.



ASK MEMBERSHIP

Question: What is a common misconception about the National Association of Residential Property Managers?



Michael Gonzales, RMP®

"I believe many newcomers to property management think NARPM® is merely for Broker/Owners. As a long-term employee of a 500+ unit brokerage, I have learned a lot about the industry and good/bad habits by attending chapter meetings and conferences as often as possible. I'm familiar with the cost of travel and admission, but careers and success are worth investing in and can always be accomplished on a budget with proper preparation and desire."

Do you have a question for the NARPM membership?

If so, please email your question for inclusion in this newsletter to: publications@narpm.org



NARPM® Certified Education



Get #NARPMSMART this year by taking any of NARPM®'s Certified Courses, taught all over the country. NARPM® has over a dozen courses geared towards all aspects of property management. Courses are generally hosted by a local chapter, but are often found at NARPM®'s larger conferences. This year, the National Convention alone is bringing you six full courses that don't conflict with the convention sessions. If you're attending the Convention and have not yet registered, visit the Convention Education Class page for instructions at www.narpmconvention.com/education-classes

UPCOMING NOVEMBER IN-CLASSROOM CLASSES

- 11.08.18 – [\(Spokane Valley, WA\) – Advanced Risk Management](#)
- 11.13.18 – [\(Addison, TX\) – Office Operations – Policy & Procedures](#)
- 11.13.18 – [\(Denver, CO\) – Ethics](#)
- 11.15.18 – [\(Roswell, GA\) – Mastering Owner-Client Relations \(Former Name Growing Your Business\)](#)
- 11.15.18 – [\(Seaside, CA\) – Finance: Cash Flow Analysis](#)
- 11.29.18 – [\(Washington, DC\) – Developing Rewarding Owner Relationships](#)
- 11.29.18 – [\(Cary, NC\) – Developing Rewarding Owner Relationships](#)
- 11.29.18 – [\(Santa Rosa, CA\) – NARPM 101](#)
- 11.29.18 – [\(Chandler, AZ\) – Ethics](#)
- 11.29.18 – [\(Lakewood, WA\) – Personnel Procedures Essentials – Hiring and Firing](#)

For the latest class schedule, visit: www.narpm.org/education/course-schedule

Did you know that you can also take these classes online? Visit www.narpm.org/education/online-courses

NARPM® Regional Map



The map of current NARPM® Regions was last revamped in 2015 to accommodate our growing membership. To **GET INVOLVED**, consider checking for a local chapter in your city or area. None close? Consider traveling to a chapter meeting in your region from time to time. Of course, always stay in touch with the NARPM® for information about publications, classes, industry updates, and more!

NARPM®'s Members At-Large Newsletter is authored by the National Association's Communications Committee. We hope this publication provides you a window into all that NARPM® offers because we believe it takes getting involved to realize its full potential. Just as NARPM® helped each of its volunteers, we believe it can help you too achieve greater business success through networking, knowledge sharing and group activism. Please don't hesitate to contact NARPM®'s National Office or find a local chapter and review their chapter meeting schedule.

On behalf of the National Association of Residential Property Managers, we thank you for joining this great network of professionals and we all hope to get to know you and your business soon!



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