

Agenda

Tuesday, March 23, 2010

- 10:30 - Noon State Board Meeting
- 12:00----- State Board Lunch
- 12:00----- Registration Opens
- 12:45 ----- Welcome Address by Local & State President

Maintenance Session:

- 1:00 - 2:30 -- **Boiler Efficiency:** Products Lines to Make Maintenance Easier By Gordon Wichterman, Park Supply
- 2:30 - 2:45 -- Break
- 2:45 - 4:00 --- **Electrical/Plumbing** issues By Gordon Wichterman, Park Supply
- 4:00 - 5:00 --- Break on your own
- 5:00 - 8:30 --- Trade Show/Cash Bar
- 9:00 ----- Hospitality Bar Opens

General Session:

- 1:00 - 2:30 --- **Fair Housing** By Lisa Fair McEvers, ND Dept of Labor & Kourtney Hollingsworth, Fair Housing of the Dakotas
- 2:30 - 2:45 --- Break
- 2:45 - 3:45 --- **Corporate Leasing** By Mel Groninger, IRET
- 3:45 - 5:00 --- Break on your own
- 5:00 - 8:30 --- Trade Show/Cash Bar
- 9:00 ----- Hospitality Bar Opens

Wednesday, March 24, 2010

- 8:00 - 9:00----- Registration Open
- 9:00 - 10:30 ---- **Nothing Says Lovin' Like Something From the Oven** – Service Strategies that Work! By Lori Snider
- 10:30 - 10:45--- Break
- 10:30 - 12:00--- **It's Getting Hot In Here...** Raise the Rent and Retain the Resident By Lori Snider
- 12:00 - 1:00 ---- Lunch
- 1:00 - 2:15 ----- **Fire in the Hole!** When What's Supposed to Happen Doesn't - Think on Your Feet! By Lori Snider
- 2:15 - 2:30----- Break
- 2:15 - 3:30 ----- **Hot Off The Presses!** – Marketing in the Here and Now By Lori Snider
- 3:30 - 3:45----- Break
- 3:45 - 4:45----- **Feet To The Fire?** – Make Impact With \$100 or Less! By Lori Snider
- 4:45 - 5:00----- Questions
- 5:00 - 6:00----- Break on your own
- 6:00 - Midnight Social/Banquet/Awards
Entertainment: Magician Blake Krabseth
Hospitality Room

Thursday, March 25, 2010

- 8:30 - 9:30 ----- **Update on National Issues** By Marc Rosenwasser, NAA National Chairman
- 9:30 - 9:45----- Break
- 9:45 - 10:45 ---- **The Legislative Process** By Rocky Gordon, Chairman of NDAA Legislative Committee
- 10:45 - 11:00--- Break
- 11:00 - 11:45--- **Landlord & Tenant Law** by Krista Andrews, Attorney with Anderson, Bottrell, Sanden & Thompson
- 11:45 ----- Membership Meeting
Convention Concludes

Make plans now to attend the 2010 State Convention.

RESERVATIONS: The Sleep Inn & Suites® hotel is located west of U.S. Highway 83, 2400 10th Street SW , Minot, ND, US, 58701 | Phone: (701) 837-3100. Make sure to let them know you are with the North Dakota Apartment Association State Convention.

BOOK EARLY, SPACE IS LIMITED!

Meet the Speakers

Lori Snider is widely regarded as one of the best sales and service trainers in multifamily real estate. A professional speaker, author and marketing strategist, Lori is a frequent and requested national conference presenter and she is regularly sought for her keen insight regarding marketing trends. Her enthusiasm, sales skills and imaginative problem solving abilities are contagious, and her creative capabilities can take a company from average to exceptional through strategic, focused initiatives.



Lori's workshops and keynotes are packed with real life experiences that thousands have related to, and her sense of humor makes sessions fun and interesting. Lori is a featured speaker at the Multi Family Brainstorming sessions, NAA Conference, Inman Real Estate Technology Conference, National Association of Homebuilders Conference and Multi Housing World and has been interviewed and authored numerous articles for the multi family industry, including Multifamily Executive and UNITS magazine.

Lori cofounded **Creativity For Rent**, a marketing and design firm serving the real estate industry, and has executed marketing strategies for a myriad of product types throughout the country.

Lori resides in the Denver area with her husband Tom and their sons, 16-year-old Jack, 9-year-old Sam and two Australian Shepherds.

Krista L. Andrews is an associate with Anderson, Bottrell, Sanden & Thompson practicing in the areas of family law, real estate & landlord-tenant law, commercial transactions, and contract law. She received her bachelor of arts degree from the University of North Dakota, summa cum laude, and her juris doctor degree from the University of North Dakota. While earning her law degree, Krista served on the North Dakota Law Review Board from 1997-1998. Prior to joining the firm, she represented the State of North Dakota for seven years as an Assistant Attorney General, and Special Assistant Attorney General for the Department of Human Services. She is licensed to practice law in North Dakota and Minnesota.



Krista also served as the North Dakota Apartment Association lobbyist in 2007.

Kourtney Hollingsworth is the daughter of John and Janice Hollingsworth of Laurel, MS. Kourtney Hollingsworth is a member of First Missionary Baptist Church of Gulfport, MS and Pastor S.V. Adolph is the pastor. Kourtney was a 2005 graduate of Mississippi State University, finished studies in London and Jamaica in international law and lived abroad, and received a Masters degree from the Gulfport Campus of William Carey University in Business Administration. During her schooling, Kourtney worked full-time and managed to maintain a 3.7 GPA and was inducted into the Magma Cum Laude International Honor Society. Kourtney will continue her education to get her Doctorate in international studies. Kourtney is a Notary Republic, and was a co-chair of the coast young professionals that covered Alabama, Mississippi, and Louisiana. She was the Mississippi Legal Services Coordinator for Fair Housing and Predatory Lending for the State of Mississippi. She managed well over 100 part-time employees across the state of Mississippi and 2008-2009 worked with a budget of half a million dollars. Kourtney was selected to attend the federal fair housing investigators academy and was the youngest student in her class and the only coordinator in her class. She created the very first fair housing Kick-off for Fair Housing in the state of Mississippi.



Kourtney has worked with some of the United States Top leaders and worked with Top Civil Right Firms in other countries, and during her time overseas Kourtney helped with international law cases and was selected to be an assistant legal radio show host. In 2007, Kourtney was selected to be an Ambassador and mentor two foreign programs. Kourtney is also a Dare to Dream Mentor, and she recently was selected as one of the top 40 business people under 40 by the Business Journal.

Kourtney is the youngest person to ever be selected into Leadership Mississippi and Leadership Jones County. During her lunch hour, Kourtney mentored in the Gulfport City Schools. Kourtney is also a member of American Association of University Women, American Business Women's Association, Gulf Coast Chamber of Commerce Young Professionals, First Missionary Baptist Church Young Adult Ministry Treasurer, and First Missionary Baptist Church Bible School Teacher.

Lisa K. Fair McEvers was appointed Commissioner of Labor by Governor Hoeven in July 2005. Prior to her appointment, McEvers served as an Assistant State's Attorney for Cass County, North Dakota, for four years, serving as a prosecutor. McEvers worked in private practice from 1998 to 2001. A native of Minto, North Dakota, McEvers attended the University of North Dakota School of Law and graduated with distinction, receiving a J.D. in 1997, after which she served as a law clerk to the Hon. William A. Neumann of the North Dakota Supreme Court. McEvers also earned a Bachelor of Business Administration from the University of North Dakota in 1993, majoring in information management.



Prior to attending law school, McEvers worked for the Northeast Judicial District in court administration for seven years. McEvers has served on the Judicial Education Committee and the Judiciary Standards Committee of the North Dakota Supreme Court. McEvers is currently the chair of the State Bar Association's Commission for Continuing Education and also serves on the Rough Rider Industries Prison Advisory Board. She resides in Bismarck with her husband, Jim.



The Heat is On

LOCAL COMPETITION!

*The Magic City Apartment Association
will be offering \$150 to the
local association who has the most
members signed up (and paid)
to attend the full
2010 NDAA State Convention!
Sign up NOW!*

Conference Registration

Name _____

Address _____

City/State/Zip _____

Company _____

Phone _____

Local Association _____

I would like to receive my confirmation via:

Fax: _____

Email: _____

Make plans now to attend the 2010 State Convention. Mail registration form along with check or money order to:

MCAA/NDAA State Convention
PO Box 3043
Minot, ND 58702

RESERVATIONS: The Sleep Inn & Suites® hotel is located west of U.S. Highway 83, 2400 10th Street SW , Minot, ND, US, 58701 | Phone: (701) 837-3100. Make sure to let them know you are with the North Dakota Apartment Association State Convention.

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| Registration | Prices |
|---------------------------------------|---------------|
| Spark Early Bird by 03/01/10 | \$165.00 |
| FIRE - I forgot - After 03/01/10 | \$195.00 |
| Maintenance Sessions - All 3 Sessions | \$60.00 |
| Maintenance Sessions - After 03/01/10 | \$90.00 |
| TOTAL DUE: | |

Hotel Accommodations:

The Sleep Inn & Suites® hotel is located west of U.S. Highway 83, 2400 10th Street SW , Minot, ND, US, 58701 | Phone: (701) 837-3100. The hotel is attached to the **Dakota Square Mall**, so visitors do not have to venture outside to access movie theaters or stores. The hotel's **indoor water park, Splashdown Dakota Super Slides**, offers three-story high water slides, a children's play area, a 2,500 square foot activity pool, 48-person hot tub, a game room and fitness center.

All guest rooms include hair dryers, coffee makers, safes, irons and ironing boards. Some rooms come with **refrigerators** and **microwaves**. Select rooms are designated non-smoking and handicap accessible.



Magic City Apartment Association

PO Box 3043 ♦ Minot, ND 58702-3043

Phone: 1-877-403-MCAA (6222)

Email: mona@midco.net

Associate Member/Vendor Application

Company Name: _____

Address: _____

City/State/Zip: _____

Phone #: _____ **Cell Phone:** _____

Email/Web Address: _____

Magic City Apartment Association (MCAA) Associate Member/Vendor Annual Dues: \$75.00

2010 NDAA State Convention & Trade Show

Sponsorship Opportunities

Trade show will be March 23rd from 5 p.m. to 8 p.m.

March 23 - 25th, 2010

Sleep Inn, Minot, ND

- \$175.00 - Trade Show Booth - member (includes free 2010 Associate Member Dues)
- \$175.00 - Sponsor Coffee Break (includes free 2010 Associate Member Dues)
- \$175.00 - Full Page Ad (includes free 2010 Associate Member Dues)
Please email or attach company layout or artwork
- \$90.00 - 1/2 Page Ad
Please email or attach company layout or artwork
- \$40.00 - Business Card Ad
Please email or attach Business Card

Signature: _____ **Date:** _____ **Amount Due:\$** _____