

2016 SDMHA STATE CONVENTION

October 19 & 20

BEST WESTERN RAMKOTA, SIOUX FALLS
3200 WEST MAPLE STREET

WEDNESDAY, OCTOBER 19TH

7:30am - Registration Open

8:30am - **Customer Service that ROCKS!**

Duane Salonen, Dale Carnegie
A great opportunity to learn from the best Dale Carnegie trainer. This session will be the kick in the bud you need!

Noon - **Lunch with Keynote,**

Tina Beal, Wildly Passionate
Having passion in your life is a daily process. And it's simpler than you think!

1:30pm - **Owners & Managers**

Small Claims Techniques
Brian Majerus, F and M Properties
When do you start preparing for small claims? Learn the whys and how of preparing to win in court.

Owners & Regional Mgrs

Leadership
Duane Salonen, Dale Carnegie
Tried and true Dale Carnegie techniques to balance the difference between Leading and Managing people.

Maintenance

Appliance Upkeep & Repairs
Instructor TBD
Learn techniques to maintain and repair appliances. Saving your property time and money.

5:00pm **PROPERTY TOUR** (bus provided)

- **Stoney Hill Apartments**,
new construction, Rod's Property
- **Old School Apartments**
Rehab, Gourley Properties
- **Penbrooke Place**,
fire reconstruction, Hubbell Living

THURSDAY, OCTOBER 20TH

7:30am - Registration Open

8:30am - **Owners & Managers** (3hrs Required)
Fair Housing (NALP Designation Class)
Colleen Moran, Sioux Falls HR Dept.
The legal aspects and ramifications of Fair Housing in real estate.

Owners & Regional Mgrs

Budgeting, Financial Mgmt & Valuation
Loren Koepsell, Augustana College
Learn the key financial parameters involved in property valuations, understand your operating budget, capital costs and budgeting for them, and understanding how profit and cash flow differ from each other.

Maintenance

Maintenance Know How
Brian Wilhite, Elevate Living
Learn techniques to save time and money. One small adjustment and what it could mean to your property's bottom line.

Noon - **Round Table Lunch**

Owners, Managers, Regional & Maintenance should attend to discuss various topics. Past topics include: emergency preparedness, bed bugs, training new employees and pets vs. service animals

1pm - 3pm **TRADE SHOW**
Exhibit Hall

Opportunity to meet new vendors, catch up with friends and win prizes!

3pm - 5pm **CASINO & GAME DAY**
Exhibit Hall

Join in on the fun! Bingo, casino games, yard dice, plinko, and many more.

CE credit hours have been applied for with the SD Real Estate Commission.

REGISTRATION

All Day Wednesday (includes property tour) **\$75**
 All Day Thursday (does **not** include Casino) **\$45**
 All Day Both Days (does **not** include Casino) **\$110**

(if registering multiple people, please include a list of attendees on separate page.)

Or Pay Ala Carte**WEDNESDAY**

Customer Service	_____ X \$30	= \$ _____
Lunch - Wednesday	_____ X \$35	= \$ _____
Small Claims	_____ X \$25	= \$ _____
Leadership	_____ X \$25	= \$ _____
Appliance Repair	_____ X \$25	= \$ _____
Property Tour	_____ X \$20	= \$ _____

THURSDAY

Fair Housing	_____ X \$30	= \$ _____
Finance	_____ X \$30	= \$ _____
Maintenance	_____ X \$25	= \$ _____
Round Table Lunch	_____ X \$35	= \$ _____
Trade Show	FREE	

Casino/Game Day _____ X \$20 = \$ _____

TOTAL: \$ _____

INVOICE**CREDIT CARD****CHECK ENCL.**

Visa / MC / Am Exp.

Exp: _____ Sec. Code: _____ Zip Code: _____

Company: _____

Contact: _____

Address: _____

City: _____ St: _____ Zip: _____

Phone: _____

Email: _____

Email: info@sdmha.com

Fax: 605-271-0565

Mail: SDMHA PO Box 90327, Sioux Falls, SD 57109

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