

# 2020 NARPM Broker/Owner Conference & Expo Call for Presentations

The 2020 NARPM Broker/Owner Conference will be held April 20-22, 2020 at the Turtle Bay Resort in Hawaii.

The deadline to submit a proposal is September 6, 2019.

Notification of acceptance will be made no later than November 1, 2019.

Proposed workshops/breakout sessions are now being considered for the 2020 NARPM® Broker/Owner Conference & Expo. This is the premiere event for Brokers and Owners. It is an exclusive event and attendance is limited to 500. 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® Broker/Owner Conference 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. Popular themes include elements of risk management, business growth and using technology.

All NARPM® members are invited to submit proposals for Conference 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 this NARPM® event unless they are paid exhibitors at this event.

The Conference Planning Committee will review all proposals that are submitted by the deadline until the program is complete. Proposals must be typed, with all information filled out completely. This form has data entry sections to complete the information. Submissions must also include a video clip or link to a video clip featuring the presenter speaking to a group. Incorrect, handwritten 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.

Note: We reserve the right to change your presentation format and/or length, if necessary, in order to balance the conference program. If this becomes necessary, we will contact you.

Email address \*

mveringa@buyersaccess.com

---

## Session Title

Pennies, Nickels and Dimes

---

## Session Format

Workshop

Panel Discussion

Other: \_\_\_\_\_

## Presenter's Name

Dan Haefner (CEO of Buyers Access- Group Purchasing Organization, NARPM Member)

---

## Presenter's Company

Buyers Access

---

## Presenter's Email Address

---

## Presenter's Phone Number

919.710.5076

---

## If necessary, please list all Co-Presenters (up to 3) Names & Email Addresses

Panelist 1 – Jim Kjolhede (30+ Year Industry Operator/Consultant/Expert) Panelist 2 – Jim Ledbetter (CEO of Drucker & Falk – 28,000 unit Owner/Manager)  
Panelist 3 – Bob Keator (SVP of Radco Residential – 12,000 unit Owner/Manager)

---

## Presenter's NARPM Membership Type:

NARPM Member and Affinity Partner

---

## Describe your public speaking experience:

Dan is currently the President and CEO of Buyers Access, a leading provider of purchasing optimization solutions, serving more than 650,000 multifamily housing units Nationwide. With 35+ years' experience in property management, asset management, construction management and acquisitions and development, Dan has demonstrated success in leading financial and operational improvement, human capital/team development and technological enhancements within high value real estate services organizations. Dan has been directly responsible for managing assets in excess of \$3 billion, and numerous divisions within companies in the multifamily and single-family real estate industries. Dan holds a BA in Business Management with Honors from St. Mary's College in Moraga, California, and his specialties include being a previous Board member of the National Multi Housing Council, Atlanta Apartment Association, Georgia Apartment Association, Georgia Apartment Industry Educational Fund, Rent Bureau, and Community Life Concepts non-profit organization. Dan has also spoken at numerous conference and trade show throughout his career.

---

## Please provide references:

Doug Bibby  
President  
NMHC  
dbibby@nmhc.org  
202-974-2323

Dr. Debbie Phillips Ph.D., CPM®  
Founder/President  
The Quadrillion/Real Estate Career Academy  
Debbie@thequadrillion.com  
debbie@recareeracademy.org  
770-474-477

Rob Britt  
VP, Multifamily Housing  
Hanley Wood  
rbritt@hanleywood.com  
415-250-7328

---

Please upload a video clip featuring the presenter(s) speaking to a group.

Please upload your presentation slides here. (Do not email to staff or committee members.)

## Session Summary

### Session Description:

As many multifamily owners and operators know: Increasing rents can have a significant impact on overall profitability of an asset—but what about the pennies, nickels and dimes being overspent on expenses? How can establishing best practices around the way site teams purchase supplies and services reduce overall costs and improve resident satisfaction? Can reviewing a broader set of past purchasing data aid in establishing smarter future procurement? What are some of the tips and techniques others use to maximize their resources?

### Learning Objectives:

- Understand the significance of business metrics and data collection/analysis that help drive more margin and improve profitability
- Learn techniques that are being used to optimize existing business processes and to drive down costs
- Explore what best practices can be used to increase performance and set a business on the right path
- Learn how large Maintenance, Repair, and Operating (MRO) vendors are utilizing data to improve the purchasing experience
- Understand how to maximize your personnel and the ability to leverage other resources
- Gain insight on how smaller properties and owner/operators can get some of the same benefits of larger properties and owner/operators
- Looking to the future, get a glimpse of what innovative changes are coming down the pike

---

This content is neither created nor endorsed by Google.

Google Forms