

# 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 27, 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 \*

jeremy@rentscale.com

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## Session Title

How You Can Find Superstar BDMs to Grow Your Business For You (While you go to Hawaii)

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## Session Format

Workshop

Panel Discussion

Other: Short presentation followed by panel discussion and experience share

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## Presenter's Name

Jeremy Pound

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## Presenter's Company

RentScale

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## Presenter's Email Address

jeremy@rentscale.com

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## Presenter's Phone Number

5614142820

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

To be determined. We have helped several NARPM members hire top performing sales superstars and we would like to invite those who attend the event to participate.

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## Presenter's NARPM Membership Type:

Affiliate

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## Describe your public speaking experience:

Spoken on stage over 20 times, including: PM Grow, one Florida NARPM event, and we host our own property management sales mastery events 2 - 3 times per year:

<https://vimeo.com/357639486>

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## Please provide references:

Shawn and Kristin Johnson, Independence Capital; Jenni Utz, Utz Properties; Rodney Fentress, Keyrenter Property Management Hampton Roads.

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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

Owners love to get clear on exactly what kind of clients they do, and do not, want. What kind of discounts they will, and will not, concede. And which policies are nice to have and which are non-negotiable. Ironically, we owners who like to sell typically have the least amount of discipline in sticking to these standards while “chasing the deal.”

When you systematize and document the selling standards, and then remove yourself from the front lines, you start attracting prospects that are looking for systems and standardization rather than “deal making.”

Let us show you how to define a comp plan, scorecard and sales management system that will attract a top performing salesperson for your property management firm. And, hear from a handful of other NARPM members who have used this exact process and ask them how they have made the jump to getting out of selling for their management company.

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