

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

Session Title

Positioned for Success (Standing out in an increasingly crowded marketplace of property management)

Session Format

- Workshop
- Panel Discussion
- Other: Short Presentation and Panel Discussion
-

Presenter's Name

Jeremy Pound

Presenter's Company

RentScale

Presenter's Email Address

jeremy@rentscale.com

Presenter's Phone Number

5614142820

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

To be determined based on attendees. We have help over 30 NARPM members uniquely position their property management firms in the marketplace and will surely help another 20 - 30 before this event.

Presenter's NARPM Membership Type:

Affiliate

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>

Please provide references:

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

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

We hear all too often from property managers that what they do is a commodity, and that all managers do the same thing. Well, we believe that thinking will stunt your growth, cause you to discount your fees, and live with clients you don't love. We'd like to walk you through a workshop that we use to position our clients to magnetically attract ideal clients and repel everyone else so that they can only work with clients they love and maximize the profitability of their firm. We'll also interview several managers about their journey to stand out in their marketplace and how it has affected their day-to-day operations, hiring and success.

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