

GET CONNECTED

2012 Tradeshow & Conference

Wednesday,
March 14, 2012

Madison Marriott West
1313 John Q Hammons Dr
Middleton WI



“Get Connected to Sharpen Your Property Management Skills”

Maintenance Registration • 7:30-8:00AM
Complimentary coffee & pastries

8:00-9:30AM •
Conserving Energy & Saving \$\$ in Rental Housing
Presented by:
Torrance Kramer, Energy Advisor, Franklin Energy Services,
Focus on Energy

- Changes and Retrofits for the Deepest Savings & the Quickest ROI

Mark Faultersack, Madison Gas & Electric

- Benchmarking Formula: Learn how to track energy costs & savings.

9:30AM-5:00PM
Expo with Exhibits Open: No Cost to Attend

Marketing & Leasing

9:45AM-10:30AM • **Sharpen Your Leasing Skills**

- Trends & forecasts: units, demographics and numbers
- Learn 10 new “never do’s or begin to do’s”
- Take away a copy of “Revelations of a Secret Shopper”

10:40AM-12:15PM • **100 years of Property Management Experience**

Learn from a panel of property owners and managers with 100+ years of diverse experience...public, private, student, senior, affordable

- Conflict Resolution-How to deal with difficult people
- Resident Retention
- Managing tenant files: check in thru check out
- 100% occupancy: You’re happy, are your residents?

Lunch on your Own• 12:15-1:00PM

Legal

1:00-2:30PM • **WI Laws are Changing, Best Practices to Know**
Attorney Jay Koritzinsky, Koritzinsky & Karls, LLC

- New Local Ordinances & State Statutes
- Are Your Practices Still in Compliance
- Take Away Valuable Legal Do’s & Don’ts

As always, there will be time with Jay for questions and answers on this subject

Jay is senior member in the Madison law firm of Koritzinsky & Karls, LLC, where his practice focuses on real estate, landlord/tenant and fair housing matters, and collection cases. Jay is a 1980 graduate of the University of Wisconsin Law School.

3:00-4:30PM • **Bed Bugs: HUD Policies, Best Practices & the Laws**
Attorney Jay Koritzinsky, Koritzinsky & Karls, LLC

- New HUD Policy on Bed Bugs
- Suggested best practices
- Legal issues
- Rights and responsibilities of owners and tenants
- Remedies

Don Fragakis, Orkin Pest Control

Mark Mumm, Orkin Pest Control

Facts, Identification and Control

- How to detect a bed bug
- Best way to treat a bed bug infestation
- Partnership approach

Registration Form :

Cancellation Policy: Cancellations are transferable but not refundable

Company Name: _____

Contact Name: _____

Total Attendees: _____

Names of Attendees: _____

Address: _____

City: _____ State: _____ Zip code: _____

Phone #: _____ Fax : _____

E-Mail: _____

Full Day Program-9:45AM-4:30PM

Members: \$55.00 in advance, \$75.00 at the door

Non-Members: \$75.00 in advance, \$95.00 at the door

Maintenance Program-7:30-9:30AM

NO COST

LUNCH:

Deli Buffet in Hotel Atrium ____ of Buffets @ \$17.95 per person

of Full Day Program Attendees: _____

of Maintenance Program Attendees: _____

of Lunches: _____

Total Amount Due: \$ _____

Method of Payment:

Check-payable to AASCW

Visa/MasterCard

Exp date: _____

Name of Card Holder _____

Signature: _____

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