

# 2018 SOUTHEASTERN CONVENTION & TRADE SHOW SCHEDULE

<b>Monday, November 12</b>		
<i>Time</i>	<i>Event</i>	<i>Speaker</i>
10AM-1PM	Registration Opens	
10AM	Vendor Setup	
11AM-12PM	Panel Discussion: <i>Industry Best Practices And Disaster Preparedness &amp; Recovery</i>	Jeff Greenberger, Jim Mooney, Stephanie Tharp, Tara Bryant & Cindy Ashby
12PM- 1PM	Lunch In Vendor Hall	
1PM-1:45PM	BREAKOUT SESSION I	
	1) <i>Rev Up Your Revenue Management</i>	Jim Mooney, Devon Self Storage
	2) <i>Sales 101</i>	Crystal Tyler, Dynamic SS Solutions
2PM-2:45PM	BREAKOUT SESSION II	
	1) <i>Late To Lien</i>	Jeff Greenberger, Greenberger and Brewer, LLP
	2) <i>How To Create A Magical Experience For Your Customers</i>	Stephanie Tharpe, A+ Storage of Tennessee
3PM-4:15PM	Sponsor Roundtables	
5:15PM-6PM	Welcome Reception	
6PM-8PM	Dinner Buffet with Gracie & Lucy	
<b>Tuesday, November 13</b>		
<i>Time</i>	<i>Event</i>	<i>Speaker</i>
7:30AM	Registration Reopens	
7:30AM-8:30AM	Breakfast & Vendor Hall Open	
8:45AM-9:30AM	BREAKOUT SESSION III	
	1) <i>2018 Rent Survey</i>	Mike McManus, Marcus Millichap
	2) <i>Self Auditing For Managers</i>	Kevin Leebrick, NoDa Self Storage
9:45AM-10:45AM	Best Operational Practices Round Tables	
11AM	State Legislative Update & Annual Membership Meeting	
12PM	Final Comments & Adjourn	
1PM	Lunch & Tour at City Storage	