

AGENDA

Sunday, August 11th

6:30pm

Welcome Reception

Monday, August 12th

9:00am

Breakfast and Registration

10:00am-5:00pm

Concurrent Sessions

5:30pm-7:30pm

Cocktail Reception

Tuesday, August 13th

10:00am-11:30am

Roundtables

11:30am-12:45

Lunch

1:00pm

Facility Tour of StaxUp, Lakeside

August 12th Concurrent Educational Sessions

I. DEVELOPMENT TRACK

Restore, Rebuild, Replace: What is R3? – Troy Bix

Deep Dive into Self Storage Conversions – Jim Ponti

Finding Value Add Opportunities – Dave King, Wentworth Properties

Conversions and Re-Development Panel: Ask the Operators

- Dave King, *Wentworth Properties*
- John Manes, *Pinnacle Storage Properties*
- Lance Stockhausen, *Comfort Storage*

II. TECHNOLOGY TRACK

Smart Entry and Facility Automation: Unlocking Revenue Opportunities and Improved Operations – Terry Bagley

Bridging the Generational Gap: Technology and the Customer Experience – Travis Morrow, *National Self Storage*

Virtual Management is the New Black: Feasibility, Financing and Paradigm Shifts in the Unattended Model – Josh Boyd, *StoreEase* and Terry Campbell, *Live Oak Bank*

How to Evaluate Third Party Management Companies
Peter Spickenagel, *Citizen Storage*

Smart Entry and Technology Panel: Ask the Operators

- AJ Osbourne, *Keylock Storage*
- Josh Boyd, *StoreEase*
- Travis Morrow, *National Self Storage*

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III. OPERATIONS AND LEGAL TRACK

“It’s Not What You Say, It’s Where You Say It”:

Defining Your Brand Placement – Christina Alvino

Recruiting, Hiring, Training and Creating a Culture of Awesome –
Rick Beal, *Atomic Storage*

**Avoiding Liability in a Shifting Legal Landscape: Creating an Accessible and
Safe Self Storage Facility** – Scott Zucker

**Due Diligence Auditing: What To Look For When Buying – What To Be
Ready For When Selling** – Cynthia Ashby