

Manufactured Housing Manager Class

What is the MHM® Certification?

The Manufactured Housing Manager (MHM) Professional property management training & certification program is the only land lease community-focused course in the U.S. & Canada today!

To date more than a thousand managers have been trained and certified through this program. This is your opportunity to earn the prestigious Manufactured Housing Manager designation certifying your ability to perform and excel as a professional land lease community manager.

Topics include: Property Management, Leasing & Sales, Resident Relations, Hiring & Training, Marketing, Turnaround & Many More....

‘Get Certified!’

Wednesday, September 5
9:00 a.m. - 4:00 p.m.

**Additional registration/fee required to attend.*

Corporate Sponsorships Available!

\$5,000 Sponsorship

- Showcase of your firm in the 30th ALLEN REPORT / January 2019
- Verbal acknowledgement of your firm’s support during event
- Promotional products/material distribution at meal settings
- Visual identification on event signage
- Firm highlighted in the Directory of Attendees
- Two complimentary registrations to the INR Event

\$2,500 Sponsorship

- Verbal acknowledgement of your firm’s support during event
- Visual identification on event signage
- Firm highlighted in the Directory of Attendees
- One complimentary registration to the INR Event

877-MFD-HSNG or (317) 346-7156

For details on how to become a sponsor

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Reservations
(855) 200-3002

Identify yourself as
“27th Annual International
Networking Roundtable”

Refer to registration website
for conference rates
(individual, group,
& sponsorships)

REGISTER TODAY @

www.GetMeRegistered.com/COBA7NRT2018



Or Scan This QR Code With
Your Smart Phone/Tablet

Email: communityinvestor@sbcglobal.net

COBA7 presents...

27th

INTERNATIONAL NETWORKING ROUNDTABLE

27th ANNUAL

for Land Lease Communities



a.k.a. Manufactured Home Communities

THE
ALEXANDER
A DOLCE HOTEL



333 S. DELAWARE STREET INDIANAPOLIS, IN 46202

SEPTEMBER 5-7, 2018

CELEBRATE

National Land Lease Community Week!

Schedule of Events

Wednesday, September 5

- 9AM-4:00PM **Manufactured Housing Manager Class**
Refer to info panel (additional charge to attend class)
Taught by -Katie Hauck, MHM & Kathy Taylor, MHM
- 4:00-6:00PM **'Marketing & Sale of Land Lease Communities'**
-Joanne Stevens, CCM & Tammy Fonk, CAIC
- 6:00-8:00PM **Welcoming Reception**
'Celebrating Land Lease Community Week!'

Thursday, September 6

- 7:30-8:30AM **Networking Breakfast:** Pick up name tags & info
-Carolyn Allen • PMN Publishing
- 8:30-9:15AM **'Welcome, & Introduction of Everyone Present!'**
-George Allen, CPM®, MHM® • Roundtable Host
- 9:15-10:00AM **Keynote I. MHIndustry & RV/MH Hall of Fame Overview**
-Joe Stegmayer, CAVCO Industries
- 10:00-10:15AM **Morning Break**
- 10:15-11:00AM **Keynote II. FHFA, GSEs, & DTS Panel**
- 11:00-11:45AM **Keynote III: Update re Chattel Capital Program**
-Spencer Roane, MHM, Pentagon Properties
- 11:45AM-1:00PM **Networking Luncheon Event**
- 1:00-1:45PM **Attend One of Two Educational Sessions This Hour:**
- ✦ **'How to Develop a New Land Lease Community'**
-Jamie Dougherty, Community Mgmt. Group
 - ✦ **'How to Acquisition & Refinancing of LLCommunity'**
-Tony Petosa, Wells Fargo Multifamily Lending
- 2:00-2:45PM **Attend One of Two Educational Sessions This Hour:**
- ✦ **Types of MH Today: CSH, 'new type', RVs, etc.**
Mfd Housing Institute
 - ✦ **Using Print, Signage & Gifts to Promote!**
-Erin Smith, Spotlight Strategies
- 3:00-3:45PM **Attend One of Two Educational Sessions This Hour:**
- ✦ **Creating a Compliant & Stress Free Environment**
Doug Ottersberg
 - ✦ **Renting New Homes On-Site**
To be announced...

- 4:00-4:45PM **Attend One of Two Educational Sessions This Hour:**
- ✦ **Why & How to Host Sales Seminar/Tours**
-Glen James, CPM, Barrington Inv.
 - ✦ **On-Site PM Compensation Revisited**
-Frank Bowman, IMHA executive director
- 4:45-6:30PM **Free Time to prepare for reception**
- 6:00-8:00PM **RV/MH Hall of Fame Celebration Reception**
-Hall of Famers to wear Green Blazers

Friday, September 7

- 7:00-8:00AM **Informal Prayer Meeting** for U.S. & Leaders!
-George & Carolyn Allen, hosts
- 7:30-9:00AM **Networking Breakfast**
- 9:00-10:00AM **Real Estate Lenders' Panel & Discussion Panel = Networking Roundtable Sponsors**
- 10:00-11:00AM **Chattel Capital Lenders Panel & Discussion**
Mix of Independents, Hybrid \$, & Captive Finance
- 11:00-12:00PM **Attend One of Two Educational Sessions This Hour:**
- ✦ **Writing Basics for Publication**
-Patrick Revere, MHInsider magazine
 - ✦ **How to Find, Value & Buy a LLCommunity**
-Michael Power, MHCInvestor
- 12:00-1:00PM **Networking Luncheon**
- 1:00-2:00PM **Attend One of Two Educational Sessions This Hour:**
- ✦ **New Technology for Underground Systems**
-Brian King, Underground Infrastructure
 - ✦ **Third Party Fee Management Basics**
-Maria Horton, MHM, Newport Pacific
- 2:00-3:00PM **Open Discussion of MHIndustry Issues**
-George Allen, CPM, MHM
- 3:00PM **Networking Roundtable Wrap-up Session**

www.GetMeRegistered.com/COBA7NRT2018

Major Features of the 27th annual Networking Roundtable

The **27th Networking Roundtable** begins Wednesday, September 5, 2018 with three notable events that day. First, an all day professional property manager training program, taught by Katie Hauck, MHM, & Kathy Taylor, MHM, to certify **Manufactured Housing Managers**. (This is a separately ticketed event in this brochure.) Then, from 4-6 PM, Tammy Fonk, CHC, CLM & Joanne Stevens, CCIM, will host a session for RE investors & brokers. Ending the day from 6-8PM, everyone will enjoy a reception celebrating **National Land Lease Community Week!**

Thursday morning, following breakfast, everyone will not only be Welcomed to this year's event, but will **stand & introduce themselves**, to facilitate networking. Plans are in place, to hear firsthand, manufactured housing-related updates from HUD, the FHFA, Fannie Mae & Freddie Mac - in the latter three instances, focusing on Duty to Serve pilot programs. We'll finish off the first morning with a description of 'chattel capital financing you can take to your bank'. As a land lease community owner, learn how to become part of a not for profit 'cooperative' that is sensitive to your new HUD-Code home financing needs!

This annual Networking Roundtable is 'the place to go' for hands-on, timely education regarding every aspect of land lease community ownership and professional property management.

- A community developer shares his lessons learned
- Acquisition & refinance of land lease communities
- How to use print, signage, & gifts to your marketing advantage
- How to lease new HUD-Code homes on-site
- Property owners buy, sell, & seller-finance new homes on-site
- How much to compensate property managers
- The always popular lenders panels
- How to write for MHInsider magazine
- How to find, value & buy a land lease community
- When to use fee management services
- Latest technology for locating underground utilities

... and much more!

The event will end with a group identification and discussion of key MHIndustry issues.

The 27th Networking Roundtable is 'the place to be' if one owns/ operates one or more land lease communities in the U.S. & Canada.

Questions? Phone the Official MHIndustry HOTLINE:
(877) MFD-HSNG or 633-4764.

There will likely be minor changes to this agenda.

