SELF STORAGE ASSOCIATION

Participate. Learn. Benefit. Succeed.

#SSAVegas22 ✦ selfstorage.org

SSA 2022 FALL

Conference & Trade Show

LAS VEGAS

SEPTEMBER 6–9

MGM GRAND

Register now!

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CONFERENCE SCHEDULE

(subject to modification)

TUESDAY, SEPTEMBER 6

7:00A – 5:00P — **SSA Café**

Food and beverage service for registered attendees. - *Badge required*

Generously sponsored by **PILOT DOOR SYSTEMS**

8:00A – 6:00P — **Conference & Trade Show Registration**

8:00A – 5:00P — **Exhibitor Set-Up**

1:00P – 4:00P — **Self Storage Economic Summit**

Economic Summit Featured Speaker: Hessam Nadji, President & CEO, Marcus & Millichap

Optional event; separate fee required.

1:30P – 4:00P — **Self Storage Managers Summit**

PRESENTER: **Carol Mixon,** SkilCheck Services, Inc.

Optional event; separate fee required.

Part 1: Sales Strategies When You're Full

In Part 1 of this session, you'll learn to maximize and manage the storage inventory when your property is at an extremely high occupancy. If you are turning prospective customers away, discover ways to turn those into new tenants. Don't lose a prospective tenant to a competitor because you don't have procedures and an effective way to manage move-ins and move-outs. Learn ways of handling and managing customer tenancy, rental rates, concessions, and marketing strategies when you're at a high occupancy.

Part 2: Storage Crackdown: Vagrancy, Theft and Problem Tenants

In Part 2, we'll discuss techniques and procedures you can use lawfully at your store to help problem tenants and bad actors move along! We will discuss:

- Preventing vagrancy and loitering in the first place
- What to watch for in a problem tenant
- What constitutes a call to the home office, police, fire department, FBI, etc.
- Documenting the bad behavior
- Signs of weapons, ammunition, and explosive materials
- How all of these items effect your lien sale process

Generously sponsored by PTI SECURITY SYSTEMS Storable

5:30P – 6:45P — **SSA Board Chair VIP Reception**

Ticketed event; by invitation only.

6:00P – 7:30P — **Canadian SSA Networking Reception**

Ticketed event; by invitation only.

All Canadian self storage owners, operators, managers and staff are invited to join the CSSA VIP Networking & Welcome Reception. This is a wonderful opportunity to meet other self storage operators from across Canada. There is no charge to attend this event and is open to all self storage operators registered to attend the Self Storage Association Fall Conference. Please contact Sue Margeson at 1-888-898-8538 or at info@cssa.ca for more details.

CONFERENCE SCHEDULE

(subject to modification)

WEDNESDAY, SEPTEMBER 7

7:00A – 5:00P — **Conference & Trade Show Registration**

7:00A – 5:00P — **SSA Membership ✦ State Associations ✦ Products & Services Booth**

7:00A – 5:00P — **SSA Café**

Food and beverage service for registered attendees. - *Badge required*

Generously sponsored by PILOT DOOR SYSTEMS

7:15A – 7:45A — **Orientation for First-Time Attendees & New Members**

PRESENTED BY: **SSA Staff**

This session will help make your first SSA meeting experience not only more enjoyable, but more productive as well. You'll learn to maneuver through all the Conference program activities in a timely, efficient manner, so you can plan your personal agenda for maximum effectiveness. Then, you'll find out how to put your SSA membership to work for you! Learn about new programs created specifically for managers and owners / operators, new publications, navigating the SSA website, and much more.

Generously sponsored by kiwi II STEEL STORAGE SPECIALISTS — Supply Side USA

8:00A – 8:45A — **Concurrent Educational Sessions**

8:00A – 10:00A — **Exhibitor Set Up**

8:45A – 9:00A — **Break**

9:00A – 9:45A — **Concurrent Educational Sessions**

9:45A – 10:15A — **Break**

10:15A – 11:30A — **Foundation Forum Speaker**

11:30A – 4:00P — **Trade Show**

1:30P – 5:00P — **Large Owners Council Meeting**

For SSA members who own 10 or more facilities and are due-paying members of the LOC.

Reception from 4:00P – 5:00P

4:00P – 4:15P — **Break**

4:15P – 5:30P — **Educational Roundtables**

Just about every self storage topic you can think of will be addressed in small discussion groups led by knowledgeable facilitators. Table-hopping several times during the session offers you a chance to get as much information as possible on a variety of topics. We have 30 topics so select the tables where the discussion will benefit you most! We will ring the bell at regular intervals to allow you to participate in different table discussions.

CONFERENCE SCHEDULE

(subject to modification)

WEDNESDAY, SEPTEMBER 7 (continued)

5:30P – 6:30P	**Diversity & Inclusion Networking Session**
6:15P – 7:45P	**Welcome to Las Vegas Reception – Wet Republic** *Generously sponsored by* KIWI II CONSTRUCTION BAJA CONSTRUCTION DAI GENERAL CONTRACTING STEELBLUE BUILDING COMPONENTS

THURSDAY, SEPTEMBER 8

7:00A – 3:30P	**Conference & Trade Show Registration**
7:00A – 5:00P	**SSA Membership ✦ State Associations ✦ Products & Services Booth**
7:00A – 5:00p	**SSA Café** Food and beverage service for registered attendees. - *Badge required* *Generously sponsored by* PILOT DOOR SYSTEMS
8:00A – 8:45A	**Concurrent Educational Sessions**
8:30A – 9:45A	**Canadian Hot Topic Panel Discussions**
8:45A – 9:00A	**Break**
9:00A – 9:45A	**General Panel Session**
9:45A – 10:00A	**Break**
10:00A – 11:30A	**Self Storage Foundation Michael T. Scanlon Award Presentation** and **Featured Speaker: Chris Marr,** President & CEO, CubeSmart This special award goes to individuals who have made tremendous contributions to the SSA. This year we honor Brian R. Caster, president and CEO of the Caster Group, and Kenneth E. Nitzberg, chairman and CEO of Devon Self Storage. Then hear CubeSmart President and CEO Chris Marr discuss the latest on CubeSmart milestones and the state of the self storage industry.
11:30A – 3:00P	**Trade Show**
3:00P – 7:00P	**Exhibitor Move-Out**
3:00P – 4:00P	**Young Leaders Group (YLG) Educational Session** *Requires membership in the YLG.* *Generously sponsored by* STORABLE

CONFERENCE SCHEDULE

(subject to modification)

3:15P – 4:00P	**Concurrent Educational Sessions**
4:00P – 4:15P	**Break**
4:15P – 5:00P	**Concurrent Educational Sessions**
5:00P – 5:15P	**Break**
5:15P – 6:15P	**SSA Women's Council Networking Session** *Generously sponsored by* CALLPOTENTIAL SUPPLY SIDE USA STORABLE KINGS III EMERGENCY COMMUNICATIONS
7:00P – 9:00P	**Young Leaders Group (YLG) Networking Reception** *Requires membership in the YLG.* *Generously sponsored by* STORABLE

FRIDAY, SEPTEMBER 9

7:00A – 10:00A	**SSA Membership ✦ State Associations ✦ Products & Services Booth**
7:00A – 10:00A	**SSA Café** Food and beverage service for registered attendees. - *Badge required* *Generously sponsored by* PILOT DOOR SYSTEMS
8:00A – 8:45A	**Concurrent Educational Sessions**
8:45A – 9:00A	**Break**
9:00A – 9:45A	**Concurrent Educational Sessions**
9:45A – 10:00A	**Break**
10:00A – 11:15A	**Closing General Session / Legal Q & A** A Q&A session for managers and owner / operators addressing the latest legal and regulatory developments impacting the self storage industry. Hear two of the nation's leading self storage legal experts discuss the topics that pertain to you and your business. The SSLN attorneys will take your questions for as long as time permits. Informative and entertaining... This is the one session you don't want to miss. Brought to you by The Self Storage Legal Network.

Register now!
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