

2019 Arizona Self-Storage Conference Agenda

Golf Tournament & Conference Opening Reception Tuesday, September 24, 2019, Whirlwind Golf Club	
1:00 – 5:30 pm	Golf Tournament (registration opens at 11:30 am)
5:30 – 7:30 pm	Conference Opening Reception with Announcement of Golf Awards
Owners Summit Wednesday, September 25, 2019, Showroom of Wild Horse Pass Hotel & Casino Exhibits – All Day	
7:30 am – 6:30 pm	Registration just outside Showroom
8:00 – 9:00 am	Buffet Breakfast
8:30 – 8:45 am	Welcome & Introductions
8:45 – 9:45 am	Will the Real Economy Please Stand Up? Dr. Chris Thornberg, Beacon Economics
9:45 – 10:15 am	Self-Storage in 2019: A Focus on Arizona and Phoenix, Cory Sylvester, Radius+
10:15 – 11:15 am	Exhibit time
11:15 – 12:15 pm	It's Coming for You: New Supply, Guy Middlebrooks, CubeSmart
12:15 – 1:00 pm	Buffet Lunch
1:00 – 1:50 pm	Local Legend: Robert Schoff
1:50 – 2:40 pm	Automation: Fact or Fiction? Travis Morrow
2:40 – 2:50 pm	Break
2:50 – 3:40 pm	Pivoting – Technology that is Changing the Self-Storage Industry, Lonnie Bickford, Owner of Appletree Storage and StorageAuctions.com
3:40 – 4:10 pm	Improving Cash Flow Through Tax Strategies, Heidi Henderson, Engineered Tax Services
4:10 – 4:20 pm	Break
4:20 – 5:10 pm	Beyond Billboards & Yellow Pages: Marketing in 2019 and Beyond, James Malone, G5
5:10 – 6:45 pm	Reception among the Exhibits, in the Showroom
Operational Symposium Thursday, September 26, 2019, Showroom of Wild Horse Pass Hotel & Casino Exhibits – All Day	
7:00 am – 3:00 pm	Registration just outside Showroom
7:00 – 8:00 am	Buffet Breakfast
8:00 – 8:15 am	Welcome & Introductions
8:15 – 9:45 am	Dominate Your Competition, Part 1, Jim Ross, Self Storage Domination
9:45 – 10:45 am	Exhibit time
10:45 – 11:45 am	Online Reviews: Essential for Your Business, David Hepworth, Podium.com
11:45 am – 12:45 pm	Buffet Lunch
12:45 – 2:20 pm	Dominate Your Competition, Part 2, Jim Ross
2:20 – 2:30 pm	Break
2:30 – 3:00 pm	Announcement of Sponsor Door Prize Winners
3:00 – 4:15 pm	Parlay with the Pros: Q&A with Jim Ross and Attorney Richard Marmor
4:15 pm	Conference concludes