



2023 February Seminar

February 6-7, 2023

**The Inn on Biltmore Estate
Asheville, NC**

PROGRAM



Schedule of Events

NCSSA February Seminar Schedule

February 6-7, 2023

February 6, 2023

3:00pm Registration Open and Exhibitor Setup, Inn Gallery, Hunt Room and Olmsted Room

5:30pm – 7:00pm Welcome Reception and Exhibits Open
Inn Gallery, Hunt Room and Olmsted Room

February 7, 2023

8:00am - 9:30am Registration Open, Inn Gallery,
Exhibits Open, Coffee and Pastries
Hunt Room and Olmsted Room

9:30am – 9:45am Welcome Attendees, **Kevin Leebrick, NCSSA President**
Introduction of Seminar Sponsors, Vanderbilt Room



9:45am – 10:30am *A Proven Framework for Writing Marketing Content - How to Use the GPS (Go, Push, Shine) Model*, Jessica, Johnson, SBOA

10:30am – 10:45am Break

10:45am – 11:30pm *Owner/Operator Panel – Join this panel of NC Operators as they discuss current industry issues*, Chris Grenier, Storage Asset Management; Martha Heath, Wake Forest Mini Storage; Tom Winner, Carolina Storage

11:30am – 11:45am Break

11:45am – 12:45pm *Online Rental Best Practices*, Tommy Nguyen, StoragePug

12:45pm – 1:45pm Lunch and Networking, Vanderbilt Room
Exhibits Open, Hunt Room and Olmsted Room

1:45pm Exhibitor Break Down

Thank You to our Sponsors!



Thank You to our Exhibitors!



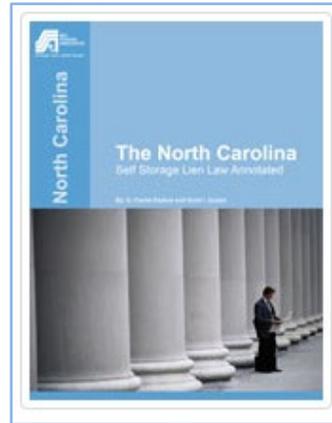
MEMBERSHIP MATTERS



Join the North Carolina Self Storage Association
FREE NC Lien Law Book, a \$60 Value!
JOIN TODAY at the Seminar Registration Desk and SAVE \$50!

Membership Benefits Include:

- ✓ Industry Advocacy – We are your voice!
- ✓ Networking
- ✓ NC Rental Agreement
- ✓ Member Only News and Information
- ✓ Education and Training
- ✓ Monthly National SSA Magazine
- ✓ NCSSA e-Newsletter
- ✓ Member Only Discounts to all NCSSA Events
- ✓ Q&A Discussion Forum
- ✓ Auction Calendar
- ✓ Three Seminars
- ✓ Annual Convention and Trade Show
- ✓ Hardship Relief Fund
- ✓ Job Bank
- ✓ Add the SSA Legal Network Affiliate Plan
- ✓ Access the Certified Self Storage Managers Course
- ✓ Discounts to SSA National Conferences and MORE!



Other Ways to JOIN - Scan the QR Code or go to www.ncssaonline.org

**Save
The
Date**



**2023 MAY
SEMINAR**

Monday, May 8

Peninsula Yacht Club
Cornelius, NC



NORTH CAROLINA SELF STORAGE ASSOCIATION ANTITRUST POLICY

Policy of SSA Managed States

It is the unqualified policy of the North Carolina Self Storage Association (NCSSA) to conduct its operations in strict compliance with the antitrust laws of the United States. The NCSSA antitrust policy prohibits any discussions which may constitute or imply an agreement or understanding concerning:

1. prices, discounts, or terms or conditions of sale;
2. profits or profit margins or cost data;
3. market shares, sales territories or markets;
4. allocation of customers or territories;
5. selection, rejection or termination of customers or suppliers;
6. restricting the territory or markets in which a company may resell products;
7. restricting the customers to whom a company may sell; or
8. any matter which is inconsistent with the proposition that each owner, operator, manufacturer, wholesaler and distributor must exercise its independent business judgment in pricing its services or products, dealing with its customers and suppliers and choosing markets in which it will conduct business.



THE SSLN AFFILIATE PLAN

The Self Storage Legal Network Affiliate Plan is designed specifically for the smaller storage operator that is not a member of the national Self Storage Association but is a member in good standing of an affiliated state Self Storage Association or is a licensee or franchisee of a member of the national Self Storage Association. The Plan is also designed for operators with one to three facilities. Pricing for this Plan is reduced to make it affordable for smaller operators.

The SSLN service provides storage operators with access to the legal information that they need to respond to day to day circumstances that may arise at their facilities and, most importantly, gives them to tools to avoid mistakes that can lead to costly lawsuits.

"As one of the founding members of the SSA, we greatly value the Legal Network. The response is immediate with an in-depth explanation we can understand."

John Yelland

Yelland Properties / Pouch Self Storage

**For more information,
scan the QR code:**





Self Storage Association
2023 SPRING
Conference &
Trade Show

New Orleans
Louisiana

MARCH
8-10

REGISTER NOW

ERNEST N. MORIAL
CONVENTION CENTER

CONFERENCE
SCHEDULE

#SSASpring23
selfstorageevents.org



Attention NCSSA Members:

Use the code **Spring231001** when registering for the SSA's 2023 Spring Conference & Trade Show to receive discounted affiliate pricing.