2019 Arizona Self-Storage Conference Agenda

Tuesday, September 24, 2019, Whirlwind Golf Club 1:00 – 5:30 pm	Golf Tournament & Conference Opening Reception		
S: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 Registration just outside Showroom 8:00 – 8:15 am Welcome & Introductions Exhibits – All Day 7:01 – 3:45 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		Tuesday, September 24, 2019, Whirlwind Golf Club	
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		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	-		