

Southeastern Self Storage Convention and Trade Show  
November 13-15, 2016  
Washington Duke Inn, Durham, NC

**SCHEDULE OF EVENTS**

*(Subject To Change)*

**Sunday, November 13**

1:00-5:00pm      Registration Open & Vendor Setup  
5:30-6:30pm      Welcome Reception  
6:30pm            Dinner On Your Own

**Monday, November 14**

8:00-5:00pm      Registration Open  
8:00am            Breakfast  
8:30am            State Legislative Update  
9:00am            NCSSA Annual Membership Meeting  
9:30am            Opening Sessions: Kelly Wirges, PROMAX

9:30-10:30am	"Implementing a 5-Star Service Strategy"
10:30-10:45am	Break
10:45-11:45am	"TAG Marketing – Targeted Acquisition & Growth"

12:00pm           Lunch & Vendor Hall Open  
2:00-4:30pm      Breakout Sessions:

SESSION I		
<b>2:00-2:45pm</b>		
A.	"Think Small/Produce Big"	Kelly Wirges
B.	2016 Carolinas Rate Survey	Mike MacManus Stacey Gorman
SESSION II		
<b>2:55-3:40pm</b>		
A.	Auditing Workshop	Misty Richards
B.	"Mastering the Millennial Marketplace"	Jim Ferguson Holly Fiorello
SESSION III		
<b>3:45-4:30pm</b>		
A.	Analytics Presentation	Christopher Baird
B.	Self-Storage Financing	Tim Kinney

5:00-6:00pm      Vendor Hall Open  
6:00pm            Dinner & Casino Night  
10:00pm          Bottle Auction

**Tuesday, November 15**

8:00-11:00am      Registration Open  
8:00am            Breakfast  
9:00am            Roundtable Discussions  
11:00am           Closing Session  
11:30am           Adjourn