

2222 Association Drive
Okemos MI 48864



Self Storage Association of Michigan Presents

One day, two seminars



Controlling Delinquencies
and
**Understanding Michigan
Lien Law**



Generously sponsored by



Self Storage Association of Michigan Presents
**Controlling Delinquencies &
Understanding Michigan Lien Law**
Wednesday, May 21, 2008

12:30 p.m. **Registration**

1:00 p.m. **Welcome**-Dan Morris, President, SSAM

1:05 p.m. **Controlling Delinquencies**
*Presented by Tom Berlin, Vice President of Operations,
Pogoda Management Company*

Due to the economic climate in Michigan, self storage tenant delinquencies have been rising and the trend does not appear to be slowing. Preventing delinquencies and collecting from past due tenants is becoming an increasingly important aspect of the self storage business. Pogoda Management Company, the largest self storage operator in Michigan, will share their strategies for preventing delinquencies and what can be done once a tenant's rent is past due.

2:45 p.m. **Understanding Michigan Lien Law**
*Presented by William Perrone, Attorney, Dykema
and Jon Hutto, Owner, Country Storage*

This seminar will provide an indepth view of Michigan's Lien Law as reviewed by Self Storage Legal Network attorneys: D. Carlos Kaslow, Joseph Joiner and Scott Zucker. The complete regulation will be broken down into sections with an explanation and a conclusion for each section. Fully understanding how our industry is regulated and the ramifications of not following the law is a must for self storage owners and managers. All books are included with your registration fee.

4:15 p.m. **Networking**

This program is generously sponsored by



Self Storage Association of Michigan
2222 Association Drive
Okemos, MI 48864
(517) 349-3300

Directions:

I-96 to Okemos Exit #110, North on Okemos Road,
Through Light on Jolly, East (right) on Association Drive

Registration Form

Controlling Delinquencies & Michigan Lien Law

May 21, 2008

*Space is limited to first 60 people
(Please Print)*

Company Name

Street Address

City

State

Zip

()

Phone Number

()

Fax

Attendees:

1. _____

3. _____

2. _____

4. _____

Registration Fees:

\$95.00/person/member

\$150.00/person/non-member

(Non-Members: Join SSAM and \$55 will be applied to your membership)

Enclosed is my check payable to SSAM for \$ _____

Charge Visa M/C Discover \$ _____

Bank Card Number

Expiration Date

Name on Card

Signature

Billing Zip Code

Please make checks payable to SSAM and mail to
2222 Association Drive, Okemos, MI 48864
or fax with credit card information to (517) 349-3543
Questions? Call Events Manager Debra Behrendt at (800) 422-6478 Ext. 20