



# UPDATE

*The Voice of the  
Washtenaw, Livingston,  
Monroe, and Lenawee  
County's Rental Housing  
Industry!*

Volume 30, Issue 1 — January 2014

Always available at [www.wa3hq.org](http://www.wa3hq.org)

## 3 Tips to Stay Productive Over the Holidays

By: Tim Furlong

**S**o we're at that time of year, when everyone gets all warm and rosy and full of the holiday spirit. It all started around Thanksgiving, then a mad dash to the stores both on-line and in person. The radio started playing holiday music a few weeks ago and the retailers are doing their best to duplicate the "Norman Rockwell" perfect holiday to get us all to open up our wallets just a little bit more. Black Friday, Cyber Monday, all hyped up to get us thinking about anything except for one thing... our businesses.

I for one, absolutely love it! No not all the holiday hype, even though I really do love the holiday season. I actually love the fact that none of my competition is actually working over the next 30 days. In fact they all mentally checked out of the game officially on the Wednesday before Thanksgiving. It's so great for me, because I can usually contact everyone that I need to either on the phone or with email because no one else is reaching out to them.

The 3 weeks between Thanksgiving and Christmas have traditionally been my best 3-4 work weeks of the year, mostly because I tell myself that they will be. As long as I stick to my goals and commitments over that time, my new year will start off with a bang instead of a whimper.

Here are 3 action items you can take these next few weeks to make sure that you hit the ground running come January 1<sup>st</sup> and get a head start on making 2014 one of your best years ever!

1. **Schedule it!** This month can get a bit hectic with holiday partys & events both at work and with your family. Do yourself a huge favor and look at the entire month, then SCHEDULE, SCHEDULE, SCHEDULE! Get very detailed and specific about the days you are working, what you will be doing, who you need to reach out to and everything you are going to accomplish this month. Do not leave this to chance, that's what you competition is doing and it doesn't work.
2. **Be Present!** Decide right now, which events you are going to attend, and plan to take the time to really BE THERE. Look you work really hard all year long for a reason, and you deserve to take some time to celebrate your success with those you care about. There is no point in taking a few hours out of your day to attend your kids party or play, or a gathering of Family or Friends if you are going to be on your smart-phone putting out fires and distracted the entire time. Not only will that stress you out, but it sends the wrong message to the people

3. **Give Yourself Some Clean Uninterrupted Blocks of Time** Look, I get it, we live in a world where distractions are the norm. iPhones buzzing, email boxes filling up, team members needing just a minute of your time. Make sure you build in some blocks of time to unplug from the Matrix and focus on the most important task at hand. Sometimes that is just calming your mind down for a few minutes, or keeping your commitment to exercise so you can get back into the fray and go fight the good fight with focus and clear perspective.

### Extra Credit:

#### Give yourself a little bonus!

Even if you don't work in a role where you receive a little end of the year bonus, do yourself a favor and give one to yourself. Do or buy something just for you, since you have most definitely earned it!

Have a great Business & Holiday Season



### Thoughts of the Week

- "Every day should be passed... as if it were to be our last." -Publilius Syrus
- "Good health and good news are two of life's greatest blessings." -(Anonymous)
- "You don't stop laughing because you grow old... you grow old because you stop laughing." -Michael Pritchard
- "You can always tell a real friend...when you've made a fool of yourself they don't think you've done a permanent job."- Anonymous
- "Success doesn't come to you...you go to it."- Marva Collins
- "Our greatest glory is not in never falling... but in rising every time we fall." Confucius

**Thank you to the Sponsors of the Holiday  
Award Event at Arbor Brewing Company.  
See Pictures on page 8**



Happy New Year Everyone!

It is with great pride and excitement that I sit down and write my first Presidents message. I would like to thank all of you for entrusting me with this responsibility and let you know that I am very honored and yes....a bit nervous. Being a part of the association over the years has given me a wealth of knowledge and support in our industry and I am looking forward to giving back. As we enter our 31<sup>st</sup> year and celebrate "30" successful years as an association, I can only hope to use that amazing foundation to continue to strengthen and grow our industry. Being a part of WAAA gives us all the opportunity to learn from our peers, work with great business partners and have our collective voices heard to help protect and ensure the strength of our industry.

2014 looks like it is going to be an exciting year, the program and education committees worked very hard to put together a year full of great classes and activities. The Legislative Committee has several key items to stay on top of at both our local and the state level. The Membership and Newsletter Committees need your help to keep both current and future members up to speed on our industry and what being a part of the WAAA has to offer. If you are not already on a committee I ask that you please take a look at the different committees and consider joining at least one. I know everyone has very busy business and personal lives but a few hours a month working collaborating with individuals who have the same goals as you is well worth the time invested. The association needs your input.

Together we can make 2014 a great year at the WAAA.



## EO Message: by Alice Ehn



As we start a new year at the association, there are definitely changes on the horizon. I have been working with the NAA for more than a year to increase the integration at all levels of the affiliations (local, state and national) and we are nearing our recommendations and implementation. Hopefully, over the next year you will all experience a new website and new ways to contact the associations (us, PMAM and NAA). With interactive website where YOU can be the driving force for information that is displayed on the website, what information you want to receive from the associations and how you would like to receive it, and extra advertising opportunities for our Business Partners.

The 2014 Board of Directors has also made the decision to increase the staff to better serve our members and to increase membership. If you know of anyone that has a strong sales background looking for part-time position, give them our number or send over their resumes for us to take a look. Finally, thank you to all that renewed so far.



NATIONAL APARTMENT ASSOCIATION

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The Property Management Association of Michigan is sponsoring a drawing for one lucky person to the National Apartment Association's June Education Conference and Expo in Denver, Colorado.

Package includes:

- Hotel
- Airfare
- Conference registration fee

The Giveaway runs from now until February 1.

Email the office to learn more how to become qualified to participate.

[info@wa3hq.org](mailto:info@wa3hq.org)

### Newsletter Game — Jan thru Dec 2014

To encourage our members to read the newsletter, one company code will be in each newsletter. The first to call the apartment association will win \$100 cash.

**Produced By:** Washtenaw Area Apartment Association, 2008 S. State Street, Suite C, Ann Arbor, MI 48104  
734/663-1200; FAX 734/821-0497 Email: [info@wa3hq.org](mailto:info@wa3hq.org)

**Deadline:** 15th of the month for next month's publication to [newsletter@wa3hq.org](mailto:newsletter@wa3hq.org). Submit all materials to Alice Ehn, Executive Officer

### 2014 Directors:

- Amy Khan, *President*, CMB Property Management, 734-741-9300
- Terri Neely, *Director*, Valley Ranch Apartments, 734-747-9050
- Michelle Foley, *Director*, Mill Creek Town Houses, 734-971-1730
- Mark Hannaford, *Director*, Campus Management, 734-663-4101

- Michelle Milliken, *Director*, Paul Davis Restoration, 734-930-0303
- Russell Egerton, *Director*, AmRent, 248-948-5534
- Kristine Siemieniak, *Director*, Wilson White Company, 734-995-0600
- Leslie Lemerand, *Director*, Oxford Management, 734-995-9200

**PMAM REPRESENTATIVES:** Melissa Seitz, Wilson White Company and Susan Horner, Timberland Partners

**Property Mgmt. Assoc. of Michigan** - Association Executive: Kathy Bartnick - 2675 44th St, #303, Wyoming, MI 49519 - 616/531-5243, [kvallie@aol.com](mailto:kvallie@aol.com), [www.pmamhq.com](http://www.pmamhq.com)

**National Apartment Association** - 4300 Wilson Blvd, Suite 400, Arlington, VA, 22203 - 703/518-6141, FAX 703/248-9440 - [www.naahq.org](http://www.naahq.org)

## 2014 PARAGON Awards

### A Model of Excellence

**Submission Deadline is Monday, March 17, 2014**

#### What is a PARAGON?

The NAA PARAGON Awards recognize excellence and leadership in the rental housing industry. These national awards celebrate that builders, industry professionals and affiliated apartment associations make unique contributions to our industry. For the winners, a PARAGON award represents a milestone along the path to personal and professional achievement. For our industry, the winners demonstrate characteristics that benchmark success.

Winners will receive their PARAGON award during the NAA Awards Celebration breakfast during the [2014 NAA Education Conference & Exposition](#) on Saturday, June 21, in Denver. They will also be featured in the September 2014 issue of *units* magazine, NAA's monthly publication that reports on the apartment industry.

All NAA members are encouraged to submit their entries in one or more of the following categories. Click on the award categories below for more information, including the award application form for each category.



[Builders, Owners and Developers Awards](#)  
[Independent Rental Owner \(IRO\) Awards](#)  
[Affiliated Association Awards](#)  
[Chris Christenson AE Award](#)  
[NAAEI Individual Achievement Awards](#)  
[NSC Achievement Award](#)

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## 2014 Education on Steroids

HD Supply runs a promotion each year in the month of May where the association gets a percent of your sales and is tied to your participation in the Maintenance Mania program. This past year the percent we received was enough to run an entire education program for maintenance personnel called "BREAK OUT SESSIONS". These classes were originally priced at \$39 per two hour class but have been reduced to \$20 per class or all 4 for \$60 due to the enormous generosity of HD Supply. Below is the class schedule of upcoming Break Out Sessions for Maintenance.



**Sponsored by: HD SUPPLY**  
MULTIFAMILY SOLUTIONS

**Tuesday, February 25...City Code Session** — Rita Fulton with conduct a Question and Answer session regarding all municipalities City Codes. Rita was an Ann Arbor Housing Inspector for years and is now currently working with the Pittsfield and Ypsilanti Housing Inspection Departments.

**Tuesday, April 29...Pool/Spa Maintenance**

**Tuesday, July 15...Drain Cleaning Maintenance**

**Tuesday, September 30...Refrigerator Repair Class**

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Electrical: March 18, 19, 20 — \$229  
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Appliance: May 13, 14 — \$179  
Int/Ext Maintenance: May 28 — \$129  
Plumbing: June 17, 18 — \$179  
Full CAMT Designation amount: \$689

**NALP**

NATIONAL APARTMENT  
LEASING PROFESSIONAL

**2014 NALP Dates  
Member Rates— 1/2 days**

September 22, 24, 26, 29, October 1, 3, & 6  
Full NALP Designation Amount: \$450  
Per class amount: \$99 with no designation

**CAM**

CERTIFIED APARTMENT  
MANAGER

**2014 CAM Dates  
Member Rates — Full Days**

October 27 through 31  
Full CAMT Designation amount: \$750  
Per class amount: \$125 with no designation

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The Washtenaw Area Apartment Association is offering a Skillbuilder Series and teaming up with the newly formed Greater Toledo Apartment Association to offer you National Speakers at a LOW—LOW price. Your one-time payment subscribes your on-site staff to all six workshops. For each subscription you can send as many as you want from the community. Get your employees trained now. All classes will be held at the Home Builders Association of Toledo training Center, 1911 Indian Wood Circle, Maumee, OH 43537...just a short 51 minute ride for the best education possible.

**There is something for everyone with topics on Leasing, Marketing, Management, Operations, Technology and Maintenance.**



**February 19—Leah Brewer, The Leasing Queen—Whirlwind Leasing: Phone Smarts, Leasing Heart, and the Courage to Close**

Designed to engage the new Leasing Consultant and inspire the skilled Specialist who wants extra "Great and Powerful Oz" tips, this class will provide you tools to propel your leasing presentation into whirlwind action.

**March 26—Heather Blume—Ding Dong, Your Reputation is Dead**

Does it feel like someone has dropped a house on your reputation? All it takes is one good storm, and whoosh, your good reputation is blown away!

**April 16—Rich George—Fair Housing – There's No Place Like Home**

Lawsuits and Litigants and Legalese...Oh my! Take the fear out of Fair Housing through better understanding.

**June 11—Jackie Ramstedt—Rent Increase Strategies: The Team Approach to Raising Rents with Courage, Critical Thinking and Care**

It takes the right team and the right path to get to your Emerald-green goal of increasing cash flow and NOI. When it's time to raise the rents, your team must be singing the same tune arm-in-arm.

**September 24—Mark Cukro—Oiling the Tin Man and other Preventative Maintenance Tips**

We all get a little rusty at times, but with a little bit of care and attention, we can keep our properties running smoothly and efficiently. When we treat our assets like an old tin man left out in the rain they will seize up and stop producing the revenue that pays our salaries.

**November 12—Rebecca Rosario—Multicultural Marketing: Are you a Good Witch or a Bad Witch?**

Stereotypes are hard to break, for example...are all witches ugly? Our perceptions of other cultures, people and beliefs can impact our actions and ultimately, our bottom line.

**Call the Washtenaw Area Apartment Association to reserve your subscription:**  
734-663-1200

\* Dates and topics are subject to change based on events outside our control: Tornadoes, Flying Monkey Attacks, Speaker Availability, Subscriber Input, etc.



## Additional IN PERSON training you don't want to miss

- ♦ **February 6, 7, 12, March 28 and April 25 — CAPS** — Sponsored by PMAM
- ♦ **Wednesday, February 19 — Social Media Training**
- ♦ **Thursday April 3 — Fair Housing** with attorney Jim Gromer
- ♦ **Tuesday, April 8 — Education Trade Expo and Maintenance Mania at Weber's Inn.** Guest Speaker: Leah Brewer, President of Full House Marketing. Topic: It takes a TEAM to raise the RENT...are you doing your part?
- ♦ **Wednesday, April 16 — CPR** with Dummies on the Run
- ♦ **Friday, October 10 — Real Estate Continuing Education for the Property Management Professional**
- ♦ **Thursday and Friday, October 16 and 17 — GLAStar Education and Award Conference**
- ♦ **PMAM Lyceum Class** - Cost: \$299 per association sponsored person. Leadership at it's finest.

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# Capitol Update: Greg Brown, Senior VP Government Affairs NAA

## Dear Apartment Industry Colleagues....The end is nigh!

No, it's not the opening to the latest apocalyptic zombie thriller (though I do enjoy those), I'm referring to the end of the first session of the 113th Congress. For the first time in many years, Congress will go and stay gone from Washington, D.C., for the Christmas and New Year's holidays. "Huzzah!" says every lobbyist, Hill staffer and political reporter in town. These denizens of the political machine have seen their holiday plans in years past scuttled altogether or spent nervously checking a mobile device every three and a half minutes for some development on the latest "cliff" or other year-end legislative debacle. Not this year! Still, Congress would not know what to do without a looming deadline and there are legislative items in the mix that are on the clock.

## Got milk?

The farm bill is the piece of legislation that used to be – like so many things – a bipartisan exercise that would be dispensed with in short order. Alas, that did not occur on the most recent reauthorization as a fight broke out over the inclusion of funding for Supplemental Nutritional Assistance Program (food stamps) in the bill. Conservatives in the House vehemently oppose this program and want either significant cuts to it or elimination from the farm bill altogether. If no deal is made before Dec. 31, the federal government will have to revert to 1949 policy which would almost immediately double the price of milk. As this column went to print negotiators continued to work and remained optimistic that an agreement would be reached.

## Let's make a deal.

Dec. 13 is the deadline for the House and the Senate to deliver a deal on the federal budget and sequester cuts, as established by the agreement that reopened the government in October and averted a debt default. Expectations were low as House Budget Committee Chair Paul Ryan (R-Wis.) and Senate Budget Committee Chair Patty Murray (D-Wash.) started their conversations. Those attitudes have changed, however, as several positive signs have been noted in recent weeks. White smoke these are not, but positive indicators nonetheless.

Should the negotiations pay off, anticipated sequester cuts could be softened or averted altogether. Entering the second year of sequestration these cuts only get deeper and impact more programs and individuals. We've already seen struggles on the part of local Public Housing Authorities to maintain funding and access to Section 8 housing vouchers. A second round of these blunt cuts will only worsen that situation.

## Tax reform makes strange bedfellows.

Sen. Max Baucus (D-Mont.) and Rep. Dave Camp (R-Mich.) are chairmen of the respective tax-writing committees in the Senate and House. They have toiled away for a year in setting the table for tax reform. They are working against both a calendar and election clock not to mention the horde of interest groups who stand out their doors quivering at the thought of their ox being gored through tax reform. As well, both face a clock on their tenure as leaders of tax-writing in the Congress which runs out at the end of 2014. All of this pressure has actually made the two men tighter compatriots in the cause of tax reform.

Baucus recently put out several "discussion drafts" on reform proposals for several sections of the tax code, including some impacting real estate. They were not met with raucous applause by many in business as there would be winners and losers if they were implemented (we certainly have several concerns). Many in the



House GOP are also nonplussed with the discussion drafts. But despite the gnashing of teeth among his colleagues and some in the business community, Camp continues to support the process and the fact that Senator Baucus has started the conversation. Camp is committed to reform and at least for now that means standing fast with Baucus to press forward on that effort. This is a rare example of bipartisanship and big picture thinking in an arguably "small ball" political environment.

## Not your 2013 Capitol Conference.

We are a mere three months away from the 2014 NAA Capitol Conference and big changes are afoot. Most importantly, the schedule has been compacted to allow you to only attend what you want – only NAA governance activities, only advocacy activities or only the issues briefing and Lobby Day -- but don't let that stop you from attending all of them! This is a big change from previous years that should save time and money for conference participants. There will also be new events, higher profile speakers and more training for new attendees in lobbying their members of Congress.

If you still need more reasons to go, I'll give you two:

1. If you don't educate Congress on what to do when it comes to issues impacting the apartment industry, they might make the wrong choice. That would be bad. Come to the NAA Capitol Conference and help Congress make good choices.
2. You might know a lot about advocacy, but we can help you know more. The NAA Capitol Conference schedule is packed with educational sessions, expert speakers on policy and politics, a briefing on the issues for Lobby Day and more. That pays off for you not only in federal advocacy efforts, but local and state issues too.

Helping Congress make good choices and getting smarter on advocacy. Great reasons to come to the NAA Capitol Conference! Registration is now open and available at <http://capitol-naa.naahq.org/> along with highlights of the conference program. More information is coming soon. Be a part of the team from your community to make the apartment industry's voice heard!

That is it for this month. As always, send me a note with questions, quips or quiet about what I have written here at [greg@naahq.org](mailto:greg@naahq.org). **Thanks! Greg**

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# New Member to Welcome

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Email: Cameron.guenther@mail.rainbowintl.com

# Members Support Members

## Renewing Members As of 12/23/13

### PROPERTY PROFESSIONALS:

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Arbor Village Apartments

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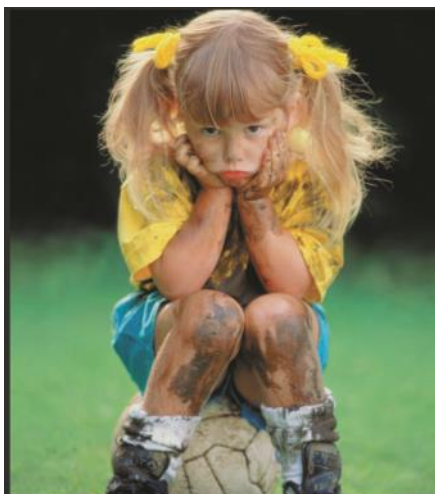
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# Holiday Award Event



**Nova Winners**



**Chapter Presidents  
Award:  
Leslie Lemerand**



**Beer Tasting Fun**



**Committee Participants from 2013**



**Randolph White Memorial Award Recipient:  
James A. Fink (Message from Jim below)**

Dear Friends,

Thank you for honoring me with the Randolph W. White Memorial Award. Knowing the caliber of previous recipients, I recognize that the award is not given lightly. I never met Randy White, but I know how much he was respected by those in the multifamily housing industry and by my mentor, friend and prior honoree, Jim Reach.

Randy White's legacy goes beyond the family business and his work in the early days of the Association. The work of the Washtenaw Area Apartment Association reaches beyond property owners and managers to the entire community, including your residents. Landlords and their tenants and neighbors all benefit from the training, advocacy, education professionalism and camaraderie promoted by WA3. It is a true honor to work for and with so many of you and to be recognized with this award.

Thank you again.



**13 Board of Directors**



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on page 1**

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# January 2014

| Monday   | Tuesday  | Wednesday  | Thursday   | Friday   |
|--|--|--|--|--|
| <b>2013 Participation Tablet Giveaway</b><br>Everyone that attended every event last year has been recorded. Their name will be placed in a drawing as many times as they attended and the drawing will happen at the January General meeting.<br>Thank you <a href="#">Paul Davis Restoration</a> for your support. |  | <b>1</b>  | <b>2</b>   | <b>3</b>   |
| <b>6</b><br><i>Legislative Meeting</i>   | <b>7</b>   | <b>8</b>   | <b>9</b> <i>BOD Meeting</i><br><i>Association Office</i>   | <b>10</b>  |
| <b>13</b>  | <b>14</b>  | <b>15</b><br><i>Education Meeting</i>  | <b>16</b> <i>General</i><br><i>Membership Lunch</i><br><i>Weber's Inn—11:30 to 1:00.</i><br><br><i>Guest Speaker:</i><br><i>Marcus Ray, former</i><br><i>Wolverine and Oak-</i><br><i>land Raiders football</i><br><i>player.</i><br><br><i>Sponsored by: <a href="#">Guardian Water and Power</a></i> | <b>17</b><br><i>Membership Meeting</i>   |
| <b>20</b>  | <b>21</b><br><i>Program Meeting</i>  | <b>22</b>  | <b>23</b>  | <b>24</b><br><i>General Membership Lunch</i><br><i>January 16</i>  |
| <b>27</b>  | <b>28</b> <i>Property Management Association of Michigan</i><br><i>Leadership Training Day — 10 to 3</i><br><i>Every member that has volunteered to help the association is welcome to attend. Especially those that would like to become leaders within their organization</i><br><br>PROPERTY MANAGEMENT<br>ASSOCIATION OF MICHIGAN |  | <b>29</b>  | <i>Speaker.....Marcus Ray</i><br><i>was a star player for the</i><br><i>University of Michigan</i><br><i>(1995-1998) and played</i><br><i>for the Oakland Raiders in</i><br><i>1999. He has since gone</i><br><i>on to become an inspira-</i><br><i>tional speaker and author, as well as</i><br><i>coaching high school and college.</i><br><i>Sponsored by: <a href="#">Guardian Water &amp; Power</a></i>  |

## Feb Preview:

- 6<sup>th</sup>, 7<sup>th</sup>, 12<sup>th</sup>, March 28<sup>th</sup>, April 25<sup>th</sup>, CAPS in Lansing offered by PMAM
- 6<sup>th</sup> EMU Housing Fair sponsored by EMU only
- 19<sup>th</sup> Social Media Class
- 20<sup>th</sup> General Membership Roundtable at All About Furniture
- 25<sup>th</sup> City Code Inspection Breakout
- 28<sup>th</sup> Deadline for membership to be included in Directory

# CAPS

CERTIFIED APARTMENT  
PORTFOLIO SUPERVISOR™

## Volunteer Your Skills!

There are hundreds of ways to help out. When volunteering to serve on a committee, it's easy to find a rewarding way to strengthen the association and make a difference in your own career. The committees are forming now for 2014 and below is a very brief description of each committee. The association is hoping to add technology to the meetings this year to make it easier for members to attend and keep up to date on what is happening.

**LEGISLATIVE**---Monitors all legislative activity locally and evaluates WA3's position on state legislative initiatives. Is encouraged to participate in the Capitol Day for PMAM. Meets monthly on the 1st Monday at 4:00 at the association office.

**PROGRAM**---Plans all General Membership Meetings, obtains speakers, plans all Special events including but not limited to Golf Outing, Ball Game Outing and the Holiday Events. Meets monthly on the 3rd Tuesday at 3:30 at Guy Hollerins in Plymouth Rd.

**NEWSLETTER**---Insure publication of newsletter monthly and obtains advertising for the annual directory and newsletter. Secures the articles and permission for the articles usage, obtains Association Spotlights, and other content information for the newsletter. Independent study committee that requires a number of divided tasks. Meets occasionally as determined.

**EDUCATION**--- Plan all in person education classes for the following year, selects all online classes to be offered, researches speakers for Education portion of the Trade Show and maintains progress of the current year class schedule. Meets monthly on the 3rd Wednesday at 1:30 at the association office

**MEMBERSHIP AND MEMBERSHIP SERVICES** --- Responsible for promoting and gaining new membership and increasing services to members. Meets monthly on the 3rd Friday at 12:30 at association office

**PMAM LEGISLATIVE**---Helps track legislation at the State Level. Meets once per month in Lansing on the 4th Tuesday of every month at 8:00 am at KMG offices in Lansing.

**PMAM GLASTAR**---Willing to meet in Lansing to plan GLASTAR education day and awards banquet. Meets at 10:00 am at KMG offices in Lansing.

**REMEMBER!!!!!!**

**The success of your Association is dependent on strong committee involvement.**

**We need your contribution!!!!!!**

## New Industry Benefit for Members and NON-members

As members of the Washtenaw Area Apartment Association, you should have received two email letters over the past couple of months that give you the sign on information to this new market survey benefit. Your information as a member has been pre-loaded to make your registration seamless. If you did not receive an email or cannot find it, contact [support@myrentcomps.com](mailto:support@myrentcomps.com) to get signed up today. Best of all this is free to you and your competitors and could save all apartment providers up to \$3500 per year. Benefits Include:

- Save Time and Money - No more calling around to get comps or waiting for call backs
- Simple registration
- Pick any comps you choose - like facebook friends and invite them right from the website to join you.
- Open to nonmembers with limited information so you can not only see member comps but your true competitors
- Comprehensive reports available to members



**SIGN UP NOW AND GET STARTED**  
**CLICK ON [WA3HQ.ORG](http://WA3HQ.ORG)**

## YOU ARE INVITED TO HELP NAA CELEBRATE:

Please dust off your old photo albums and check in the back of the closet to see if you have any pictures, print materials, mementos or general memorabilia and trivia from the past 75 years. We are looking for items that reference your local association and NAA. Those who submit items will be entered in a special raffle.



If requested, NAA will return these items after we have incorporated them into our celebration.

### Following are the types of things we'd love to include:

- Any mementos from past NAA events or local apartment association events such as key chains, plaques, event programs, signage, photos and other memorabilia.
- Any photos of past NAA or local apartment association meetings or properties.
- Any photos of apartment communities (interior or exterior) from the past. Our goal is to create a timeline of "Apartments Over the Years" and show images from each decade from the '30s forward
- We are seeking to do Q&A profiles with NAA's "longest-standing" members. If there are industry veterans in your area, please let us know.
- Send any photos of your members' properties that have "75" in their address or on your apartment communities' door fronts for a possible collage.
- We'd also like to know of any property owner/management companies who are family-run. We will consider profiling such long-standing families that have served this industry.

**Thank you in advance for helping us celebrate.**