

NORTHEAST OHIO



APARTMENT ASSOCIATION



# NOAA TRADE SHOW



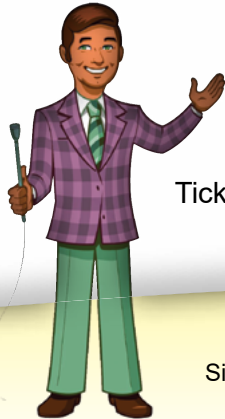
**Thursday**  
11/9/2017

**Seminar** 9-11 am  
**Floor** 11 am - 4:30 pm

**CASH PRIZE  
RAFFLE**

**Seminar Host:**  
Patty Morgan-Seager

**COME ON  
DOWN!**



**WIN \$250, \$500 or \$1,000**

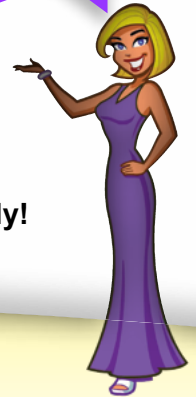
Drawings at 1:00, 1:30 and 2:00 pm

Tickets distributed to past NOAA event Primary Members and **this seminar only!**

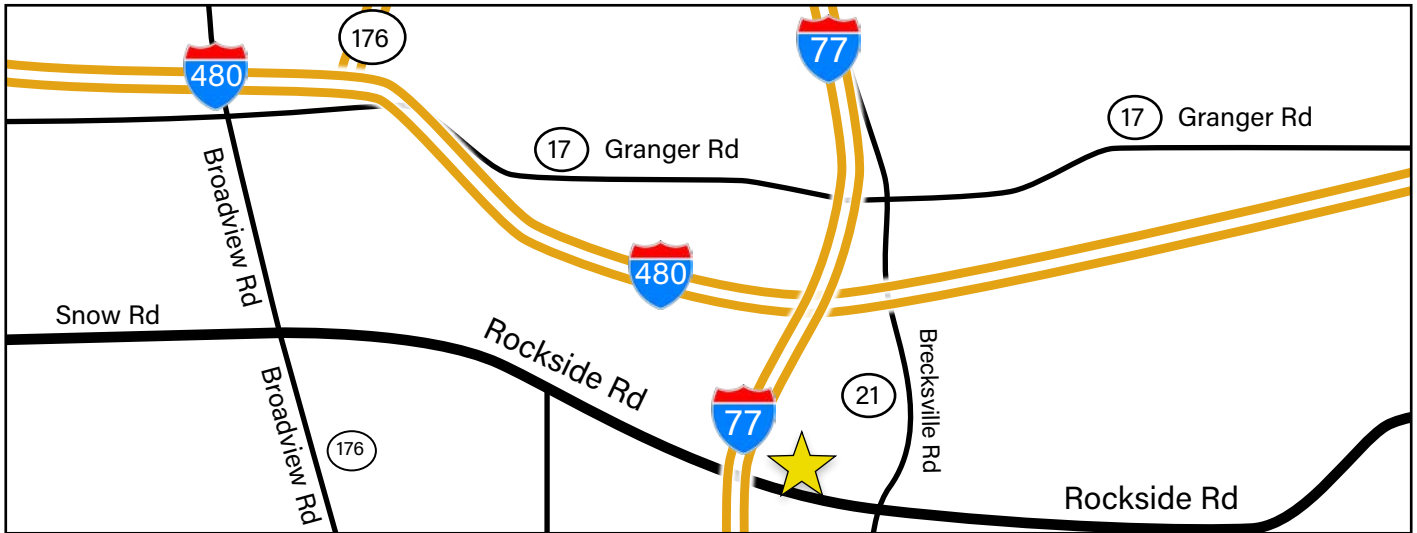
*Must be present to win.*

## **Corporate Challenge**

Sign your team up for free today! A fun team building 3-4 person team challenge at 2:00 pm



**NOAA Trade Show**  
 Thursday, November 9, 2017  
 Patty Morgan-Seager Seminar 9 - 11am  
 Floor Open 11am - 4:30pm



★ **Holiday Inn Cleveland-S Independence**  
 6001 Rockside Rd. Independence, OH 44131

# NOAA TRADE SHOW

## SCAVENGER HUNT

11:00 am – 1:30 pm - \$FREE\$

Complete a game card by finding and visiting the booths on your card! Drop the completed cards into the prize box . You must be present to win. Drawings held in early afternoon.

## TEAM CHALLENGE

2:00 – 3:30 pm - \$FREE\$

New this year: Teams of 3-4 people will compete in team building and fun challenges at vendor booths during the NOAA trade show. Win prizes, have fun! There will be leasing, management and maintenance challenges at select vendor booths.

## CASH PRIZE RAFFLE

\$250, \$500, \$1,000!

Drawings at 1:00, 1:30 and 2:00 pm. Tickets distributed to past NOAA event Primary Members and this seminar only.  
*Must be present to win.*



We are encouraging all attendees, both primary and vendors, to bring an unwrapped toy of \$5.00 value or more to **CORT Furniture** (booth 112) with a business card. They will do a drawing from the business cards and give away three gift cards.

### SCAVENGER HUNT SPONSORS

Belfor	Libb Company
Carrara Restoration	MFS Supply
ForRent	Ohio Geese Control
Homee	

### TEAM CHALLENGE SPONSORS

Carrara Restoration  
 Cort  
 MFS Supply

### GENERAL SPONSORS

Lunch - **Powers Friedman, Linn, PLL**

# People vs. Technology

Re-Igniting A Personal Touch In A Digital World! Presented by: **Patty Morgan-Seager**

The advance of technology has significantly changed the way we live, the way we work, the way we communicate with each other and the way we entertain ourselves.

It is affecting the pace and the focus of our lives!

We are on 25/8, 365 days per year! And the rapid speed and development of technology has made our world seem larger and larger and at times, more impersonal. Consequently, studies are revealing that now, more than ever, we are craving meaningful, personal connections with each other.

Engagement and the art of creating memorable

experiences have become extremely rare in our busy, online digital world... so, when it does happen, it gets noticed! Focusing on meaningful **face-to-face connections** and building rapport with each interaction pays off...especially when it comes to increasing the bottom line! Smart companies capitalize on training these skill sets and strategies to stand out and get noticed.

In this **fun, informative, and interactive session**, you'll glean thought provoking; leasing/marketing/customer experience ideas companies in and outside our industry are using to gain a competitive edge. You'll have the ability to be different, talk-able, and memorable and capture more of your share of the marketplace!

## Learning Outcomes

(What's in it for Me?):

1. Re-discover the concept of meaningful interactions and personal touches.
2. Embrace the power and effectiveness of "being present!"
3. Gain useful leasing, marketing and customer experience ideas to implement right away and stay a step ahead of your competitors.

This session is geared toward Regionals, Managers, Leasing Professionals and Service Team Members as well.



**Patty Morgan-Seager**, founder and President of Seager Marketing, is a personable and thought provoking national speaker with over 20 years of marketing, sales, leasing and training expertise in the advertising and multifamily industry. Patty has held a variety of positions that include Sales Professional, Regional Director, Marketing and Training Director and National Sales Trainer.

Patty is best known for her genuine enthusiasm, dedicated professionalism, and unique ability to inspire her clients to rethink the way they have always done things to achieve their highest potential. She frequently keeps plugged in to what's really going on in the on-site world by leasing in the trenches!

She incorporates real world scenarios and strategies in an informational, yet humorous setting. She is an author, frequent contributor to numerous publications and a Certified Laughter Leader-Expert Level!

Please RSVP by November 6<sup>th</sup>

**People vs. Technology** 9-11am

**Members \$39 | Non-Members \$79**

Only Primary Member attendees of this seminar and past NOAA events will receive a raffle ticket for the 1:00, 1:30 and 2:00 pm cash raffle drawings. \$250, \$500 and \$1,000 will be given away! *You must be present to win.*

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Attendees:

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_

5) \_\_\_\_\_

Please attach sheet or email for more than 5 attendees.

MC - Discover - Visa - AmEx - Check - Invoice

Payment:

# Guests: \_\_\_\_\_ X \$ \_\_\_\_\_ = Total \$ \_\_\_\_\_

Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Signature: \_\_\_\_\_

- Please provide billing name and address if paying by credit card -

Name: \_\_\_\_\_

Address: \_\_\_\_\_

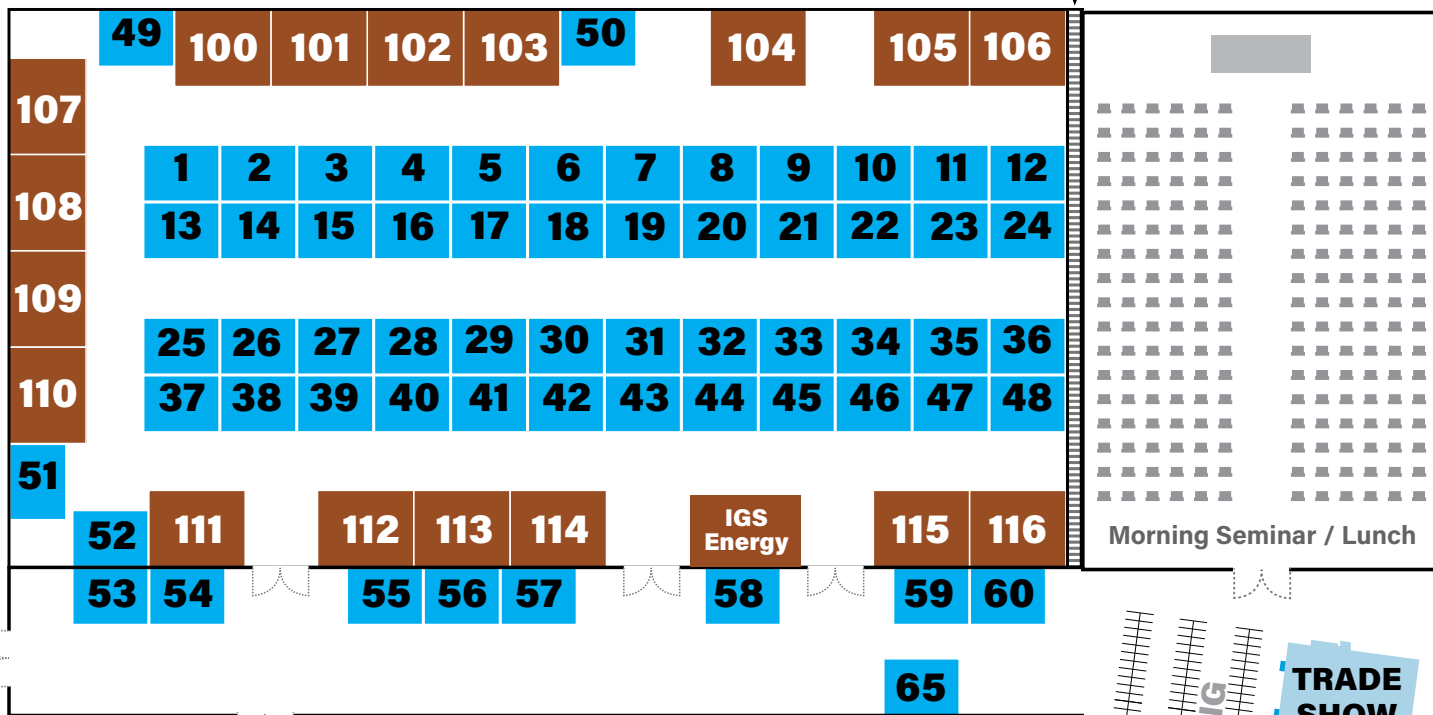
City: \_\_\_\_\_ Zip: \_\_\_\_\_ State: \_\_\_\_\_

Submit RSVP to the Northeast Ohio Apartment Association

**jacquib@noaamembers.com** | Fax: 216-241-1636 | 1468 West 9<sup>th</sup> Street Suite 110, Cleveland, OH 44113

# Over 80 Vendors!

This wall opens for lunch. (12 pm)



- |                                         |                                                     |                                      |
|-----------------------------------------|-----------------------------------------------------|--------------------------------------|
| 46 Abco Fire Protection                 | 23 G&G Fitness Equipment, Inc.                      |                                      |
| 1 Active Plumbing Supply                | 36 Golden Standard Enterprises                      |                                      |
| 42 Aire-Master                          | 34 HD Supply FM                                     |                                      |
| 17 American Pool                        | 16 Health and Fitness                               |                                      |
| 52 <a href="#">AmRent</a>               | 14 HomeBanc                                         |                                      |
| 114 Apartment List                      | 28 Homee, Inc                                       |                                      |
| 109 <a href="#">Apartments.com</a>      | IGS IGS Energy                                      |                                      |
| 102 Aqua Doc Lake + Pond Management     | 50 Jonhstone Supply                                 |                                      |
| 59 Asphalt Solutions, Inc.              | 57 <a href="#">Landlord Shield</a>                  |                                      |
| 11 Assured Partners / Dawson            | 22 Landlord Web Solutions                           |                                      |
| 12 <a href="#">Belfor</a>               | 104 Libb Company                                    |                                      |
| 105 & 106 Blue Door Supply              | 3 Liberty Rent Guarantee                            |                                      |
| 31 Buckeye Surface                      | 45 Lowe's                                           |                                      |
| 21 <a href="#">c.c. mitchell</a>        | 5 Mango Bay Internet                                |                                      |
| 30 Carpet Advantage                     | 116 Maverick Restoration                            |                                      |
| 111 <a href="#">Carrara Restoration</a> | 107 MFS Supply                                      |                                      |
| 41 Certified Pest Control               | 51 The Mintz Company / Comfort Seal Windows & Doors |                                      |
| 10 Com-One Sound                        | 60 National Apartment Association                   |                                      |
| 112 <a href="#">CORT</a>                | 9 Odor Control Technology                           |                                      |
| 38 County Fire Protection               | 108 Odor Solutions Inc.                             |                                      |
| 19 <a href="#">CSC ServiceWorks</a>     | 33 Ohio Geese Control                               |                                      |
| 37 ePremium Insurance                   | 39 Patrol Services International                    |                                      |
| 58 Famous Supply                        | 54 Patton Painting, Inc.                            |                                      |
| 65 Fitness Serve                        | 13 Peak Grounds Management                          |                                      |
| 48 ForRent.com                          | 29 Platinum Restoration                             |                                      |
|                                         |                                                     | 101 <a href="#">RentPath</a>         |
|                                         |                                                     | 43 Republic Services                 |
|                                         |                                                     | 44 Robbie Anderson - State Farm      |
|                                         |                                                     | 40 <a href="#">Roto-Rooter</a>       |
|                                         |                                                     | 25 Schill Grounds Management         |
|                                         |                                                     | 110 Securitec One, Inc.              |
|                                         |                                                     | 113 ServiceMaster by Disaster Recon  |
|                                         |                                                     | 103 <a href="#">Sherwin Williams</a> |
|                                         |                                                     | 47 Specialty Fitness Equipment       |
|                                         |                                                     | 20 Technique Roofing Systems, LLC    |
|                                         |                                                     | 18 Tenant Safe                       |
|                                         |                                                     | 26 The Blue Book                     |
|                                         |                                                     | 2 The General Pest Control Company   |
|                                         |                                                     | 15 The Habegger Corporation          |
|                                         |                                                     | 115 The SOS Group                    |
|                                         |                                                     | 100 UNIQUE Paving Materials Corp.    |
|                                         |                                                     | 35 Varment Guard                     |
|                                         |                                                     | 27 WCCV Flooring                     |
|                                         |                                                     | 8 Welker McKee                       |
|                                         |                                                     | 49 Yard Master                       |
|                                         |                                                     | 24 Zillow Group                      |

\* [President's Circle Members](#)

Northeast Ohio Apartment Association  
1468 West 9<sup>th</sup> Street  
Suite 110  
Cleveland, OH 44113

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Cleveland, OH  
Permit No. 3385

## President's Inner Circle

### IGS Energy

## President's Circle Members

A.S.A.P. Door Company	Consolidated Solutions
AmRent	CORT
Apartments.com	LandLord Shield, Inc.
Assured Partners/Dawson	Oswald Companies
AT&T	Perfect Powerwash
Belfor USA	Powers Friedman Linn, PLL
C.C. Mitchell Supply Co.	RentPath-apartmentguide.com
Carrara Restoration	Roto-Rooter
CSC ServiceWorks	The Sherwin Williams Company