



# *2024 February Seminar*

**February 5-6, 2024**

**The Inn on Biltmore Estate  
Asheville, NC**

# ***PROGRAM***



# Schedule of Events

## NCSSA February Seminar Schedule

February 5-6, 2024

### February 5, 2024

**3:00pm** Registration Open and Exhibitor Move In, Inn Gallery, Hunt Room and Olmsted Room

**5:30pm – 7:00pm** Welcome Reception and Exhibits Open  
Inn Gallery, Hunt Room and Olmsted Room

### February 6, 2024

**8:00am - 9:30am** Registration Open, Inn Gallery, Exhibits Open, Coffee and Pastries  
Hunt Room and Olmsted Room

**9:30am – 9:45am** Welcome Attendees, Mindy Hart, NCSSA President  
Introduction of Seminar Sponsors, Vanderbilt Room



**9:45am – 10:30am** State of the Self Storage Industry, Stacey Gorman, Marcus & Millichap

**10:30am – 10:45am** Break

**10:45am – 11:45am** Marketing What Matters: Case Study of High-Performing Self Storage Owners, Tommy Nguyen, StoragePug

**11:45am – 12:45am** Lunch and Networking, Vanderbilt Room  
Exhibits Open, Hunt Room and Olmsted Room

**12:45am – 1:30pm** Owner Q&A – Bring us Your Questions - Lynn Sykes, Storage Asset Management and Tana Bryant, Copper Storage Management

**1:30pm** Exhibitor Break Down

# Thank You to our Sponsors!



**AUTOMATED STORAGE**  
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INTERNATIONAL GROUP



# Thank You to our Exhibitors!



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# MEMBERSHIP MATTERS



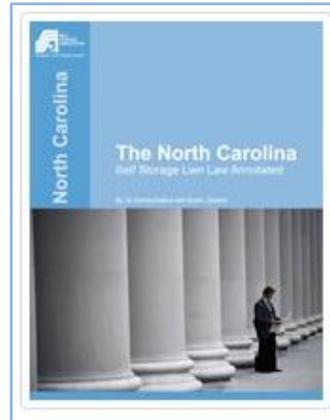
## Join the North Carolina Self Storage Association

**FREE NC Lien Law Book, a \$60 Value!**

**SEMINAR SPECIAL! JOIN TODAY at the Registration Desk and SAVE \$50!**

### Membership Benefits Include:

- ✓ Industry Advocacy – We are your voice!
- ✓ Networking
- ✓ NC Rental Agreement
- ✓ Member Only News and Information
- ✓ Education and Training
- ✓ Monthly National SSA Magazine
- ✓ Member Only Discounts to all NCSSA Events
- ✓ Q&A Discussion Forum
- ✓ Auction Calendar
- ✓ Three Seminars
- ✓ Annual Convention and Trade Show
- ✓ Hardship Relief Fund
- ✓ Quarterly NCSSA e-Newsletter
- ✓ Add the SSA Legal Network Affiliate Plan
- ✓ Access the Certified Self Storage Managers Course
- ✓ Discounts to SSA National Conferences and MORE!



**Other Ways to JOIN - Scan the QR Code or go to [www.ncssaonline.org](http://www.ncssaonline.org)**

**Save  
The  
Date**

## 2024 May Seminar – New Location!

May 6, 2024

Embassy Suites Raleigh Durham Airport/Brier Creek  
Raleigh, NC



# NORTH CAROLINA SELF STORAGE ASSOCIATION ANTITRUST POLICY

Policy of SSA Managed States

It is the unqualified policy of the North Carolina Self Storage Association (NCSSA) to conduct its operations in strict compliance with the antitrust laws of the United States. The NCSSA antitrust policy prohibits any discussions which may constitute or imply an agreement or understanding concerning:

1. prices, discounts, or terms or conditions of sale;
2. profits or profit margins or cost data;
3. market shares, sales territories or markets;
4. allocation of customers or territories;
5. selection, rejection or termination of customers or suppliers;
6. restricting the territory or markets in which a company may resell products;
7. restricting the customers to whom a company may sell; or
8. any matter which is inconsistent with the proposition that each owner, operator, manufacturer, wholesaler and distributor must exercise its independent business judgment in pricing its services or products, dealing with its customers and suppliers and choosing markets in which it will conduct business.



## THE SSLN AFFILIATE PLAN

The Self Storage Legal Network Affiliate Plan is designed specifically for the smaller storage operator that is not a member of the national Self Storage Association but is a member in good standing of an affiliated state Self Storage Association or is a licensee or franchisee of a member of the national Self Storage Association. The Plan is also designed for operators with one to three facilities. Pricing for this Plan is reduced to make it affordable for smaller operators.

The SSLN service provides storage operators with access to the legal information that they need to respond to day to day circumstances that may arise at their facilities and, most importantly, gives them to tools to avoid mistakes that can lead to costly lawsuits.

*"As one of the founding members of the SSA, we greatly value the Legal Network. The response is immediate with an in-depth explanation we can understand."*

**John Yelland**  
Yelland Properties / Pouch Self Storage

**For more information,  
scan the QR code:**





2024

# SPRING CONFERENCE & TRADE SHOW

MARCH 12-14

NATIONAL HARBOR, MD

GAYLORD NATIONAL RESORT  
& CONVENTION CENTER

SCAN THE QR CODE TO REGISTER



**ATTENTION NCSSA MEMBERS**

Use the code **Spring241001** when registering for the SSA's 2024 Spring Conference & Trade Show to receive discounted affiliate pricing.