

Spring Is in the Air!

By Ginny Stengel, Vice President, Education and State Programs

This year's Ski Workshop in Big Sky, Montana, was exactly what one of these events is supposed to be. With a sellout crowd, beautiful atmosphere and great skiing conditions, it offered attendees the best of the West. It was the perfect environment for networking with colleagues, attending great sessions, and then taking that onto the slopes with some of the best skiing in America.

Valuation & Acquisition Courses

The last three Valuation & Acquisition Courses have *sold out!* The lesson here is that if you want to attend the upcoming Valuation & Acquisition Course, you'd better register early. There is limited seating to ensure that attendees can get personalized attention from the course instructors and better networking with their like-minded colleagues. If you are planning to attend, visit selfstorage.org today to register.

The event will be May 4–6 at the Arctic Club Hotel Seattle Downtown, 700 3rd Avenue at Cherry, Seattle, Wash-

ington. SSA has discounted room rates of only \$179/night (available through April 3). For reservations, call 206-340-0340 and let them know you are with the Self Storage Association meeting.



SSA Spring Conference & Trade Show

The SSA Spring Conference & Trade Show is here, and it's being held at the Gaylord National right here in the Self Storage Association's back yard. If you live within a few hours of the D.C. Metro area, there is still time to attend. In fact, we encourage walk-up registrations.

The days are packed with educational opportunities, including a special panel titled "Self Storage Industry: New Target for Class Action Lawsuits." At this session, moderated by Carlos Kaslow, SSA's general counsel, a panel of industry experts will discuss the latest in lawsuits being filed and how they can negatively affect both large and small owner/operators. It's a session you won't want to miss.

We also have Chris Marr, CEO of CubeSmart, as the keynote speaker. Mr. Marr will be speaking about where we are and his thoughts on where we're headed as an industry. It's sure to be interesting and enlightening.

The conference is rounded out by the Facility Tour on Friday afternoon. On the tour, you'll be taken by bus to see three different facilities in the Washington, D.C. area. This gives you an opportunity to talk with the owners and managers, tour their facilities and learn what makes them successful. Be sure to sign up as these tend to sell out quickly.

If you haven't registered for this month's spring conference, we encourage you to do so today. And, while you're at it, how about letting a few of your colleagues know about it?

Register today by visiting selfstorage.org. ❖

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