



MHA

August 2010

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10 Fundamentals Course	11 Certified Renovator	12 	13	14
15	16	17 Membership Committee	18	19 MADACS Dress Shop	20	21
22 Exhibitors Orientation	23	24	25	26	27	28
29	30	31	THE PLACE TO BE: Fall Convention and Product Show October 12, 2010 featuring Lisa Trosien 			

Certified Residential Maintenance Technician

August 24, 2010 through April 15, 2011

Tuition: \$629 Members/\$739 Non-Members (MHA members only –Second and Subsequent Discount: \$589)

By becoming a Certified Residential Maintenance Technician, you will learn to: Re-key locks; Read wiring diagrams; Wire electrical circuits; Operate a boiler or furnace safely; Solve heating problems; Troubleshoot air conditioning and refrigeration problems; Repair small appliances; Perform basic plumbing repairs; Develop a preventive maintenance plan; Make sound decisions in hiring contractors for pavement maintenance, grounds keeping, pest control, windows, siding, flooring and roofing.

The CRMT course is a comprehensive residential property maintenance course designed specifically for apartment maintenance technicians in Minnesota. All of the instructors are experts in their area, and have many years of practical experience. When you complete the requirements for your CRMT, you will earn a nationwide designation that is recognized and publicized in the multi housing industry.

Call Angie at (952) 548-2215 for registration information.

Orientation Sponsors 2010

Advanced Environmental Restoration
Dorglass, Inc.
Electric, Fire & Safety
Elliott's Painting & Decorating
Fantastic Floors
Hirshfield's
TRG Commercial

Investors Club Sponsors 2010

HousingLink
Modern American Insurance Group



Pump up your profile. Be a 2010 Orientation Sponsor and get listed here.

Call 952-548-2214 for the sponsorship contract and information sheet.

July 19, July 20 or August 11

8:00 a.m.–5:00 p.m.

Certified Renovator

Cost: \$225 Members/\$255 Non-Members

Location: MHA Training Room

8.0 CRM and CRMT Credits

This EPA/HUD joint course trains individuals to become Certified Lead-based Paint Renovators as required by a new federal law that came into effect on April 22, 2010. You'll learn everything you need to know to be in compliance including lead safe work practices, required record keeping, training non-certified workers and much more. Instructed by Midwest Environmental Consulting. Please note that class is limited to 30 students.

Certified Residential Manager (CRM)

Tuition: \$629 Members/\$739 Non-Members (MHA members only –Second and Subsequent Discount: \$589)

Location: MHA Training Room

CRM Curriculum

MODULE 1: LEGAL (August 17 & 18)

Landlord /Tenant Law; Discrimination/Fair Housing; The Eviction Process

MODULE 2: BUDGETING AND FINANCIAL MANAGEMENT (September 9 & 10)

Financial Statements; Maximizing NOI; Writing Budgets

MODULE 3: EMERGENCY MANAGEMENT (October 19 & 20)

Crime Free Multi Housing – Phase 1; Fire Safety and First Aid; Disaster Preparedness

MODULE 4: MARKETING (November 4 & 5)

Market Analysis; Advertising and Leasing; Creativity

MODULE 5: MANAGEMENT & PERSONAL DEVELOPMENT (January 5 & 6)

Management; Resident Retention and Ethics

MODULE 6: PHYSICAL PLANT (February 16 & 17)

Maintenance for the Manager; Preventive Maintenance; Curb Appeal; Healthy Buildings

Need some specialized education? The CRM modules can be taken individually. Call for pricing.

Call Jenica at (952) 548-2202 or email jenica.hickey@mmha.com for registration information.



Membership Happy Hour Social! at Ciento, 6440 Wayzata Blvd, Golden Valley



Thursday, July 15, 4:00-5:30 p.m.

(It's also the end of the Pitch It! Membership Contest)

Kick back, relax, catch up with old friends and meet new ones.



Sponsored by **Electric, Fire & Security** ♦ RSVP to Angie.McKinley@mmha.com or call 952-854-8500

Friday, July 16, 8:30 a.m. – 12:30 p.m.

Tuesday, August 10, 6 – 8 p.m.

Effective Closing

\$79 Members/\$99 Non-members **Location:** MHA Training Room

Credits: 4.0 CRM and COM credits approved

Brand New. You asked for a class specifically devoted to increasing your closing skills and here it is! Leasing experts **Jim Baumgartner** and **Laurel Zacher**, Bigos Management, will share tried and true closing techniques. So many leasing consultants are afraid to ask for the money or seal the deal, and this seminar will give you the tools you need to be more confident and convert more traffic to signed leases. Learn how to get prospects more involved during a property tour, tools you should always have with you and effective closes to use everyday.

The Fundamentals of Rental Property Management in Minnesota

\$29 Members/\$49 Non-members **Location:** MHA Training Room

Are you a new rental housing owner or manager? Thinking about a property management career? Just feeling as though you're missing something? This brand new nuts and bolts class will give the basics you need to start out right including: accepting applications, screening basics, leases, security deposits, fair housing, protecting your investment, licensing and regulations, ending the tenancy, evictions, plus much, much more!

Coming October 5 - 7: Assisted Housing Manager

\$549 Members/\$599 Non-Members **Instructor:** Quadel Consulting **Location:** MHA Training Room

Credits: 16.0 Continuing Real Estate education credits approved

Back again this year by popular demand! MHA is exceptionally pleased to announce that we have partnered with Quadel Consulting, a leading national expert in the public housing, housing choice voucher, HUD-subsidized multifamily, and tax credit programs to offer this essential training for managers and owners of HUD-subsidized multifamily housing. It is both a comprehensive course for new, front-line housing management staff and a useful refresher for experienced or supervisory staff. This course covers occupancy requirements in detail for all programs covered by HUD Handbook 4350.3.

WE INVITE YOU TO JOIN US FOR THE

23rd Annual MHA Golf Classic

Thursday, August 12 at Majestic Oaks Golf Club, 701 Bunker Lake Boulevard, Ham Lake

NEW THIS YEAR!

Electronic Leaderboard in the Dining Rooms!

All golfers receive a coupon for a FREE round of golf!

GOLF THE EXECUTIVE "FUN" COURSE

Entertaining Holes and Fun Golf Challenges Unique to this Course. Go around the course twice, then be the first to relax in the sun and enjoy a complimentary beverage on the 19th Hole!

COME EARLY AND HAVE FUN IN THE SUN!

Limber up on the driving range with complimentary range balls, or practice your short game on the putting green.

10:30 a.m. - 12:15 p.m. Registration, Raffle Ticket & Mulligan Sales

10:45 a.m. - 12:15 p.m. Lunch

12:15 p.m. Golfers Head to the Tees

12:30 p.m. Shotgun Start

Shotgun Drawing for Raffle Prizes

4:30 p.m. Social Hour Begins

Be sure to stop at the 19th Hole for a complimentary beverage

Shotgun Drawing Prize Winners Posted

6:00 p.m. Dinner

Dinner Drawing for Big Raffle Prizes



How is your golf swing? Get ready to collect these, and other high value prizes when you hit a HOLE-IN-ONE:

\$20,000 Cash Prize — Main Courses

\$10,000 Cash Prize — Executive "Fun" Course

RAFFLE PRIZE DRAWINGS

SHOTGUN DRAWING – 2 Chances to Win!

Raffle tickets sold up until the Shotgun Start will be included in this drawing. Prize winners will be posted when you come in for dinner. All non-winning tickets go into the Dinner Drawing.

DINNER DRAWING

Raffle tickets sold on the courses go into this drawing, along with the non-winning tickets that were sold in the morning. The drawing for Big Prizes takes place at dinner.

Raffle Prize proceeds are donated to HousingLink

MHA's Young Professionals proudly present

Multi Housing and Multiple Generations: The Future at Work

SAVE THE DATE!

Join us July 22nd, from 3-6 pm, for an interactive workshop focusing on how different generations in the work place can work for you. Baby Boomers will cede the majority of the workforce by 2015 to the hyper-connected, 20-something Gen Ys. Are you ready? Come and learn how the different generations work, think and communicate. We'll discuss ways to overcome the approaching talent gap and how you can utilize each generation to effectively increase productivity and workplace morale. We'll also touch on marketing to Gen X, Y & Z. Find out how you can attract and retain this new wave of residents. Presented by **Sarah Sladek**, CEO and President of Limelight Generations. \$29 Members/\$39 Non Members. Location: The Metropolitan – Board Room, Minneapolis

Thank you to our early bird sponsors:

Rental Research ♦ BEI ♦ Lawn Ranger

A+ Outdoor Services ♦ Tenet Painting

Blue Book of Building & Construction

Restoration Professionals ♦ Aspen Waste

Rayco Construction ♦ Elliott's Painting & Decorating

Stock Roofing ♦ American Building Contractors

Border Lines Pavement Maintenance

Breiwick Companies ♦ Brothers Manufacturing

Bridgewater Bank ♦ CertaPro Painters

CORT Furniture ♦ Finishing Touch Plus

Giertsen Company ♦ Guaranty Commercial Title

HousingLink ♦ Lindstrom Restoration

North Pine Landscaping ♦ Outdoor Environments

Park Supply ♦ Pipeline Supply ♦ Plehal Blacktopping



Golfer invitation/registration and sponsorship forms and information are online at www.mmha.com

"Where You Live"
Brought to you by New Concepts Management

with **Gene & Toni**

**Saturday's
11:00am
to
1:00pm**

AM 1570 KYCR
"The New Talk of the Twin Cities"

Whether you rent or own a house, condo, townhome or apartment...
listen to the Twin Cities only radio show tackling the issues and concerns you face.
Live radio at it's best. Listen or call and participate!

Tu., July 13 or Th., November 11, 9 a.m. – Noon

Thursday, July 15, 8:30 – 11:30 a.m.

Fair Housing

Not Me! Safety and Self-Defense Training

Cost: \$59 Members/\$79 Non-members

Location: MHA Training Room

3.0 Continuing Real Estate credits approved

Fair Housing is much more than just memorizing the protected classes. From advertising to leasing to service of existing residents; every interaction you and your staff have with a prospective or current resident is influenced by the need to play fair. No matter your experience or position, this practical primer will help you understand not only the intricacies of Fair Housing laws but also how to protect your company (and yourself!) from costly discrimination claims.



Cost: \$79 Members/\$199 Non-Members

Location: MHA Training Room 3.0 CRM Credits

1 in 5 women will be sexually assaulted in their lifetime; you don't have to be one of them. This comprehensive training covers prevention, protection and the commitment of four signature moves to muscle memory. You'll leave empowered to believe in yourself and able to use what you have learned if the worst happens. Instructor Al Horner is a former Navy SEAL who has trained countless women and men how to avoid, manage and react to real-life dangerous situations. A can't miss opportunity!

Tuesday & Wednesday, July 20-21st, 8:00 a.m. – 5:00 p.m.

Basic Refrigeration and EPA Certification for A/C & Refrigeration

Learn the basic principals of refrigeration and air conditioning systems. Understand which repairs you are allowed to do under the EPA guidelines and those you must be licensed to do. Plus, take home a packet of information that includes tips and diagrams.

Day two will cover the information you need to know to pass the EPA Refrigerant Recovery test and achieve the universal licensure. At the end of the seminar, the instructor will administer the exam. Course materials will be mailed two weeks in advance. Pre-seminar studying is HIGHLY recommended. Please note: Registrations must be received at least three weeks prior to the course so that you will have ample time to receive and study the pre-seminar materials.

Cost: \$229 Members/\$279 Non-Members Location: MHA Training Room Credits: 10.0 CRMT Credits

MHA REGISTRATION FORM

THIS FORM IS NOT VALID FOR BOILER SEMINAR/EXAM

Registrations are accepted by fax, mail, e-mail or phone. Pre-payment is required by all non-members.

If you have any questions regarding MHA's education programs, please contact Carla Bush, Vice President of Education or Jenica Tibboel, Education Services Assistant.

Minnesota Multi Housing Association
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Bloomington, MN 55431

Phone: 952- 854-8500
Fax: 952-854-3810
e-mail: mha@mmha.com



Please visit our website at www.mmha.com for boiler registration information.

Name _____

Company _____ Site _____

Site Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Real Estate License # _____

Seminar _____ Date _____ Amount \$ _____

Seminar _____ Date _____ Amount \$ _____

Seminar _____ Date _____ Amount \$ _____

Total Due \$ _____

Payment by Check # _____ Visa Master Card Company

CC# _____ Exp. Date _____

Signature _____ Name on Card _____

Reservation Refund Policy: Registration for all events will be invoiced at the time of registration. Your payment will hold your space. If necessary, payment will be refunded with a 24-hour notification of cancellation (1 business day). Cancellation for certification classes (CRM, CRMT, COM, Pre-Certification Workshop) must be received 5 business days before the course begins for a refund or transfer. If written notice is given after the course has begun, but not before the course is three-fourths over, the refund will be pro-rated. No refund will be given after seventy-five percent of the seminar has been completed.