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FEBRUARY 2017

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SAVE THE DATE
MARCH 23, 2017

AASI CONVENTION
AND TRADESHOW

REGISTER

**Booth &
Sponsorships**

Welcome to Our New Look

As promised in our last newsletter we've been constructing some changes around AASI. First and most visible is your newsletter. We hope you enjoy the newsletter and it helps you make the most of your membership.

Enjoy discovering the exciting education opportunities we are offering in 2017, discovering new ways to shop from your fellow members and of course embrace your AASI community.



2017 CONVENTION & TRADE SHOW

MARCH 23, 2017

Just ask any movie goer or comic book fan, when a community is in peril there is always a superhero to save the day. This year your **avengers** assembled to put together an epic convention and trade show for you.

Superhero Training - Each hero needs training to make the most of their superpowers, but don't worry we have got you covered; education sessions will include:

- **Leasing Best Practices; *Christie Upp***, Director of Training with AMP Residential, LLC will turn you into a leasing superhero. Discover the power of relationship building and utilizing these connections to close the sale with ease and continue the relationship to the retention stage.
- **Customer Service for Maintenance; *Shawn Burkhart***, Area Maintenance Supervisor with Flaherty & Collins Properties will make you a customer service superhero. Embrace the power of the resident and maintenance staff relationship.
- **Social Media Strategies; *Slava Vidomanet***, Managing Partner with StrataBlue will supercharge your social media strategies. Your strategy doesn't have to be complicated, and there are tools ready to help.
- **Seasonal Maintenance; *Kevin Biggs***, Maintenance Supervisor with Edward Rose & Sons will sharpen your seasonal maintenance plan. Learn from an expert in the field the best practices for meeting and exceeding your community maintenance needs.
- **Crime Prevention Tactics; Experts from *Special Task Force*** will demonstrate identifying potential threats and best practices for prevention and response. Harness the power of crime prevention for the safety of your

residents and staff.

- **Amenities Trends Panel;** Join the discussion on the future of amenities in your communities with:
 - **Keir Kendall Schutte**, Project Manager with Livin' The Dog LIfe; Discover how making your property pet friendly will enhance your residents' happiness.
 - **Keith Cole**, Principal with mitsch Design; Uncover how renovations and the latest looks add value to your communities.
 - **Julie Phillips**, Director of Smokefree Communities; Commit to healthier living spaces for your staff and residents by going smoke free.

Dynamic Partnerships - This *fantastic* lineup is paired with a trade show featuring our superhero vendor members. These key members solve every *wrong* from marketing and carpets to laundry and pest control.

Thank you to our sponsors; *

- **Stanley Steemer of Evansville**
- **HSC Pavement Maintenance**
- **State Farm Insurance**

There are spaces for trade booth and sponsorship options still available. Click [here](#) for available options.

*as of 02/21/17

Recognizing Local Heroes

Already have a caped crusader on your property that needs to be recognized? [Nominate them today for AASI Awards.](#)

Fantastic Food

Avenging pests and fighting for justice all day is sure to build a larger-than-life appetite, we have a meal fit for the Hulk with a Southern BBQ buffet featuring all your favorites.

**So, become the Wonder Woman or Superman
at your property, [REGISTER TODAY!](#)**

IAA priority legislation passes Senate

Senate Bill 558 (Sen. Travis Holdman R-Markle), viewed as IAA's top priority of session, was approved by the Senate on Thursday afternoon by a vote of 29-19.

The legislation addresses the following:

- Inclusionary Zoning: Prohibits locals from adopting inclusionary zoning ordinances which require developers to set aside a percentage of new units for affordable housing and cap the amount of rent that can be charged.
- Occupancy: Creates a statewide statute of two per bedroom plus infants less than 1 year of age and allows additional occupant(s) if a den, library, loft, or finished basement is present and complies with state and local codes. Specifies an owner is not required to consider a dining room, living room, kitchen, bathroom, hallway, or closet as a sleeping area
- Victim's right to assistance: Clarifies victims or someone calling on behalf of a victim of a crime or abuse in rental properties cannot be penalized for contacting emergency responders.
- Emergency responder user fee: Continues to allow local governments the ability to charge fees for emergency responder runs but requires that they be user fees, assessed to the resident opposed to the property and caps them at \$250 per run.

The bill now moves to the House for further consideration and Representative Sean Eberhart (R-Shelbyville) will be the sponsor where the process of committee meetings, amendments and votes

starts over.

[See how your Senator voted](#) [View full legislation](#)

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Membership Committee

The membership committee met in January to discuss why we are AASI members; AND

Education and Events Committee

After meeting in January, this committee came up with the excellent line up for the 2017

why we encourage our colleagues to join. Some of the top reasons are:

- Business generation
- Increase revenue
- Networking
- Knowledge sharing
- Education/licensing
- Enjoyment of community
- Legislative - local updates
- Marketing to residents
- Industry standards

Convention and Trade Show along with stellar offerings in networking and education for the rest of the year. Including:

- Fair Housing
- Meth Cleanup
- Landscaping on a Budget
- Time Management
- Fair Housing for Maintenance
- Making the Most of your Professional Membership
- CAM sessions for this fall

Contact [Laura Atchison](#) for information on an upcoming committee meeting.



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