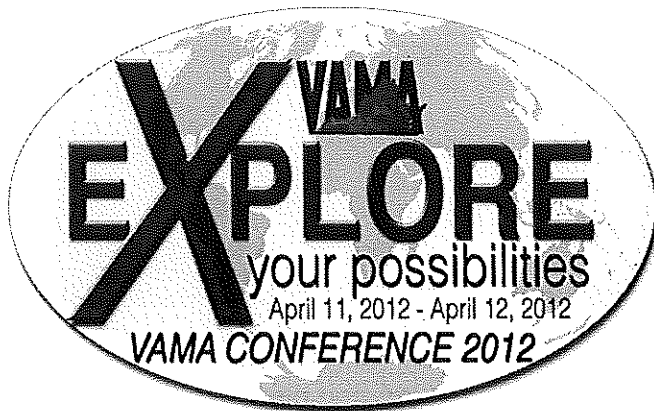


Get the competitive edge at the 2012 VAMA Conference!



Come join us on April 11th & 12th at the Omni Richmond Hotel for VAMA's BIGGEST event of the year...

2012 VAMA Conference!
Explore your Possibilities!

Earn up to 7 Continuing Education Credits (CECs)!

VAMA's bringing you the industry's most experienced speakers with new ideas for 2012!

April 11, 2012

11:30 AM - 1:00 PM Registration & Networking

1:00 PM - 2:45 PM

- Session A - Lawyer Panel (L)
- Session B - Effective Service Operations course
Mark Cukro, Service Team Training (MA)

3:00 PM - 4:45 PM

- Session C - Industry Projections and Perspectives (E)
- Session D - How Long Does It Really Take?
Mark Cukro, Service Team Training (MA)

1:00 PM - 4:45 PM

- Session E - Fair Housing and Beyond - Rich George, NOI Coach
VA Fair Housing Certified Course (E)

5:30 PM - 7:30 PM Casino Night! Opening Party & Vendor Appreciation - Tobacco Company (E)

April 12, 2012

8:00 AM - 8:30 AM Conference Registration & Breakfast

8:30 AM - 9:30 AM

- Session A - The Sheconomy
Lisa Trosien, The Apartment Expert (M)
- Session B - Facing and Handling Conflict
Sue Weston, The Sue Weston Company (MA)
- Session C - How to be the Employee Successful Companies
Fight to Keep - Rich George, NOI Coach (HF)
- Session D - Building Loyalty like Gaga
Barbara Savona, Spout Marketing (SH)

9:45 AM - 10:45 AM

- Session E - Hot Trends in the Industry
Lisa Trosien, The Apartment Expert (M)
- Session F - NOI Strategies for the Next Generation - Rich George, NOI Coach (HF)
- Session G - Legal Topic - TBA (L)
- Session H - Vendor Related Topic (class geared toward vendor attendees) - Saavy Suppliers - Sue Weston, The Sue Weston Company (V)

11:00 AM - Noon

- Session I - The Market's Changed - So Should Your Selling Style! - Lisa Trosien, The Apartment Expert (M)
- Session J - Maintain Your A Game - The True Offensive Lineup - Barbara Savona, Spout Marketing (MA)
- Session K - Legal Topic - TBA (L)
- Session L - Social Media
DJ Bognar, Apartment Finders Guide (SH)

12:15 PM - Lunch & Keynote Speaker (E)

Session Key

- M = Marketing Topic
- MA = Maintenance Topic
- L = Legal Topic
- SH = Student Housing
- V = Vendor Topic
- HF = HR/Financial Topic
- E = Everyone

Attendee Registration Rates

VAMA Member Rate - ONLY \$189!
(VAMA Member Rate - Register Day Of - \$239)

AOBA Rate - \$239

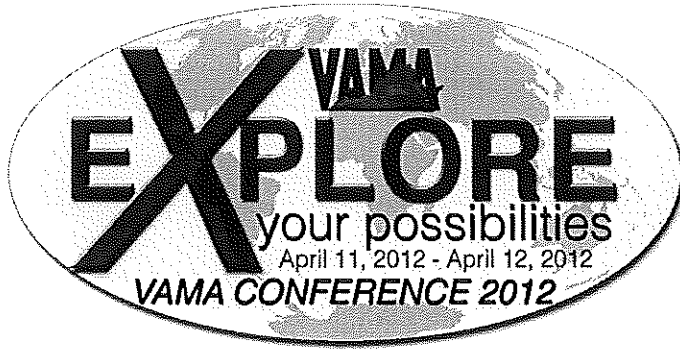
IREM Member Rate - \$239

VAR Member Rate - \$239

Non VAMA Member Rate - \$289

Non VAMA members must pay in advance

To register to attend, please read the next page....



Registration is NOW open!

You can register by going online to www.vamaonline.org OR you can fill this form out and fax it back to (804) 756-8210!

Questions? Contact the VAMA office at (804) 756 - 8262!

Name: _____ Title: _____

Community Name: _____ Management/Vendor Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email: _____

Referral Code: _____ Payment Method: Invoice Me Check Enclosed Credit Card

If Paying by Credit Card Card Number: _____ Expiration: _____

Credit Card Billing Address: _____

City: _____ State: _____ Zip: _____

Card Holder Signature: _____

Please choose one of the following:

- VAMA Member Rate - \$189 []
(VAMA Member Rate - Register day of- \$239)
- AOBA Member Rate - \$239 []
- IREM Member Rate - \$239 []
- Non Member Rate - \$289 []

**Non VAMA Members Must Pay in Advance

Local Affiliate (Please Circle One):

- BRAC CVAA NRVAC RVAA
- SVAA VLA AOBA IREM VAR
- CVAA/VAMA Hampton Roads Member
- Other: _____

Need a overnight room at the Omni?

For overnight room accommodations please contact the Richmond Omni Hotel at (804) 344-7000. Room block name is under "VAMA Conference".
You have to reserve your room no later then March 21, 2012.

Register online at www.vamaonline.org. You may also register by faxing this form to (804) 756-8210 OR via email by sending an email with all requested registration information to teresa@vamaonline.org.

No cancellations will be accepted after April 1, 2012. Substitutions are encouraged. All substitutions and cancellations must be received in writing by 5:00 PM, April 1, 2012.