

# UPDATE YOUR PLAYBOOK

## WITH WINNING STRATEGIES

2022 FMHA ANNUAL CONVENTION | JUNE 21 & 22

### REGISTRATION FORM

Return completed forms and registration fees to: FMHA - 1284 Timberlane Road, Tallahassee, FL 32312 | Fax: (850) 907-9119 | Email: [beth@FMHA.ORG](mailto:beth@FMHA.ORG) or [Register Online](https://www.FMHAMember.org) at [www.FMHAMember.org](https://www.FMHAMember.org). Please fill out a separate registration form for each attendee.

#### WORKSHOP CHOICES:

This must be completed. See descriptions and full Convention schedule on the next page.

#### Tuesday, June 21, 2022

- 1:00pm - 4:00pm Featured Workshop
- Part 1 - *Prospectus: Covering All the Bases*
- Part 2 - *Updating Your Community*

#### Wednesday, June 22, 2022

Please select either Workshop 1 or 2.

- 10:45am - 11:45am Workshop 1
- Wearing the C: Leadership Lessons from the Greatest Captains & Coaches in Sports*
- 10:45am - 11:45am Workshop 2
- Management Headaches Made Easier*
- 1:30pm - 3:30pm Featured Workshop
- Ask the Lawyers*

Thanks to Our Education Sponsor:  YARDIbreeze

Name: \_\_\_\_\_

Spouse (if registering): \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

#### MEMBERSHIP INFORMATION:

- Developer  Filled Community
- Retailer  Finance & Insurance
- Supply & Service Firm  Manufacturer

#### CONVENTION PACKAGE OPTIONS:

- Convention & Awards Luncheon Package: (Includes Workshops, Welcome Reception, Continental Breakfast & Awards Luncheon) \_\_\_\_\_ \$300
- I will be attending the Tuesday Workshop

- Tuesday, June 21 Workshop ONLY \_\_\_\_\_ \$150
- Additional Awards Luncheon Guest QTY: \_\_\_\_\_ x \$45

TOTAL FEES \$ \_\_\_\_\_

#### PAYMENT OPTIONS:

Enclosed is my check for \$ \_\_\_\_\_ made payable to FMHA.

Credit Card: Visa \_\_\_\_\_ MC \_\_\_\_\_ American Express \_\_\_\_\_ Discover \_\_\_\_\_  
 Card Number \_\_\_\_\_ Date \_\_\_\_\_ CVV \_\_\_\_\_  
 Cardholder Name (Please Print) \_\_\_\_\_ Billing Zip Code \_\_\_\_\_  
 Cardholder Signature \_\_\_\_\_

#### Cancellation Policy:

Full refund if cancelled 7 days or more prior to the event (less \$25 admin fee). No refund for less than 7 days notice.

Or Register and Pay Online at [FMHAMember.org](https://www.FMHAMember.org).

FMHA ROOM RATE AT THE GRAND HYATT TAMPA BAY IS \$169/SINGLE OR DOUBLE. MAKE YOUR HOTEL RESERVATION BY CALLING (888) 591-1234. MAKE SURE YOU ASK FOR THE FMHA GROUP RATE. GUARANTEED GROUP RATE DEADLINE IS MAY 30, 2022.



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## PROGRAM SCHEDULE/WORKSHOP DESCRIPTION

### Tuesday, June 21, 2022

9:00 am	Exhibitor Set-up
11:00 am	Registration opens
12:00 pm	Coffee Break in Exhibit Area
1:00 pm - 4:00pm	Featured Workshop

#### **Part I – Prospectus: Covering All the Bases – Richard Lee and Zack Lee**

Now that Chapter 723 clearly allows a community operator to offer an incoming homebuyer/tenant a different prospectus than the seller's, FMHA wants to ensure that community owners and managers have crossed all their t's and dotted all their i's avoiding any conflict down the road. Topics that will be covered are:

- Recent changes to Ch. 723.059, F.S. and what they mean
- The benefits of updating your prospectus
- The process for updating your prospectus
- Various prospectus provisions that may be advantageous
- What should a prospective or new community owner look for in evaluating the prospectuses for a community they are considering for purchase.

#### **Part II - Updating Your Community – David Eastman, Facilitator**

FMHA is working on details for Part II of this workshop which will be geared towards upgrading homes in your community, creative uses of recreational vehicles when older lots cannot accommodate new manufactured homes, expanding your community by annexing adjacent property, and what you need to know about adding amenities, plus a whole lot more!

4:15 pm - 4:45pm	Division Meetings/Elections
5:00 pm - 7:00pm	Welcome Reception sponsored by Lutz, Bobo & Telfair, P.A.

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## Wednesday, June 22, 2022

7:30 am	Registration opens
8:00 am	Breakfast with the Exhibitors
9:05 am	Welcome, Nicole Weis, FMHA President
9:15 am	<b>Keynote: The Champions Code - Ross Bernstein</b>  Ross' keynote speech, "The Champion's Code: Building Relationships Through Life Lesson of Integrity and Accountability from the Sports World to the Business World", is all about the DNA of what makes champions in sports so unique and how that relates to business. It's based on a series of books he wrote in which he was able to interview more than 1,000 professional athletes and coaches that all had one thing in common – they were all members of championship teams.
10:15 am	Coffee Break in the Exhibit Area
10:45 am - 11:45 am	Workshops Begin  <b>Workshop 1 - Wearing the C: Leadership Lessons from the Greatest Captains and Coaches in Sports - Ross Bernstein</b>  In this workshop session, Ross will focus on dozens of amazing leaders from the world of sports and explain how they were able to create "buy-in" through some very unorthodox methods. Success in business today is all about trust, communication and building deeper relationships – and it's no different in sports. Join Ross in this 60 minute workshop to learn how to: <ul style="list-style-type: none"><li>• Lead with integrity to achieve success</li><li>• Create buy-in to connect with millennials, boomers and challenging co-workers</li><li>• Generate momentum, leading by example and mentorship of others</li><li>• Create a winner's mindset to stay self-motivated in good times and bad.</li></ul> <b>Workshop 2 - Management headaches Made Easier - Chrissy Jackson</b>  Fill your community, collect the rent, and keep the residents happy – easy, right? Uh, yeah, right. Until it isn't. Find out how to pull it all together without pulling out your hair. There are answers. We have been there before. Together, we can do this. Chrissy Jackson will share tips on local code enforcement, after-hours emergency, customer service/problem tenants, importance of documentation and tree removal.
12:00 pm - 1:15 pm	Awards Luncheon sponsored by Blair Group Communities
1:30pm - 3:30 pm	<b>Workshop 3: Ask the Lawyers - David Eastman Facilitator</b>
3:30 pm	Convention Concludes

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