

2008 IREM Tri State Conference & EXPO.....better than ever!

By Rita D. Vogt, Associate

The IREM Tri State Educational Conferences & EXPO held on February 20-21 at the Borgata Hotel Casino & Spa in Atlantic City was even bigger than last years event if you can believe it! Over 600 attendees and more than 90 EXPO presenters. In addition to numerous educational sessions which included Affordable Housing, Building Team Power, Green Strategies in New Construction , Measuring Property Performance, Effective Time Management and Delivering Power Packed Presentations, this year IREM extended an invitation to ODIES (IREM lingo for Owners, Developers, Investors, Employers and Students), one of IREM's newer programs that is fast gaining popularity with business owners

In attendance were; Douglas Hoffman, CPM, BPG Management Services, Inc., Scott Dalley CPM and Wayde Scheffer of Access Property Management and Trish Faidiga, Advantage Building and Facility Services. IREM President Regina T. Mullins CPM met with the four executives in an effort to provide them a closer look at the IREM organization and to give them an opportunity to discuss their specific needs. Topics covered were; difficulty in finding property management personnel with two to ten years experience, how some firms are not familiar with industry requirements, the relationship between IREM and NAR and how it differs from region to region, the benefits of employee education and finally training employees to understand the value of conducting business face-to-face and not be completely dependent on technology for everything.

This session was also attended by RVP Eileen Yesko who acted as Facilitator and mentioned that some benefits of participation by ODIES were free IREM forms and access to contacts that can assist in business procurement or management opportunities. NJ Chapter No 1's President Mary Faith Radcliffe and Southern NJ Chapter No 101's President Maribeth Scheidig detailed their individual companies policy on educating new hires, which appeared to be a "hot" topic. Valerie Kelly, Delaware Valley Chapter No 3's President explained the Friends of IREM Program which allows owners and managers to choose vendors and service providers from a select group of quality professionals. The session wrapped up with a comment from President Mullins that "this ODIE format is one of the best I have experienced to date."

On Wednesday between 11:00 am and 7:00 pm vendors and service providers displayed their wares and touted their services on the Expo floor. The wonderful Tri State Sponsors provided lunch and a late afternoon cocktail hour followed by a delicious dinner buffet, which was a tremendous hit with attendees. There were numerous prizes awarded throughout the EXPO. Later that evening, IREM members had a "rockin" time at MIXX, one of the many nightclubs at the Borgata, where members and friends were entertained by Johnny Pompadour and his band "Full Grown Men". This was also the scene of some "wicked" dancing by IREM members and guests – there are pictures to prove it!

Thursday morning, 9:00 am to 12:00 pm, an Industry Partners Breakfast took place, where IREM President Regina Mullins spoke to attendees on industry trends and how the market might change under a Democratic vs. Republican administration. This was followed by the installation of 4 new ARM members and the recognition of members with significant anniversaries. Finally it was time for the Keynote speaker, Cary Mullen, an Olympian and World Cup speed skier who presented "The Champion Within", an inspirational program

designed to assist in achieving champion greatness within ourselves.

Here is what I learned from Cary's inspirational program; "decide where you want to be in your life (career) then go for it; don't allow your fear of failure to hold you back. Try to be flexible along the way; utilize the skills and talents of your co-workers and colleagues (teamwork) and finally remember to enjoy the challenge, as Cary said "*winning is a process built on losing.*"

The two day Tri State event closed with the drawing of the Grand Prize, a Sun and Ski vacation for two, which was won by Larry Corrin, CPM....way to go Larry!

- The End -