

EDUCATIONAL SEMINARS

55 to All Ages — Point, Counter Point

Is it finally time to convert your 55+ park to all ages? Have you considered converting your 55+ park to all ages? Have you carefully weighed the benefits of keeping your 55+ park as-is? Some claim operating all age parks is more expensive, yet also more profitable. Others say operating their 55+ parks is easier and minimizes the wear and tear on the physical facilities, but also limits their ability to raise rents. Bring your curiosity and questions to this seminar, which will provide thought-provoking insights for each side of the debate. *(Dean Moser)*

Estate Planning

Founders of self-made business successes struggle with how to keep the entrepreneurial spirit alive as we age. Will our children be interested in carrying on? Will they have the brains and energy? This seminar will address these issues and more, with practical suggestions on how to successfully transfer management and control of income property assets to the next generation and beyond. The allotted time will consist of general information and practical tips for avoiding asset depleting squabbles among family members who may lack experience or desire in property management. *(Mike Mihelich)*

How Much is Your Park Worth?

There is a big discrepancy in today's market on manufactured housing communities' valuations because of the difficulty in obtaining bank financing for some communities, vacancies, rental homes, age of utility systems, and other issues. This seminar will show you the latest sales comps, financing programs, and approximate value for your manufactured housing community today. *(John Grant, Moderator)*

Legal Management Advice

As laws change and court decisions are handed down, it becomes necessary to adjust our business practices to keep pace with the changes. Two seminars will focus on recent developments in the industry and the adjustments owners need to make. These open forums will bring together leading industry attorneys and property managers to answer your questions and address your concerns. *(Erin Guzman and Jim Joffe, Moderators)*

MCM: Fair Housing and Rental Homes

Both courses are appropriate for the beginning and seasoned professionals alike. Fair housing will have expanded discussion of disability provisions advertising, and current trends and cases. Successful rental programs will touch on acquiring home inventory, home maintenance and rehabilitation, expenses, leasing policies, move-in and move-out procedures and more. *(Candace Holcombe and Tamara Cross)*

MCM: Gas Pipeline Safety Regulations — Small Gas Systems

A seminar for master-metered gas system operators. Sunil Shori, Program and Project Supervisor with the Gas Safety and Reliability Branch, California Public Utilities Commission will discuss compliance issues for small pipeline operators. DIMP will be covered along with other regulatory issues. *(Sunil Shori)*

MCM: HCD Updates

This seminar will cover a little bit of everything. Topics will include the upcoming amendments to Title 25 (yes, again), park rules vs. HCD regulations, when permits are required, carbon monoxide alarms in manufactured homes, and since we haven't discussed it for a while, moving lot lines. As always, there will be plenty of Q and A time. *(Brad Harward)*

MCM: The Growing Problem of Hoarding

This seminar will deal with a growing problem in mobilehome parks — hoarding. We will look at why some people hoard, who hoards,

characteristics of hoarders, health and safety issues related to hoarding, what to do when you have a hoarder and when termination of tenancy is the only option left. *(Larry Weaver)*

MCM: Top Ten Rule Violations

We have all heard of the David Letterman "Top 10" list! Now, attorney Joe Carroll will guide you through the ten most common rule violation/substantial annoyance scenarios. The list includes next door neighbor disputes, homesite maintenance issues, verbal and physical threats made by a resident and/or resident guest, additional unapproved occupants, and HCD violations. This high energy seminar is a must for mobilehome park managers and owners. *(Joseph W. Carroll)*

MCM: Working Sm@rt 365

Improve your planning process, focus on your priorities, control your time and increase your productivity. Learn to make effective choices when faced with increasing demands and responsibilities. Select the right tasks, at the right time, every time. Identify and focus on the goals and objectives that make the difference and learn to manage your activities for maximum results, acquiring the tools you need to make things happen. This course will help you: consistently focus on priorities — turn intentions into actions; overcome barriers to achievement; commit to values and goals; manage time, tasks, and activities; boost productivity; and reduce stress and improve work-life balance. *(Priority Management)*

Park Owned Rentals: The Legal Ins and Outs

During this time of tighter consumer financing, many land-lease communities have been renting out homes in their communities. Attorney Greg Beam will review how to successfully rent homes in your community and avoid legal problems. A whole set of different laws apply to community owned rentals and owners who are engaged in renting homes need to know how to operate a successful and legally compliant rental program. *(Gregory Beam)*

Property Rights Update

Attorney R.S. Radford from the Pacific Legal Foundation will give a property rights update, focusing on property rights issues in the Courts, including PLF suits' against the California Coastal Commission, the EPA, and various rent control issues. *(R.S. Radford)*

Systems Transfer Rulemaking

Utilities attorney and expert Ed Poole will update the current standing of utilities issues before the California Public Utilities Commission including the Systems Transfer Rulemaking, the Petition for Modification of the PG&E discount, the status of the Edison Rate Case and the status of the SDG&E Rate Case. *(Ed Poole)*

SAFE Act, Dodd Frank and Other Lending Compliance Requirements

Dick Ernst, President of Financial Marketing Associates, Inc. and a consultant to San Antonio Credit Union will discuss the SAFE Act, Dodd Frank and other lending compliance requirements. Parkowners considering making loans on homes they have taken back in a warehouse lien transaction or in other ways should attend this seminar. *(Dick Ernst)*

Update on New Laws

Laws impacting the industry change from year to year. This seminar will bring you current on recent legislative measures and how they impact you at all levels of operation in your communities. WMA's legislative advocates, along with advisors to the WMA Legislative Committee, will present the latest laws affecting the industry. *(Catherine Borg, Terry Dowdall, and Paul Jensen)*

Seminars and/or speakers subject to change without notice. ■