

# AUDIO TAPE ORDER FORM

## SELF STORAGE ASSOCIATION

FALL Conference & Tradeshow

September 11-13, 2003 • San Diego

**INDIVIDUAL TAPES ARE \$12 at the conference and \$15 afterwards.**

Tapes are available at the First Tape Sales Desk,  
located near the SSA Conference Registration Area.

Thursday · 8am to 5:30pm

Friday · 8am to 5pm

Saturday · 8am to 1pm

**CIRCLE THOSE TAPES YOU WISH TO ORDER**

### THURSDAY, September 11

#### General Session:

F3-1 America's Challenge  
*Gen. Hugh Shelton*

F3-2 Are You Sinking Your Ship?  
*Scott Zucker*

#### Concurrent Sessions:

F3-3 Underlying Economics...  
*Mike McCune*

F3-4 Legal Updates  
*Joe Joiner & Carlos Kaslow*

### FRIDAY, September 12

#### Concurrent Sessions:

F3-5 Training Your Team  
*Anne Ballard & Carol Shipley*

F3-6 Faces of Self Storage  
*Michael Kidd & Kevin Langley*

F3-7 Industry Updates  
*C. Ray Wilson*

### FRIDAY, September 12, continued

F3-8 Using Demographics  
*Michael Haugh*

### SATURDAY, September 13

#### Concurrent Sessions:

F3-9 Facility Audits for Owners  
*Tom Litton*

F3-10 Financial Structuring  
*Jim Davies & Eric Snyder*

F3-11 Unstaffed Facilities  
*Melissa Hermes*

F3-12 The Abuse of Eminent Domain  
*Jim Burling*

F3-13 Marketing Makeovers  
*Bob Francis*

#### Closing General Session:

F3-14 The Predators Mindset  
*Michael Anthony Janke*

## BONUS OFFER

SAVE \$\$\$ · Purchase all 14 tapes for \$156.00,  
and get one tape FREE and a storage album FREE!

Over, please 

Mail or Fax to:  
**FIRST TAPE, INC.**  
21 Smith Lane, South Beloit, IL 61080  
Phone (815) 389-1818 · Fax (815) 389-1418  
firsttapeinc@aol.com

**ALL ORDERS MUST BE PRE-PAID**

To order, please complete this section and **return entire order form** along with payment. (Please note: There are **2 sides** to this form!)

- Full Set Special (\$156.00; includes one FREE tape and a FREE storage album (\$195.00 after 9/13) \$\_\_\_\_\_
- Individual cassettes: \$12 each (\$15 after Sept. 13) \_\_\_\_\_ tapes X \$12 = \$\_\_\_\_\_
- Storage Album holds up to 16 cassettes; \$7 each (Included FREE in full set) \$\_\_\_\_\_

**Shipping/Handling:**

Add \$3.50 for first tape, \$1 each add'l. up to \$15 max. for U.S.,  
\$3.00 *each tape* for International \$\_\_\_\_\_

**Grand Total** ..... \$\_\_\_\_\_

Please **PRINT** the following, or attach a business card. Ship to:  Business  Residence

Name \_\_\_\_\_

Shipping Address (NO P.O. Boxes, please) \_\_\_\_\_

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

Telephone (\_\_\_\_\_) \_\_\_\_\_ Email \_\_\_\_\_

We accept: Cash, Checks (payable to FIRST TAPE, INC.), Visa, MasterCard or Am. Express

NOTE: Please **DO NOT** print your charge card number unless you are ordering by mail or fax.

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

**FOR VISA CARDS**-CVV2 Code-last 3 digits located on signature line, back of card: \_\_\_ \_\_\_ \_\_\_

**CASHIER USE ONLY:** Paid by:  Cash  Check  Credit Card

Ship Album?  Yes  No

Delivered \_\_\_\_\_ Ship \_\_\_\_\_

**BONUS OFFER**

SAVE \$\$\$---PURCHASE ALL CASSETTES FOR \$156.00  
RECEIVE ONE TAPE **FREE** AND A STORAGE ALBUM **FREE!**

(Note: Post-Meeting Price is \$195.00)

Over, please 