

# AUDIO TAPE ORDER FORM

## SELF STORAGE ASSOCIATION

SPRING Conference & Tradeshow

MARCH 29-31, 2001 • NEW ORLEANS, LOUISIANA

### INDIVIDUAL TAPES ARE \$15

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, March 29

#### General Sessions:

B-1 Taking the Stage/*Thurmon*

B-2 REIT Bate or TEIT Proof?/*Panel*

#### Concurrent Sessions:

B-3 Performance Standards/*Ballard*

B-4 You Want to Develop/*Kliebenstein*

B-5 Energize Your  
Business/*Thurmon*

B-6 Your Web Pages/*Rowan*

B-7 Presenting Your Project/*Victor*

B-8 Facilities: Best of Class/*Panel*

### FRIDAY, March 30

#### Concurrent Session:

B-9 Big Profits/*Broomfield & Hermes*

B-10 Strategic Planning/*Even*

B-11 Hiring Great Managers/*Plotkin*

B-12 Hot Legal Issues/*Panel*

B-13 Team Building/*Plotkin*

B-14 Technology/*Kliebenstein*

### SATURDAY, March 31

#### Concurrent Sessions:

B-15 Construction Materials/*Ellis*

B-16 Records Storage/*McGovern*

B-17 Maximizing Retail Sales/*Kane*

B-18 Wage/Hour Guidelines/*Farrington*

B-19 Jazz Up Your Marketing/  
*Bowman & Poage*

B-20 Operations: Top 25/  
*Krendl & Mixon*

#### Closing General Session:

B-21 Stuff That Works Everyday/*Winger*

## BONUS OFFER

SAVE \$\$\$ · Purchase all 21 tapes for \$300.00,  
and get one tape FREE and a storage album FREE!

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**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 \$300.00; Includes one FREE tape and a FREE storage album \$\_\_\_\_\_
- Individual cassettes: \$15 each \_\_\_\_\_ tapes X \$15 = \$\_\_\_\_\_
- Storage Album holds up to 16 cassettes; \$7 each (Included FREE in full set) \$\_\_\_\_\_

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

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Ship Album?  Yes  No

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**BONUS OFFER**

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RECEIVE ONE TAPE **FREE** AND A STORAGE ALBUM **FREE!**

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