

**CASSETTE ORDER FORM
TEXAS MINI STORAGE ASSOCIATION
OCTOBER 28-29, 2002 – SAN ANTONIO**

**SPECIAL OFFER: BUY ANY 12 CASSETTES, PAY FOR ONLY 11
AND RECEIVE A FREE STORAGE ALBUM \$165.00**

# Ordered	Session Code	Cost	Cassettes are \$15.00 each after 10-29-02
			Monday, October 28, Sessions
	T-1	\$15.00	Construction and Zoning Issues
	T-2	\$15.00	Call Centers and Truck Rentals as Income Sources
	T-3	\$15.00	Selling in a Competitive Market
	T-4	\$30.00	Regional Statistical Development Analysis (2 Tapes)
	T-6	\$15.00	Conducting the Lien Sale and Auction
	T-7	\$15.00	Insuring Your Facility and Employees
	T-8	\$15.00	Finding Financial Peace
	T-9	\$15.00	The Market Study and Feasibility Study
	T-10	\$15.00	Auditing Your Facility
	T-11	\$15.00	Killer Sales and Phone Techniques
	T-12	\$15.00	Financing, Refinancing and Valuation
	T-13	\$15.00	Lowering Your Property Taxes
	T-14	\$15.00	Making Lemonade Out of Your Lemon: An Interactive Workshop
			Tuesday, October 29, Sessions
	T-15	\$15.00	The Price of Upgrades: Current Construction Costs
	T-16	\$15.00	Delinquent Tenant Management
	T-17	\$30.00	Today's Standards in Self Storage: Owners Workshop (2 Tapes)
	T-18	\$30.00	Excelling Today, Soaring Tomorrow: Managers Workshop (2 Tapes)
Special		\$270.00	FULL SET: 20 Tapes, get 2 FREE tapes and FREE Albums
			Total Amount for Cassettes
			Cassette album that holds 12 tapes @ \$7.00 each
			Sales Tax is .065% ONLY orders to Illinois
			Shipping/Handling: \$3.50 for 1 tape, \$1.00 for each additional tape. Maximum \$12.50 USA.
			GRAND TOTAL

Paid by: Cash, Visa, Mastercard, American Express or Check payable to: First Tape, Inc.

Your Credit Card No. _____ / _____ / _____ / _____ Expiration Date: ____ / ____

For VISA Cards: CVV2 Code: _____ (last three digits on signature line, back of card)

Name	Company		
Street			
City	State	Zip	
Telephone	Fax	Email:	
Signature			

**MAIL OR FAX TO: FIRST TAPE, INC. 21 SMITH LANE, SOUTH BELOIT IL 61080
Telephone: 815-389-1818 Fax: 815-389-1418 E-mail: firsttapeinc@aol.com**