



**USA INSURANCE GROUP PRESENTS
ROCKY MOUNTAIN HOME ASSOCIATION'S
5TH ANNUAL COMMUNITY WORKSHOP !**

July 16, 2009, 8:30 AM - 4:00 PM

DoubleTree Stapleton, 3203 Quebec Street, Denver, CO 303-321-3333

8:30 - 9:00 AM REGISTRATION & BREAKFAST

9:00 - 10:30 AM SAVING COSTS WITH DRY LAND GROUNDS MAINTENANCE

Lynn Lathrop, Forester for the city of Thornton will discuss how communities can save thousands of dollars per year by using dry land grounds maintenance to save water. This is an approach that many people talk about but do not use. Lynn's presentation is specific to manufactured home communities and will show you simple changes that really make a difference.

10:45 - 11:15 PM RISK MANAGEMENT STRATEGIES PRESENTATION

Mark Fay of USA Insurance Group will discuss how to reduce park expenses by implementing straight-forward risk management strategies.

11:15 - 12:15 PM LEGISLATIVE UPDATE

Melanie Layton, Colorado Legislative Services; Christian Hendrickson, Sherman & Howard, LLC & Meghan Pfanstiel, Rocky Mountain Home Association will give a brief overview of the 2009 legislative session and spend some time on new laws that effect communities i.e. carbon monoxide detectors, title law changes, solar pre-wire.

12:15 - 1:15 PM LUNCH

1:15 - 2:15 PM USING TECHNOLOGY TO REDUCE COSTS & INCREASE RESIDENTS

With 87% of homebuyers using the Internet as part of their home-buying search and 72% of home buyers citing the quality of the follow-up played a key role in their choice of who to work with for their home purchase, it is vital that your organization is not only using technology to attract prospective homebuyers to your organization but also using technology to organize and manage their home-buying journey. Greg Katanick of ManufacturedHomeSource.com will discuss how technology is revolutionizing the way communities handle and manage prospective homebuyers.

2:30 - 3:45 PM BACK TO BASICS

Deborah Wilson, of Springman, Braden, Wilson & Pontius will speak about evictions and collections, with an eye toward discussions on how to reduce costs and increase collectability on "bad debt." Kristi Bunge also of Springman, Braden, Wilson & Pontius will speak on Bankruptcy issues and how tenant Bankruptcy impacts Parks and what Parks can do to better protect themselves when it happens.



SIGN UP NOW! _____ \$75.00 RMHA Member Rate _____ \$125.00 Non-Member Rate

Name _____ Company _____

Address _____ City, State, Zip _____

Phone _____ Fax _____ E-mail _____

Checks payable to: RMHA, 1410 Grant Street, Suite, D-110, Denver, CO 80203 or pay online at www.coloradohome.org

Sign-ups may be faxed to: 303-830-0826 or emailed to meghan@coloradohome.org
Questions? Contact Meghan or Tawny at 1-800-354-9972 or 303-832-2022

MAKE SURE TO ATTEND THIS YEAR'S WORKSHOP—IT IS A CAN'T MISS FOR DOING BUSINESS IN COLORADO!