



2022 Annual Meeting and Managers Summit

March 30 - 31, 2022

**DoubleTree Tinton Falls - Eatontown
Eatontown, NJ**

PROGRAM



Schedule of Events

NJSSA Annual Meeting & Managers Summit

March 30 – 31, 2022

DoubleTree Tinton Falls - Eatontown
Eatontown, NJ

Wednesday, March 30: Managers Summit - Sapphire Ballroom

**No exhibits. Exhibitors will be available at the Annual Meeting on March 31, 2022.*

9:30 AM - 10:00 AM	Managers Summit Registration
10:00 AM	Welcome – Phil O'Hara, Delta Self Storage
10:00 AM – 11:00 AM	Digital Marketing for Managers: How to Use it for the Best Results – Holly Fiorello, CallPotential
11:00 AM – 11:15 AM	Break
11:15 AM – 12:15 PM	Operations Best Practices – Jim Mooney, Freedom Storage Management
12:15 PM – 1:15 PM	Lunch and Networking
1:15 PM – 2:00 PM	Manager Q&A – Join in the conversation as we have an open discussion with each other and our facilitator, Phil O'Hara. A great opportunity to share ideas & learn what peers are doing.
2:00 PM – 2:15 PM	Break
2:15 PM – 3:45 PM	NJ Self Storage Lien Law Review and Update Jeffrey Greenberger, Greenberger & Brewer LLP
4:00 PM	Thank You and Meeting Wrap-Up – Take the Meeting Survey
5:00 PM	Welcome Networking Reception* , Sponsored by LC Realty

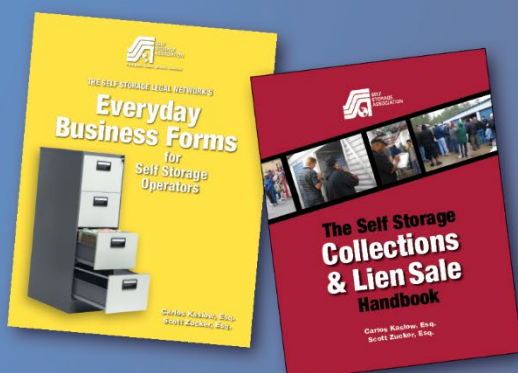
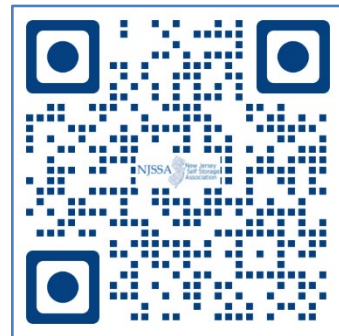


SELF STORAGE SALES NETWORK

***Reception is included with paid Managers Summit or Annual Meeting fee.**

Thursday, March 31: Annual Meeting - Sterling Ballroom

7:30 AM	Sponsor and Exhibitor Set-up
8:30 AM – 10:00 AM	Registration, Pastries, Coffee and Exhibits Open
10:00 AM – 10:15 AM	Welcome and Introductions
10:15 AM – 11:30 AM	Legal Issues Every Owner Should Know Jeffrey Greenberger, Greenberger & Brewer LLP
11:30 AM – 11:45 AM	Break and Visit with Exhibitors
11:45 AM – 12:30 PM	NJ Self Storage Market Update Nathan Coe, Marcus & Millichap
12:30 PM – 1:30 PM	Introduction of Exhibitors and Lunch
1:30 PM – 2:30 PM	Digital Marketing for Owners: Are You Getting the Biggest Bang for your Buck? Holly Fiorello, CallPotential
2:30 PM – 2:45 PM	Break and Visit with Exhibitors
2:45 PM – 3:45 PM	Owners Panel - New Ways of Doing Business in a Post-Covid World Jim Mooney, Freedom Storage Management; Jane Tresnan, West Orange Storage; Matt Morlino, City Line Capital
3:45 PM	Thank You & Meeting Wrap-Up Take the Meeting Survey



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- ✓ Member Only Discounts to all NJSSA Events
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