



NCSSA February Seminar Schedule

February 22, 2022

**The Inn on Biltmore Estate
Vanderbilt Ballroom**

One Lodge Street
Asheville, NC

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| 7:30am | Exhibitor Setup |
| 8:00am | Registration and Exhibits Open
Coffee/Networking/Visit with Exhibitors |
| 9:30am – 9:45am | Welcome Attendees, Kevin Leebrick, NCSSA President |
| 9:45am – 10:30am | Self Storage Marketing Toolkit – Tommy Nguyen, StoragePug
It's easy to get lost in the world of "marketing!" For self storage owners and operators, it's important to know who your customers are, what strategies work for our industry, why they work - and which ones don't! |
| 10:30am – 10:45am | Break and Visit with Sponsors and Exhibitors |
| 10:45am – 11:30pm | Getting to Know Industry Vendors – Lynn Sykes, Storage Asset Management
Lynn will ask our sponsors and exhibitors the questions we all want to know ... are we making the most of their offerings? What are their most frequently asked questions? Bishesh Shrestha, Live Oak Bank; Keith Mangum, CSSI; Josh Lubenow, Simon Roofing; |
| 11:30am – 11:45am | Break and Visit with Sponsors and Exhibitors |
| 11:45am – 12:30pm | Owner/Operator Panel – Cindy Ashby, Dynamic Solutions; Linda Branch, Storage Solutions LLC; Kevin Leebrick, My Storage Ops
Hear NCSSA storage owners talk about how their business models have changed and what they see for the future, what they're doing to hire the best employees, how they compete for customers and much more! |
| 12:30pm – 1:30pm | Lunch and Visit with Sponsors and Exhibitors |