

NAVIGATE

Compass Questions for the RTO Shed Industry



2015  **Agenda**
National Barn & Storage Rental Association

How we Navigate...

Including personal overviews from 4 RTO owners



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“Would you tell me, please, which way I ought to go from here,” said Alice. “That depends a good deal on where you want to get to,” said the Cat. “I don't much care where,” said Alice. “Then it doesn't matter which way you go,” said the Cat.

Lewis Carroll

NAVIGATE is the title for this year's convention. To be a floater in life is simple enough but to navigate successfully in business is not so simple. There are those who choose to float with the tide but there are those who choose to map out the course of their company and exercise a lot of self discipline to row towards the intended goal. The goal for the 2015 NBSRA convention is to share KPI (Key Performance Indicators) that will steer your RTO shed company in the right direction!



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September 8-10, 2015

Nashville, TN

“Navigate”

Compass Questions for the RTO Shed Industry.

To know where I am, I need a starting point and an end goal. We all know where we began. Are we on course for the end goal and do we have a clear understanding of what that end goal is?

Location

Due to popular request, this year’s event has been extended another day.

Gaylord Opryland Resort & Convention Center

2800 Opryland Drive

Nashville, TN 37214

(615) 889-1000

Tuesday – September 8

2:00 - 6:00 PM Registration Opens

3:00 - 4:00 PM Board Meeting

4:00 - 5:00 PM Executive Team Meeting

6:00 PM Reception Dinner



People ARE the Difference in How We Navigate.....Todd Gober

Since 1996, Todd Gober has worked with clients across the country, including several international speaking opportunities. His engagements have ranged from small, intimate settings with an audience of 5, to audiences of 1,000+ in large conferences. Todd also works closely with company executives to assist with staffing, job alignment, goal setting, evaluations, and career planning.





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Wednesday – September 9

8:00 - 8:30 AM REGISTRATION

8:30 - 8:45 AM WELCOME AND AGENDA DETAILS

8:45 - 9:05 AM GENERAL SESSION



Aligning Your CompassSteve Byler

Finding true north on the open sea

Steve Byler is the owner/founder of Byler Rentals, LLC. He's also the president of Byler Barns & Backyards, pastor, father of 7, and avid fisherman. He is the CEO of RentAShed.com, and one of our leading idea banks as we look toward the future.

Wednesday – September 9

9:05 - 10:15 AM GENERAL SESSION



Setting the Foundation

.....Todd Gober

Since 1996, Todd Gober has worked with clients across the country, including several international speaking opportunities. His engagements have ranged from small, intimate settings with an audience of 5, to audiences of 1,000+ in large conferences. Todd also works closely with company executives to assist with staffing, job alignment, goal setting, evaluations, and career planning.

NOTES:



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Wednesday – September 9

10:15 - 10:35 AM **BREAK AND NETWORK TIME**

Wednesday – September 9

10:35 - 11:45 AM **GENERAL SESSION**



Legal Updates.....Ed Winn

“Ed's unique perspective and witty delivery make even the most mundane topics fairly fascinating,” says APRO's Education Director Shelley Martinek. “Thirty years later, his seminars are still the most popular and most praised at every convention—or anywhere rental

dealers gather.”

Wednesday – September 9

11:45 -12:00 AM **INFORMATIONAL UPDATES**

12:00 -1:45 PM **LUNCH**



NOTES:

Lined area for taking notes.



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Wednesday – September 9

1:45 - 3:00 PM **BREAKOUT SESSIONS**



Breakout Session 1.
Managing Rental Returns.....
Matthew Weaver

Speaking from the perspective of both an owner and daily operator of multiple companies, Matthew will cover best practices when dealing with customers and buildings during the rental return process. He'll also explore return rates and the pros and cons of various strategies used within the industry to achieve them. Expect an interactive discussion as we learn from each other.

Wednesday – September 9

1:45 - 3:00 PM **BREAKOUT SESSIONS**



Breakout Session 2.
Navigating with Standard Operating Procedures (SOPs).....Philip Rudolph

This session not only will cover the why and how of SOPs but also provide specific examples and areas where SOPs are essential for RTO success. SOPs bring consistency and freedom to your business.

Philip Rudolph has learned the importance of these standard guidelines in many years of RTO management and a very active teaching and pastoral ministry for 25 years.

3:00-3:30 PM **BREAK**

3:30-4:15 PM **How we Navigate**

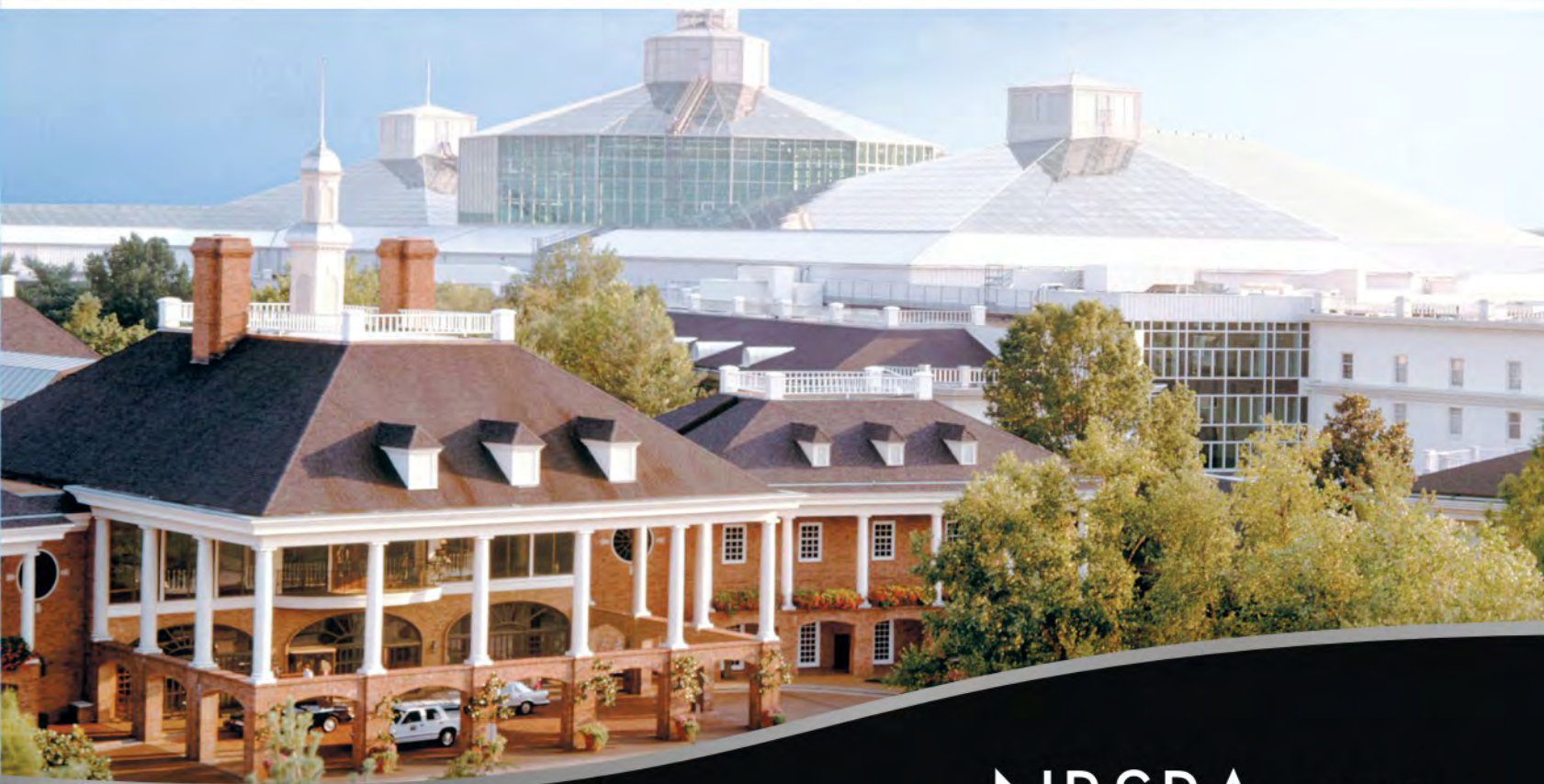
Company and personal overview from 4 RTO owners who share their personal experiences in their specific RTO shed industry, concluding with the question: Has NBSRA been useful in any way to navigate some of the challenges you face? How can the organization (NBSRA) serve you better?

NOTES:




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