

McKown Pressure Wash & Painting presents
SEVA-CAI's 32nd Annual CA Day Trade Show & Education Expo
Saturday, March 24, 2018
Blasting Off to Better Communities

7:30 a.m. - 8:45 a.m.	REGISTRATION BREAKFAST BUFFET WITH SPEAKERS AND EXHIBITORS in Ballrooms Two and Three				
Classroom	1 - A	1 - B	1 - C	1 - D	BALLROOM ONE
9:00 a.m. - 10:15 a.m.	<i>Boards are from Mars Documents are from Venus</i>	<i>Change in Mission Control</i>	<i>Collecting Your \$STARBUCK\$</i>	<i>Sparks! A Showcase of Talks</i>	<i>Blasting Off to Success: Leaders Helping Leaders</i>
	Amending Governing Documents <i>An Advanced Course</i>	Transition from Developer Control to Homeowner Control <i>Best Practices</i>	Collections 101 <i>A Basic Course</i>	Sparks! A Showcase of Talks	Sharing Ideas in the Chat Rooms
	<ul style="list-style-type: none"> New laws Common issues with old documents Top three most common reasons to amend your documents How to achieve flexible documents Modernizing your documents: Should we or must we? Rental caps - A Serious Document Question 	<ul style="list-style-type: none"> Before Transition During Transition After Transition The transition committee or transition team Advisory committees Developing the transition LIST Warranties - The documents and how to get "things" covered. 	<ul style="list-style-type: none"> Basic collection process Collections Resolutions: The real nitty gritty An overview of the paperwork to get accounts to collections Cutting off services <ul style="list-style-type: none"> - The How - Can We Do It? - What about our documents? 	Please join us for Sparks! A showcase of talks that might be bold, possibly brash, maybe even brilliant, but never boring! It's the learning format that's fast, fun and focused! Topics coming soon!	Network, share ideas and ask questions in the facilitated roundtable discussions where leaders are helping leaders build better communities. Join one of these group discussions on a variety of topics. <ul style="list-style-type: none"> Almost Free Legal Advice Board Presidents Board Member Training Manager Training Enforcement and Violation Procedures Virginia Property Owner's Association Act Encouraging Community Involvement Principles for Community Association Success
	Dana Shotts-Neff CMCA®, AMS®, LSM®, PCAM® Chesapeake Bay Management, Inc., AAMC® Susan B. Tarley Atty at Law, CCAL® Tarley Robinson PLC	Walter Campbell, PCAM® Associa® Community Group, AAMC® Michael A. Inman, Esq., CCAL® Inman & Strickler, P.L.C.	Leilani Adams, Esq. Thomas, Adams & Associates, P.C. Susan Sulzberger CMCA®, AMS®, PCAM® Chesapeake Bay Management, Inc., AAMC®		
10:15 a.m. - 11:15 a.m.	VISIT THE EXHIBITORS IN THE TRADE SHOW in Ballrooms Two and Three				
Classroom	1 - A	1 - B	1 - C	1 - D	BALLROOM ONE
11:15 a.m. - 12:30 p.m.	<i>Don't Make Your RFP a UFO!</i>	<i>Facing Armageddon</i>	<i>Calling Captain Kirk</i>	<i>Aliens on Earth</i>	<i>Blasting Off to Success: Leaders Helping Leaders</i>
	RFP's <i>A Basic Course</i>	Disaster Headlines <i>An Intermediate Course</i>	What AILs You? An Open Panel Discussion <i>Best Practices</i>	Covenant Violations A Mock Due Process Hearing Part I <i>An Intermediate Course</i>	Sharing Ideas in the Chat Rooms
	<ul style="list-style-type: none"> How to write an RFP The benefits of project managers to help associations write RFP's What business partners need to know in order to provide you the best quote <p>From the experts in landscaping, pools, general contractors, security gates and cameras as well as management companies</p>	<ul style="list-style-type: none"> When disaster strikes and your association makes the headlines Dealing with the media Local lessons learned when jets crash into your complex Local lessons learned from Hurricane Matthew flooding Making insurance claims Working with your emergency response teams like FEMA, CERT, fire dept, police dept, etc. 	<ul style="list-style-type: none"> Accounting Insurance Law <p>Get in on the fun and live action on when to call in the professionals!</p> <p>Attention Board Members: Your association manager is not necessarily the expert!</p>	<ul style="list-style-type: none"> Violations and enforcement of documents What you can enforce What you can't enforce A Mock Due Process Hearing <p>See what happens when site managers, portfolio managers and board members get it right and what happens when they get it wrong.</p> <p>This is NOT a basic course! Come prepared!</p>	Network, share ideas and ask questions in the facilitated roundtable discussions where leaders are helping leaders build better communities. Join one of these group discussions on a variety of topics. <ul style="list-style-type: none"> Almost-Free Legal Advice Board Presidents Virginia Condominium Act Rules & Regulations Reserves & Funding Landscaping: New Curb Appeal When Boards Turn Rogue Transition <p>Seating is limited so arrive early.</p>
	Heidi Daniels CMCA®, AMS® Property Management Associates Jim Durkee AAA Pool Services, Inc. Tim Morgan, CAGSD Mid-Atlantic Entry Systems, Inc. Kayla Seil BrightView Landscape Services Morgan Wade Ardent Contracting	Michael Barakey Fire District Chief Paramedic Virginia Beach Fire Department Jeffrey A. Hunn, Esq. Pender & Coward, P.C.	Roy Beskin, CIC Beskin-Divers Insurance Group Mark DesRoches, CPA DesRoches & Company CPAs, P.C. Elizabeth L. White Atty at Law, CCAL® Sands Anderson PC	Deborah M. Casey Atty at Law, CCAL® Vandevanter Black LLP Heather Scourfield CMCA®, AMS® The Select Group, Inc., AAMC®	
12:45 p.m. - 2:00 p.m.	VISIT THE EXHIBITORS IN THE TRADE SHOW in Ballrooms Two and Three LUNCH BUFFET WITH SPEAKERS AND EXHIBITORS 50/50 RAFFLE AND GRAND PRIZE DRAWINGS* AT 1:45pm ON STAGE				
Door Prizes are drawn at 1:30 p.m. Exhibit Hall Closes at 2:30 p.m.	*Grand Prize Drawing — you must be present to win! To be eligible to win one of the grand prizes - visit all booths, get a "stamp" at each booth and return your punch card to the SEVA-CAI Booth by 1:30pm.				
Classroom	1 - A	1 - B	1 - C	1 - D	
2:15 p.m. - 3:30 p.m.	<i>Covering Uranus</i>	<i>The Intergalactic Council</i>	<i>Who Owns The Moon?</i>	<i>Alien Resurrection</i>	
	Covering Your Assets <i>An Intermediate Course</i>	Board and Annual Meetings <i>Best Practices</i>	Mine, Yours and Ours <i>An Intermediate Course</i>	Covenant Violations A Mock Trial - Part II <i>An Advanced Course</i>	
	<ul style="list-style-type: none"> Protecting your community from Darth Vaders Discrimination claims Common reasons why associations get sued Liability issues and insurance What exactly is included in workers compensation coverage and why your association may need it <p>If you don't do it, who will?</p>	<ul style="list-style-type: none"> Notices Quorum Requirements Executive Session Proxies Meeting Minutes <p>Are you confused about all these meetings? Too much paperwork bogging you down? These best practices are sure to ease board members and managers anxieties!</p>	<ul style="list-style-type: none"> Maps, Plats and More <ul style="list-style-type: none"> - Defining the lines - Interpreting horizontal lines - Interpreting vertical lines Unit vs. common elements Limited common elements Documents and Definitions <p>Who owns the moon? Today's flight will help you decide! All Aboard!</p>	You be the jury during this mock trial! <ul style="list-style-type: none"> Learn what happens when a due process hearing goes to court What to expect in court What not to wear What not to say Rules of trial <p>Buckle your seatbelts! This is going to be a bumpy ride!</p>	
	Barry Dorans, Esq. Wolcott Rivers Gates Connie E. Phillips CIC, LUTCF, CSA, CIRMS® Connie Phillips Insurance / Financial	Carol Lare, AMS®, PCAM® Glenwood Community Association Phil Massa, AMS®, PCAM® Atlantic Community Management Corporation, AAMC®	Austin J. Scanlon, III Austin Scanlon Associates Rich Shermer, CMCA®, AMS® United Property Associates, AAMC® William W. Sleeth, III, Esq. LeClairRyan, A Professional Corporation	Kathleen Panagis, Esq. Whiteford, Taylor & Preston, LLP Jerry Wright, Esq. Chadwick, Washington, Moriarty, Elmore & Bunn, P.C.	
4:00 p.m.	VALET PARKING ENDS				
	<i>CA Day 2018 Education Sessions, Speakers and Facilitators are subject to change.</i>				