



MEMBERS BUY FROM MEMBERS

Choosing Your Next Vendor

“Please get together three bids and submit for approval by the end of the week.” For those in property management these words have likely been spoken to you at some point, but where do you go from there? As someone in charge of this decision, what happens next should not be taken lightly as ultimately the work produced will be a reflection of your research and who you recommended to do the work.

Most common, the first step in getting bids is to type what you are needing into an internet search. Effective in finding three suitors, yes, but who are they? Are those on page one of the results because they are the best or did they pay for that positioning? And are those glowing reviews from true customers or from the owner’s proud mother and best friend? Surely there has to be a better way, right?

Let us introduce you to the AAGW supplier directory located on the AAGW website. Not only are there over 100 suppliers to choose from, each of those listed have been vetted by the AAGW Board of Directors and have proven good business practices, top-notch customer service, and are familiar with the apartment industry.

Besides finding a quality vendor, you will be supporting suppliers who have already invested in the apartment industry. Without their commitment to both the AAGW and the NAA, the property management landscape and those working in the field would have a large negative impact. Among many other things, supplier funding gives constant support to legislation that protects owners and their employees and also strengthens our local work force by bringing in quality educators for our membership.

The support you show to our members is greatly appreciated. If for some reason you have issues locating the vendors needed on the supplier directory, please email admin@myaagw.com for support. We would be happy to help you get those three quality bids into your boss before the week ends!

Member of the Month

By Rhiannon Giffin, Key Management

Brianna Coss, office manager of Precision Construction Services, began her involvement with the AAGW shortly after being hired in 2012 by attending association meetings and visiting with the different property managers around Wichita. She quickly realized these meetings provided her with a great opportunity to better know her customers and build a relationship off the job site.

While you can see Brianna at several AAGW events during the year, her favorite is the Round for the Red golf tournament. “It’s so much fun to see everyone come together and volunteer/play for a great cause. It is such a relaxed environment, you really get to see another side of people.” Brianna admits one of her biggest challenges is getting out of the office and meeting with more members in person, events like the golf tournament help her so she can put a face to all those enjoyable phone calls and emails.

When asked her opinion on the best aspects of the AAGW, Brianna quickly pointed out the continuing education and networking opportunities provided at the monthly membership meetings. “Its good to know what property managers and maintenance staffs would like from you as a supplier and hearing what they go through each day. Knowing what they need and what they expect helps me when it comes to making sure my customer’s are happy.”



Brianna Coss
Precision
Construction Services

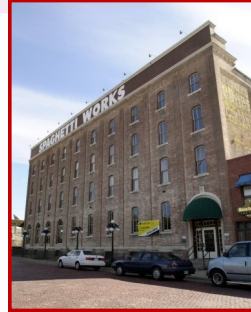
the grapevine

Adam Brooks - Oxi Fresh Carpet Cleaning

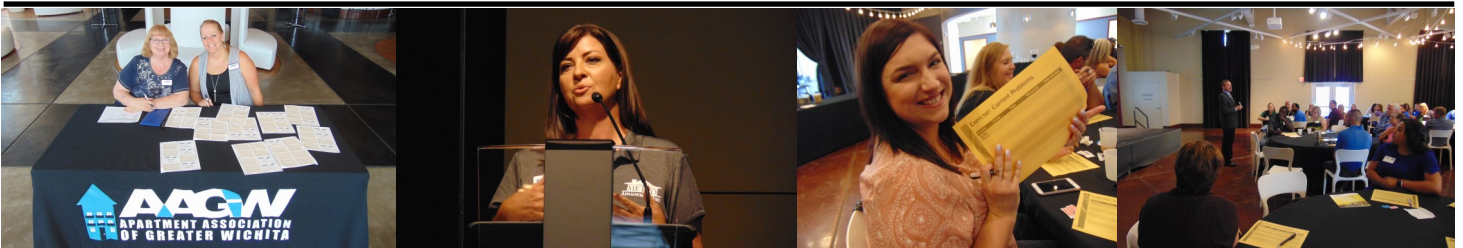


Oxi Fresh Carpet Cleaning would like to introduce Adam Brooks as the newest member of their team. He joined the company over 3 months ago and they are very proud of the work he has done for them. Keep it up Adam!

Spaghetti Works



It was recently announced that the old Spaghetti Works building, built in 1894, will now be home to 41 new luxury apartments. This will be part of the new "Spaghetti Works District" downtown.



Thank you to those who were able to attend July's monthly membership meeting. Attendees learned about pavement maintenance from Blake Blasi with Cornejo & Sons, leasing sales techniques from Kim Robertson, and effective problem solving with our guest speaker, Darian Bebout.

After the meeting the AAGW Legislative Committee hosted a dunk tank fundraiser where members were given the opportunity to dunk some of the local leaders in our industry. We are happy to report the event's success with nearly \$400.00 raised for the NAAPAC!



AAGW Paint the Towne Event

August 28th · 4:00-6:00 pm · Paint the Towne East

The AAGW will be hosting an afternoon networking event at Paint the Towne East this month. This event will be a great team-building exercise for your staff and also a great way to meet other members in the community.

If you have a friend that is currently not an AAGW member who works at an apartment community or at a supplier company that does business with apartment properties, bring them along for **FREE**. Each paid registration can bring one non-member guest using the code **FRIEND** during registration.



ANNUAL MEMBERSHIP MEETING

AUGUST 23RD
DISTILLERY 244 OLD TOWN
11:00AM – 1:00PM

- ◆ Recognize Outgoing Board Members
- ◆ Vote for Supplier Board of Directors Positions
- ◆ Approve new Board of Directors



Keynote Speaker: Ford Saeks

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UPCOMING EVENTS

Wednesday, August 8th, 11:30 am - 1:00 pm
 Metro Appliances & More
 Board of Directors Meeting

Wednesday, August 15th, 12:00 pm - 1:00 pm
 Furniture Options
 Suppliers Council Meeting

Thursday, August 23rd, 11:00 am - 1:00 pm
 Distillery 244 Old Town
 Annual Membership Meeting feat. Ford Saeks

Tuesday, August 28th, 4:00 pm - 6:00 pm
 Paint the Towne East
 AAGW Paint the Towne Membership Event

Thursday, September 13th, 11:30 am - 1:00 pm
 Metro Appliances & More
 Board of Directors Meeting

Beginning Monday, September 17th
 Build U
 NALP Credential Course with Katie Riggsby

Wednesday, September 19th, 12:00 pm - 1:00 pm
 Furniture Options
 Suppliers Council Meeting

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