



**AAGW**  
**APARTMENT ASSOCIATION**  
**OF GREATER WICHITA**



## **Cox Communications**

### **What is New at Cox?**

Quite a lot, actually! We have recently partnered with Netflix and have a new modem that eliminates “dead zones” in your home, making your Internet and TV experiences even better!

- The Netflix partnership means that if you are currently a Netflix customer, your content will be available on your Contour device. No more watching Netflix in one room and your regular TV in the other. Cox will now show you Netflix content with your regular TV content, so if your movie is available to rent through On DEMAND but free with Netflix, you will know right away. Having your TV platforms merged means everything is there with one click, or even a simple Voice Command with your Contour remote.

- The Panoramic Modem by Cox is a new technology that allows you to get quality Internet connection on all your wireless devices whether you are standing right next to your modem or on the other side of your home. Even when everyone in your home is online at once, you can still download shows, stream movies, play games and more with Panoramic WiFi and Cox High Speed Internet. Panoramic WiFi connects a network of devices that cover your whole home, from top to bottom, around every corner.

For more information on the new services Cox provides, please visit your local retail store.



**NETFLIX**

# **Member of the Month**

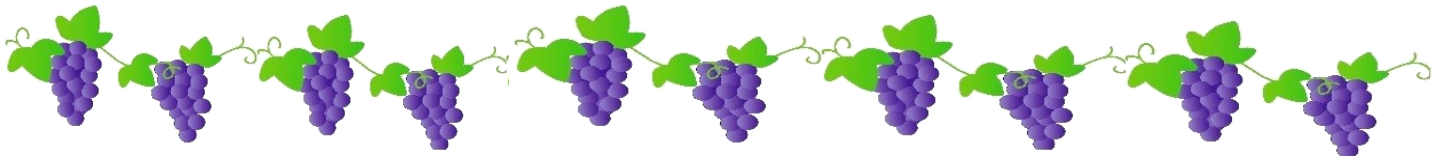
By Rhiannon Giffin, Key Management

Samantha Dubree was an easy selection for our July Apartment Member of the Month. She has been very active in her new role on the Board of Directors this past year, specifically heading up the PAC committee. To think it all started 4 years ago with Samantha applying for a floating leasing agent position for Weigand-Omega, looking for a fun way to earn money while in college. It didn't take her long to find that this was not just a job, but a career.

She loves being able to help her prospects find their forever homes and bonding with them as residents by providing the best customer service and making sure they know they are appreciated and cared for. Samantha feels her biggest challenge is competing with all of the new apartment developments Wichita has produced recently. Choosing to serve on the Board to advance her own knowledge in our industry, she was excited to help educate other members about the AAGW and why being a member is so important. On her best AAGW experience, Samantha had a list, but decided to stick with simply volunteering at any of our many events because she loves seeing the smiling faces on members and sponsors when all the hard work comes to fruition. For the future, she would like to see AAGW continue our efforts to reach the next generation of property management professionals, sharing with them the benefits of networking and the importance of being actively involved.

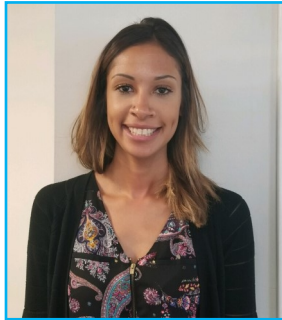


**Samantha Dubree**  
**Twin Lakes Apts**



# The Grapevine

## Shasta Outland - Brookwood Apts



Monarch Investment and Management Group would like to welcome Shasta Outland to their team as the new Assistant Manager at Brookwood Apartments. She brings experience from the hospitality industry and when not working enjoys her time with her 3 year old son and watching North Carolina basketball. Go Tar Heels!

## Vanessa Entz - Marina Point Apartments



Congratulations to Vanessa Entz of Builders Inc who was recently promoted to Property Manager at Marina Point Apartments. She has been trained by some of the best and we look forward to continuing to watch her grow in our industry, well deserved!



Thank you to everyone who took part in this year's Round for the Red golf tournament at Tallgrass Country Club on June 8th. With the help of our volunteers and generous sponsors we were able to raise \$30,000 for the Red Cross. This donation brings the AAGW's 14-year total to \$300,000!!!



**EFFECTIVE** 7.19.18  
**PROBLEM SOLVING**



**MEMBER MEETING**

featuring **B2B**

back to basics  
Part IV: Leasing Sales Techniques

**VENDOR SPOTLIGHT** *Cornejo & Sons*

### Monthly Membership Meeting: Effective Problem Solving

July 19th · 11:30-1:00pm · Abode Venue

How can we better engage our fellow employees? What can we do to make them more productive? Are people always the problem?

July's membership meeting will focus on techniques for problem solving in the workplace. Darian BeBout with WSU's Center for Management Development will lead this presentation and help answer these questions and much more drawing from his 30+ years in program management.

Register today at [www.myaagw.com](http://www.myaagw.com)

# NALP

This September the AAGW will be offering a NALP course taught by Advanced Instructor Katie Rigsby. Once completed you will have the opportunity to earn your NALP credential and boost your career!

This in-depth class will give the tools to improve generating traffic, qualifying tenants, overcoming objections from prospects and current residents and much more.

Registration is now open at [www.myaagw.com](http://www.myaagw.com)  
Deadline to Register - August 16th

## NATIONAL APARTMENT LEASING PROFESSIONAL®

### UPCOMING EVENTS

**Register Today at [myaagw.com](http://myaagw.com)!**

**Thursday, July 12th, 11:30 am – 1:00 pm**  
Metro Appliances & More  
Board of Directors Meeting

**Wednesday, July 18th, 12:00 pm - 1:00 pm**  
Furniture Options  
Suppliers Council Meeting

**Thursday, July 19th, 11:30 am - 1:00 pm**  
Abode Venue  
Monthly Membership Meeting: Effective Problem Solving

**Thursday, July 19th, 1:00 pm - 3:00 pm**  
Abode Venue  
AAGW-NAAPAC Fundraiser Dunk Tank

**Thursday, August 9th, 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

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