

## Legal Seminar with Todd Whitlow

Thursday, October 21, 2021

8:45 AM - 4:00 PM

Highland Country Club

1105 Highland Country Club Drive

Fayetteville, NC 28305

Registration is open until 10/18/21 at 12:00 PM , 6 CEC's

### Morning Session - NAA Lease & Addenda Review

A complete review of the NAA Lease and addenda providing a breakdown of provisions utilizing hypotheticals to demonstrate the application to real world examples.

\*\*Lunch will be provided between the two sessions.

### Afternoon Session - Legal Issues

A review of a variety of legal issues dealt with in property management including things such as debt collection, fair housing, domestic violence, evictions, early termination of lease agreements, security deposit regulations, referral fees, property management licensure, etc.

### About the Instructor: Todd Whitlow

Todd Whitlow is a partner with Brownlee Whitlow & Praet, PLLC, a law firm that provides a full range of legal services to the multifamily industry throughout North Carolina and South Carolina. He is active on the NAA Lease Advisory Committee and the AANC Member Services Committee.

Todd attended the University of North Carolina – Chapel Hill for his undergraduate studies before attending Campbell University for law school where he graduated with honors. Todd is a native North Carolinian who grew up in Oxford, North Carolina. His practice areas include all aspects of landlord representation from Fair Housing issues to contract negotiations and drafting in addition to representing community associations throughout North Carolina. Todd is also licensed to practice law in the State of South Carolina. He is an active member and Deacon at Hayes Barton Baptist Church in Raleigh, NC. When not working or serving the Apartment Association, Todd enjoys traveling, running, tennis and spending time with his wife, Kristie, and daughters, Bellamy and Hadley.



**Brownlee Whitlow & Praet**

PROPERTY SOLUTIONS LAW

# CAM - Certified Apartment Manager

Whether you are a property manager or new to property management, this course provides in-depth training and expertise just for you! Earning the CAM credentials gives you the skills to increase your community's net operating income; the knowledge to effectively manage an apartment community; and most importantly, the ability to achieve your property owners' investment goals. Deadline to **register** is 1/7/2022 at 5:00 p.m. Take the **CAM Self-Assessment Tool** to see if you are ready for CAM.

## **Class dates are 9 am to 5 pm on the following dates at The Regency:**

- 1/19/2022 - please arrive 15 min early
- 1/26/2022
- 1/27/2022
- 2/9/2022
- 2/10/2022

## **What You'll Learn:**

- Occupancy rates
- Comprehensive marketing plans
- Sales team management and product readiness
- Equitable treatment of current and potential residents
- Resident retention and the maintenance of a positive company image
- Consistent and ongoing resident communication
- Positive resident service and issue resolution
- Enforcement of company policy in compliance with laws and regulations
- Property inspections
- Preventive maintenance programs
- Service request process
- Apartment turnover process
- Contractors and vendors
- Recruitment, hiring, orientation and training of high-caliber employees
- Systematic employee evaluation
- Employment regulations and record keeping
- Analysis of the property's financial operations with corrective actions for underperformance
- Monitoring of property performance to achieve the owner's investment goals
- Accounting principles and practices
- Maximizing net operating income
- Reporting property performance honestly and accurately

## **Requirements:**

To obtain the CAM credential, candidates must complete the following:

- Minimum of 12 months of onsite property management experience
- Successful completion of all CAM coursework (totaling 40 hours)
- Meet all examination standards within six (6) months of declaring candidacy



## **About the Instructor: Mindy McCorkle:**

Mindy McCorkle has 30+ years of leadership experience in multiple industries. She's held positions from front-line roles to executive positions and is seen as a mentor and leader by many. She has too many awards and accolades to list here but has been recognized locally and nationally for her instructional expertise.

Mindy owns Enhancement Talent Development where she provides clients with customized learning experiences, team coaching, consulting, and other talent related services. The B2C side of her journey is Life Enhanced, a subsidiary of Enhancement Talent Development, and that's where Mindy works with individuals to help them grow personally and professionally, and find greater happiness and fulfillment through transformation, realignment, and learning experiences. She is a perpetual learner and loves to inspire others to continue learning as well.

Mindy is also an author who publishes inspirational works, self-development books, and virtual learning sessions.

She brings a unique authenticity to every interaction and presentation and shares transformational insight from her experiences. She's not a game changer; she's creating a whole new game!



# Starlight Award Nominations are now open!

Who do you think is deserving of the following 2021 award categories?  
If you did not attend the Tradeshow on 9/16/2021, here is your chance to tell us!

[Click here](#) to give us your nominations.

The deadline to complete this form is October 8th, 2021 at 5:00 p.m.

## **Award Categories:**

Community Manager of the Year  
Assistant Manager of the Year  
Leasing Consultant of the Year  
Rookie of the Year  
Best Social Media of the Year  
Maintenance Supervisor of the Year  
Maintenance Technician of the Year  
Supplier Representative of the Year  
Community of the Year  
Regional Manager of the Year  
Executive Support Team Member of the Year  
Most Improved Community  
Most Innovative Community Feature  
Team Member of the Year



**Event details coming soon!**



# Monthly Memo from the GFAA President

Dear GFAA Members,

I first want to say how much I enjoyed the Tradeshow in September, and seeing all of our members that were able to attend. Thank you to all of the Suppliers that had booths, our venue and vendors for making this event happen; and our Vendor Council Committee for planning this successful event.

I personally will be on the panel for the AANC Student Housing webinar on October 27th, 2021 from 11 am-noon. So much in the student housing industry has changed! Join AANC for an engaging session discussing North Carolina's future of student housing as we move forward in our new normal.

Cost: \$19.99 member, \$39.99 non-member, 1 CEC.

This webinar is sponsored by Restore Pro Reconstruction.

In this webinar, you will learn:

- ☒ Pandemic Related Shifts
- ☒ Challenges and New Approaches
- ☒ What to Expect in the Next 5 Years

...and more! [Click here](#) to register.



We have a busy fourth quarter planned. If you are need of CEC's , join us for October's Legal Seminar with Todd Whitlow, November's Conflict Seminar with Denise Ryan, and Mindy McCorkle's Supplier Webinar of Holiday Stress Reducers in November We encourage your participation in the GFAA Holiday Hustle Drive for new toys to support the Second Harvest Food Bank. This is our last drive of 2021 for them, so let's make it our best! Also, stay tuned for upcoming announcements on the Holiday Party and Starlight Awards Ceremony.

Sincerely,

Jennifer Pittman, CAPS, CAM  
GFAA 2021 President  
gfaapresident2020@gmail.com





# GFAA Holiday Hustle

## GFAA Holiday Hustle



The Second Harvest Food Bank needs new toys in their original packaging to give to hundreds of children across several counties in our area in time for the holidays!

Join us in collecting gifts, for all ages 0-18 years old. The toy drive will start 10/1/2021, and end 10/31/2021. If you are in the local market, we will pick up your donations during the first week of November. This is the last drive we will host this year for this charity - so please get your team, clients and residents involved.

\*Retailers such as Five and Below, Big Lots, Walmart and Dollar General carry all of these items at low cost!

### Item suggestions:

Dolls & Accessories  
Educational Toys -Science kits  
Action Figures - any characters  
Board Games and Card Games  
Baby & Toddler Toys  
Earbuds and other small electronics  
Popular Trading Cards -Pokemon or Yu-Gi-Oh  
Arts & Crafts kits  
Toy cars/remote control vehicles  
Dress Up & Makeup  
Musical Instruments  
Building & Construction Toys  
Sports & Outdoor Play  
Puzzles

### **Mail your Donations!**

If you are out of the local Fayetteville market and would like to donate toys, you can order online and have them shipped to the following address by 10/31/2021:

GFAA  
P.O. Box 25006,  
Fayetteville, NC 28314

- or -

### **Send gift cards, and we will shop for you!**

If you do not have time to shop, but would like to donate, you can ship gift cards to local retailers to the address above, and we will shop for you! We will also post a picture on our social media and mail you back your receipt!

**SECOND HARVEST  
FOOD BANK**  
Southeast North Carolina



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- Increased resident satisfaction

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Kristen Micallef

Community Development Manager - NC

(734) 658-2042

kristen.micallef@metronetinc.com

metronetinc.com

<sup>1</sup>Source: Fiber to the Home Council, June 12, 2019



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Sales Representative

Phone 910-818-4433

Email [Kris.L.Kenney@sherwin.com](mailto:Kris.L.Kenney@sherwin.com)

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PROPERTY SOLUTIONS LAW



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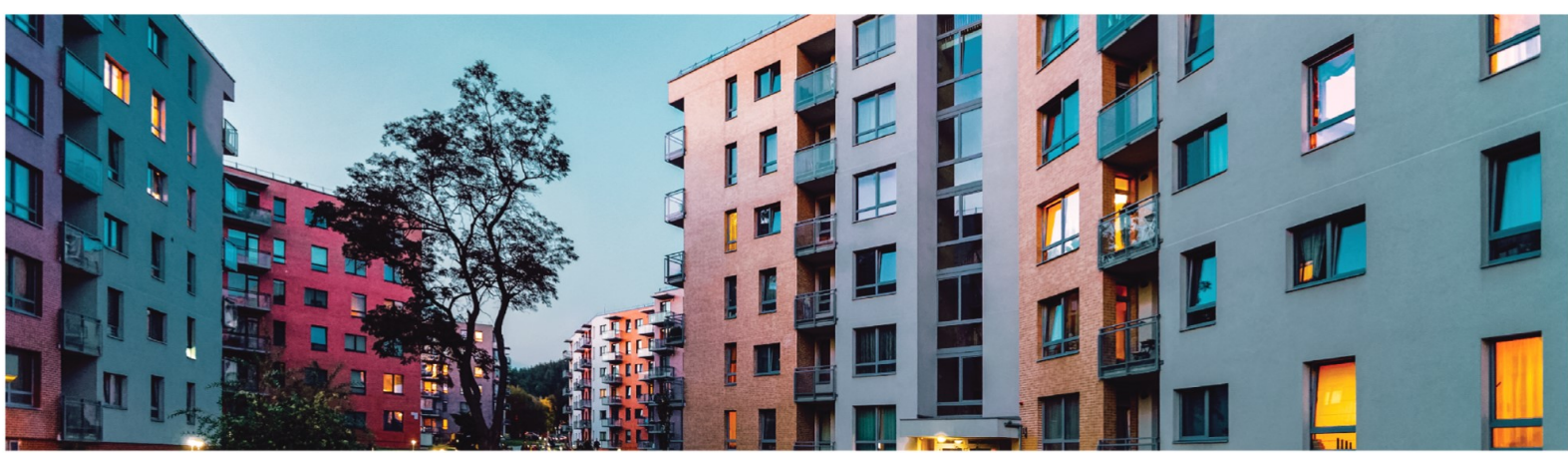


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**Brenda Leidholdt**, Business Development Manager  
 cell: 910.824.5129 email: [Brenda.leidholdt@goblusky.com](mailto:Brenda.leidholdt@goblusky.com)



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## **GFAA Scholarship Opportunities for you!**

Are you interested in earning a designation in 2022? The GFAA is a strong supporter of Education and is looking for their next scholarship winners for CALP, CAM, CAPS, CAS or CAMT.

The deadline to turn in the application and all supporting documents is 5:00 p.m. on Friday, November 12th, 2021.

Click below for more information and the applications:

**[GFAA Sandhills Scholarship](#)**

**[GFAA Diversity & Inclusion Scholarship](#)**

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**Greater Fayetteville Apartment Association**

P.O. Box 25006

Fayetteville, NC 28314

Phone: 910-929-0217

Email: [info@mygfaa.org](mailto:info@mygfaa.org)

Website: <http://www.mygfaa.org>

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