

Thank You For Participating in the 2022 GFAA Trade Show!!!

The GFAA Trade Show was held Thursday, September 29. We had 34 booths and more than 200 attendees — thank you for making this year's trade show a success!

Whether you attended the trade show or couldn't join us, we want to hear from you. Your feedback will help us make future trade shows an even better experience for you! **Complete the trade show survey by October 21!**

Congratulations to our winners! Exhibitors will be contacting their winners directly.



- **CORT** - Best Overall Booth - Suppliers
- **Carlos Martinez** - Best Costume - Individual Supplier
- **Kris Kenny** - Best Costume - Individual Attendee
- **Apartment Dynamics** - Best Group Costume - Attendee

Certified Apartment Leasing Professional

Tuesday, October 18 - Thursday, October 20

Leasing professionals are the first people prospective residents meet and are responsible for generating traffic, conducting leasing demonstrations, overcoming objections and qualifying prospective residents. This program teaches all these skills and more.

Earning CALP, your first industry credential, signals to an employer your commitment to a career in residential property management.



**CERTIFIED APARTMENT
LEASING PROFESSIONAL®**

[Register Here](#)

Legal Seminar With Will Brownlee

Thursday, October 27 | 9 AM - 4 PM

A full day reviewing a wide variety of legal topics affecting North Carolina landlords, including:

- Evictions: A to Z, including how to anticipate/avoid common resident defenses before filing any eviction
- NC Debt Collection Laws
- Common Landlord Myths -- and how to avoid them
- Discussion of the latest federal and state updates affecting evictions and your rights/obligations as a NC landlord
- Review of other case law precedents and regulatory and legislative changes that impact NC landlords
- As always, as many attendee questions as we can pack into one day

[Register Here](#)

2023 *Updated* Budget Memo: Education & Events

Date	Class/Event	Location	Member Price
January 1, 2023	Membership dues invoice get mailed and emailed to all members	-	
January 5-6, 2023	Appliance Repair Class with John Riggs at FTCC	FTCC	\$199.00 member \$250.00 non member
Jan 17, 18, 24,25,26	CAPS with Mindy McCorkle	TBD	TBD
February 8, 2023	Starlight Award Ceremony	McCormick Farms	
February 14, 2023	CPO with Mark Cukro	In person TBD	\$169 member \$199 non-member
February 16, 2023	Leasing Appreciation and Social Media Class Rachel Garavito Young	TBD	\$30.00 lunch only \$69 lunch + seminar \$49 Seminar Only
March 7 + 8, 2023	EPA/CFC with Mark Cukro	TBD	\$199 member \$249 non member
TBD	New Member Orientation	Go To Meeting 10-11 am	FREE
TBD	Maintenance Mania	TBD	TBD
TBD	GFAA Board of Directors Strategic Planning Session	TBD 9 am – 1 pm	Presented by BRM, for BOD only, includes lunch
March 31, 2023	Deadline to pay membership dues to the GFAA	-	Blue Moon/NAA lease access can be cut off for non-payment of dues after this date
April 5, 2023	CPO with Mark Cukro	In person TBD	\$169 member \$199 non-member
April TBD	Night of Networking	TBD	
April 24-26, 2023	AANC “The Future is Calling” Education Conference	Raleigh, NC 6 CEC’s	For more information and registration, visit www.aanconline.org
May 2023 TBD	Supplier Webinars working with Mindy on Content 2023	Go To Meeting 10-11 am 1 CEC	Free for Suppliers \$10 all other members \$30 non-member
May TBD	Night of Networking	TBD	Free for members, sponsors are
May 18, 2023	Show Me the Money class with Brandon Negron, 3 CEC’s	TBD 11-3 pm	\$30.00 lunch only \$69 lunch + seminar \$49 Seminar Only
June 7-9, 2023	Apartmentalize	Georgia World Congress Center Atlanta, GA	For more information and registration, visit www.naahq.org
June TBD	Night of Networking	TBD	

2023 *Updated* Budget Memo: Education & Events

July 2023 TBD	Supplier Webinars working with Mindy on Content 2023	Go To Meeting 10-11 am 1 CEC	Free for Suppliers \$10 all other members \$30 non-member
July TBD 2023	Vendor Bowling Appreciation Night	Lafayette Lanes Raeford Rd 6-9 pm	Free for Suppliers! \$15.00 for all other members – covers game/shoes/meal
Aug 17, 2023	Brunch + Insurance Claims 101 w/ BluSky and State Farm	Highland Country Club Small Room 2 CEC's	\$49 includes brunch 10 – 1
TBD	CALP Instructed by Angela Raupp	TBD – in person 8:45 -5 pm all 3 days	\$399 Sponsor – Loeb sack & Brownlee Deadline to register 7/30/2023.
TBD	Tradeshow	Crown Complex - Expo Building	starts 6/1
October 26, 2023	Legal/NAA Seminar with L&B	Highland Country Club 6 CEC's 9 am -4 pm	\$99 includes lunch
November 16, 2023	Annual Membership Meeting (voting)/Lunch, and Toni Blake	Highland Country Club 3 CEC's 11:30 am – 4 pm	\$30 lunch only \$89 lunch + seminar \$500 watch parties
TBD	Holiday Party	Highland Country Club 6-9 pm	\$49 per person

*Dates, rates, and locations are subject to change at the discretion of the GFAA,

Yellow Confirmed

Light Blue Pending

Red Changed

We will have quarterly supplier webinars with Mindy McCorkle- Dates and Subject TBD

We will also be offering CEC classes virtually in 2023 on different topics Stay Tuned



Join a Committee

Learn more at MyGFAA.org/Committees

Annual Member Meeting, Luncheon, Seminar

Thursday, November 17

Speaker: Mindy McCorkle

Annual Meeting Luncheon 11:30 AM-1 PM

Seminar: 1-4 PM

Interviewing and Hiring Practices That Need to Adapt to the New Workforce

Have you ever selected a candidate based on how well they interviewed, only to be disappointed at their actual performance once they start? Is it harder than ever to find good quality talent? Struggling to find candidates who are qualified and who will stick around for a while?

Learn how to approach the candidate selection process in a way that helps identify the best candidates for your team and allows you to select based on evidence and not gut.

Come away with a unique approach to the interview process to help you find the RIGH associates for your open positions.

[Register Here](#)



Upping Yourself Fulfillment Games In Difficult Times - Webinar

Tuesday, November 15, 10 AM

How you feel at the end of most days is the best way to gauge your self-fulfillment level. And when our self-fulfillment is low, our productivity suffers, our passion wanes, and our goals are even harder to achieve.

Learn 6 tips for upping your self-fulfillment even during the most stressful times.

[Register Here](#)

GFAA Maintenance Scholarship Opportunity

Fayetteville Tech Community College Property
Maintenance Technician

Course Details:

- 280 hours, beginning October 24
- Class time: 8:00 AM - 5:00 PM
- Cost: \$343

GFAA is offering TWO scholarships:

- The scholarship will cover 100% of the \$343 class cost.
- Students must register and pay for the class. The scholarship will reimburse the student upon class completion of the course with a passing grade.
- To apply, interested candidates simply need a letter of recommendation from a GFAA member emailed to info@mygfaa.org with the subject line: **FTCC Maintenance Tech Scholarship**.





New At

FTCC

*Fayetteville Technical
Community College*

*Property
Maintenance
Technician*

**During this 280 hours class
(7 weeks) the following
content will be covered**

- HVAC – EPA Refrigerant Recovery /Recycling Certification
- OSHA 10 Construction Certification
- Appliance repair
- Intro to Basic Electrical Installation
- Intro to Basic HVAC
- Intro to Basic Plumbing
- Intro to Basic Carpentry
- Painting
- Certified Pool Operator Certificate
- Computer Applications
- Customer Service and Communication Skills

This course is designed to introduce the elements of construction building trades including electrica, safety, hand tools, carpentry, appliance repair, drywall, certified pool operator, and HVAC maintenance.

For more information please call 910-678-8430.

National Apartment Association

NAA Diversity, Equity & Inclusion Awareness Week October 10 - 13

The second annual NAA Diversity, Equity & Inclusion (DE&I) Awareness Week is here with even more imperative knowledge on sustaining DE&I policies in the workplace and beyond. Building on last year's lessons of storytelling, allyship and leadership, you'll learn about **supporting an intergenerational workforce, uncovering microaggressions, promoting inclusivity and building a foundation for diversity, equity and inclusion.**



Each day, you'll be guided by experts through online sessions that tie into the other lessons of the week, while also learning communication tactics from other rental housing professionals.

Register today for one or all the educational opportunities to broaden your DE&I knowledge.

Learning objectives include:

- Recognizing ageism and how to combat it
- Identifying, mitigating and coping with the harm of microaggressions
- Promoting workplace inclusion from the top down
- Understanding the state of DE&I in the rental housing industry from first-hand accounts and empirical data

[Learn more and register!](#)

Cracking Down on Synthetic Fraud

Wednesday, October 12, 3 - 4 PM

Fraudsters are working overtime to gain access to your sensitive information. The most common type of identity theft, synthetic fraud, uses multiple stolen sources of information to create a new fake identity. Join TransUnion's Vice President of Tenant & Employment, Maitri Johnson, Wednesday, October 12 at 3 p.m. ET to learn how synthetic fraud affects the rental housing industry, tools to detect fraud like the Fair Credit Reporting Act (FCRA) and other ways to help protect your company.

Learn more about:

- How synthetic fraud works and how to identify it
- What are the FCRA and non-FCRA implications
- How to protect against and prevent fraud

[Register Here](#)



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MetroNet will soon provide Fayetteville with **100% fiber optic** internet, TV and phone. Our network is built to handle multiple internet-connected devices at the same time, with virtually no buffering!

- Up to 8% increase in property values for MDUs with fiber access!
- Up to 11% in additional net income per unit!
- Increased resident satisfaction

Make the switch to MetroNet!

Kristen Micallef

Community Development Manager - NC

📞 (734) 658-2042

✉️ kristen.micallef@metronetinc.com

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1 Source: Fiber to the Home Council, June 13, 2019



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Sales Representative

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Brenda Leidholdt, Business Development Manager
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Apartment Association of North Carolina



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SOCIAL MEDIA
& MARKETING**

November 9, 2022, 1 CEC



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SAVE THE DATE!

THE
FUTURE
IS CALLING



2023 AANC Education & Legislative Conference

April 24-26 | Raleigh

Registration Opens December 2022



GREATER FAYETTEVILLE

★ APARTMENT ASSOCIATION ★

Greater Fayetteville Apartment Association

P.O. Box 25006

Fayetteville, NC 28314

Phone: 910-929-0217

Email: info@mygfaa.org

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

Click here to engage with our social media:

