

GFAA Gazette



Join us on January 17th, 2019 from 11:30 am—1:30 pm
for the “Of The Year” Awards Ceremony
at the Highland Country Club.

Best wishes to all of the nominees of the following categories:

- Property of the Year, 200 units or less
- Property of the Year, 201 + units
- Executive/Regional of the Year
- Leasing Professional of the Year
- Assistant Manager of the Year
- Property Manager of the Year
- Rookie Office Team Member of the Year
- Service Technician of the Year
- Service Supervisor of the Year
- Rookie Service Team Member of the Year
- Best Social Media/Online Presence
- Unique Property Feature
- Turnaround Property
- Vendor of the Year

Register online: <http://web.mygfaa.org/events/GFAA-Of-the-Year-Awards-201761/details>

GFAA 2019 Sponsors



Save the Dates!

- 1/17 Awards Ceremony
- 1/22 CAPS class begins
- 1/18 Deadline to register for CAM
- 2/7 CAM class begins
- 2/15 Deadline to register for CPO
- 2/20 CPO class
- 2/21 Member Luncheon and Leasing Bootcamp with Katie Rigsby
- 3/21 Maintenance Mania and Maintenance Appreciation Luncheon



**CERTIFIED APARTMENT
MANAGER®**



**A special recognition
to our Diamond
Sponsor Loeb sack and
Brownlee for our
NALP, CAM and CAPS
courses.**



Education – Upcoming Classes

Certified Apartment Manager

Earning your CAM credential allows you to demonstrate your skills, knowledge, and ability to manage an apartment community and achieve owners’ investment goals.

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). Must meet all examination standards within 12 months of declaring candidacy.

Class Dates are February 7, 13, 14, 20 and 21 at Westlake at Morganton from 9 am– 5 pm.

Register for CAM here by January 18th, 2019:

<https://greaterfayettevilleapartmentncassoc.wliinc1.com//events/Certified-Apartment-Manager-CAM--201757/details>

Certified Pool Operator with Mark Cukro

Whether it is your first time learning how to take care of a pool at your community, or it is time for your re-certification (every 5 years), click here to sign up for CPO:

<https://greaterfayettevilleapartmentncassoc.wliinc1.com//events/Certified-Pool-Operator-NC-with-Mark-Cukro-201762/details>



Class will be held at Addison Ridge from 9 am—5pm on February 20th, 2019. Students please bring a pen, pencil, notebook, sample of pool water, and a valid ID.

Leasing Bootcamp with Katie Rigsby

Whether you are new to residential property management or have years of leasing experience, this basic training session is ideal for anyone working to survive the challenges of being on the front lines of property management. By taking attendees through the vital stages of the leasing process, you will be armed with the tools to achieve success in a competitive market.

Key Takeaways from the seminar:

- *Identify the core values of a successful Leasing Professional
- *Learn how to recruit new residents through creative marketing
- *Improve telephone techniques to turn calls into visits
- *Obtain skills to confidently overcome objections and seal the deal



This class follows the Member Luncheon on February 21st at the Highland Country Club from 1-4pm. 3 CEC's (continuing education credits) Reserve your seat today!

<https://greaterfayettevilleapartmentncassoc.wliinc1.com//events/Member-Luncheon-and-Leasing-Bootcamp-with-Katie-Rigsby-201768/details>

President's Corner

Dear GFAA members,

As we begin a new year, we hope that all of our members benefited from the numerous education opportunities, legislative updates, and special networking events that took place through out 2018.

The Board of Directors brought well respected national speakers such as Ramstedt, Chad Moulin, Dr. Kevin Snyder, and many others to educate, motivate, and update us with multi- family trends and upcoming changes. In addition to these great classes, we also welcomed eight new National Apartment Leasing Professional designates and they will be recognized at our awards ceremony on January 17, 2018.

Welcoming this year's tremendous growth in our association allowed us to permanently add Jennifer Scott as our Executive Director in September 2018. Her background in apartment management and recently as a vendor member will bring great insight to our members.

Closing this year, we hosted a very successful Winter Wonder ball formal event at Highland Country Club. We announced our first winner for our Sandhills Scholarship Program and we are proud to announce: Nana Bentsi-Enchill as the recipient. Make preparations to join us next year and see who will be crowned the GFAA King and Queen in 2019!

Through our combined efforts and donations we generously helped our charity of the year, Kids Peace. This amazing non-profit organization helps foster children in our community and provides them with desperately needed services to heal and succeed. Thank you for all your contributions and we are proud to support them again in 2019 . There will be many future opportunities for you to help a foster child in need.

The committed board members and volunteers have been working diligently to plan out next year's events. We have listened to suggestions and are thrilled to add new luncheons planned at different locations in Fayetteville and surrounding areas. We have "Lunch and Learns" scheduled along with evening networking events. Please follow our social media to have the most up-to-date information.

In closing, it has been with great pleasure to serve at President for the Greater Fayetteville Apartment Association. I look forward to serving you again in the upcoming year but, I want to emphasize; this is your association. Our ultimate goal is for the Greater Fayetteville Apartment Association to be a valued resource to you and your company. We are always striving to serve you better; your feedback and suggestions are welcome. Please feel free to contact me at gfaapresident@gmail.com.

Sincerely,
Catina Rhinehart,, 2019 GFAA President

GFAA Movers and Shakers

We are so excited to share the following accomplishments with our GFAA Members!

- * Nana Bentsi-Enchill of Hawthorne Residential Partners won the GFAA Sandhills Scholarship for 2018. Nana is enrolled in our 2019 CAPS course.
- * Catina Rhinehart of Morganton Management was accepted in the National Apartment Association Leadership Lyceum for 2019. Our association is a part of Region IV for NAA, which includes North Carolina, South Carolina, Tennessee, Kentucky, and Georgia. For our region we are able to send only 3 candidates, and on a national level there are only a total of 31 people selected for this honor!
- * Karen Perkins of Blue Ridge was elected to serve as secretary for the Apartment Association of North Carolina on their Board of Directors. We are so proud to have someone from our association to serve at the state level!

If you have any exciting news to share about any member of the GFAA, please email us at greaterfayetteville@gmail.com.



Congratulations to the NALP class of 2018!

Faydra Ferguson
Shanna McDade
Miriam Zepeda
Brenda Terry
Sarah Ikeya
Crystal Melvin
Asja Davis
Chia Hayes



KidsPeace 2019 Calendar of Events:

February 8-15 Coin Drop
February 22 Coin Drop Announcement
April 2-4 Foster Care Parent Orientation
April 8 Chair Pick up
April 25 Cork and Fork
April 27-28 Dogwood Festival
April 28 Dirtbag Strawberry Festival
May Foster Care Awareness Month- Ribbon Tree Event TBA
July 9-11 Foster Care Parent Orientation
August 20 Chair Drop Off
September 26 KidsPeace Fayetteville Auction
October 1-3 Foster Care Parent Orientation
December 8 Christmas Gala
December 13-14 Dirtbag German Christmas Market



Greater Fayetteville Apartment Association

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

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Follow us on Instagram! <https://www.instagram.com/greaterfayetteville/>



Connect with us on Linked In! <https://www.linkedin.com/in/greater-fayetteville-apartment-association-992139134>



Maintenance Mania

3/21/2019

Ramada Plaza, 1707 Owen Drive,
Fayetteville



Practice 11:00 am—12:00 pm
Maintenance Appreciation Luncheon 12:00-1:00 pm
Competition and Awards 1:00-4:00 pm

We can not wait to see who the GFAA champions are in these following games:

AO Smith Water Heater Installation
Fluidmaster Duo Flush Toilet Conversion
Frigidaire Icemaker Installation
Kidde Fire & Carbon Monoxide Safety Installation
Kwikset Key Control Deadbolt Test
SmartBurner™ Heating Element Installation
Smart Comfort Air Conditioner Repair
Race Car Competition

Competitors: Click here to watch training videos on these games and start building your race cars. We will have wheels and rule books available at the February luncheon!!

<https://www.naa.org/maintenance-mania/competitor-information>