

# St. Louis Apartment Association's Product & Service Council 2021 Candidate Bios



## **Laura Bruyere, Apartment Leasing Solutions**

Laura is the founder & Executive Problem Solver of Apartment Leasing Solutions. Laura has a long history in St. Louis property management, starting her career as a leasing consultant with Draper & Kramer, Inc in the mid 1980's. She has over 30 years of successful property management experience, excelling at leasing and marketing. Following her passion for leasing and training, Laura started Apartment Leasing Solutions in 2007.

Laura has been an active member in the SLAA since 2007. She has been a three-time Rising Star nominee. Winner of Salesperson of the Year 2012 and local Vendor of the Year in 2016. Laura is 1<sup>st</sup> VP of the Products and Service Council, has previously served on the SLAA Membership committee, and is a regular NALP instructor, multifamily speaker, trainer & motivator. She would be honored to continue serving on the P & S Council.



## **Deb Done, Apartment Search**

Deb is President and Owner/Broker of Apartment Search, Inc & has been with the company for over 30 years and has over 30 years' experience in the industry. Apartment Search is a locally owned and operated rental locator service proudly celebrating 35 years in the industry!

Apartment Search represents apartment communities as well as owners with single family homes, duplexes, or condos for lease in finding qualified tenants for their vacancies.

Deb oversees day to day operations of the company as well as the listing of privately owned rentals, property relations and participation in business related associations both on local and national levels.

Deb was a member of the 1<sup>st</sup> Product & Service Council, is a past President and has chaired and served on several committees during her various terms on the council. She currently serves on the Fall Expo committee. She looks forward to continued involvement with the SLAA & serving the vendor membership.



### **Michael Peterson, Repete Marketin**

Michael's multifamily career started in 1995. Marcia Bollinger (now president of Costar) hired me at Apartment Guide as an Account Executive.

Those early years taught me a great deal about what the role of a supplier should be. We serve the industry and our partner clients in property management. I was fortunate in those early years to be part of a group that created the vendor council and went on to serve as President for 6 years.

My career path took me to another supplier company in 2002, moving to Apartment Finder from 2002-2015. Over the years I have had the opportunity to be part of more than a dozen different apartment associations, including committee work for National Suppliers Council with NAA. I see the good that comes from all of them, especially continuing education.

In 2015 I was recruited away from Apartment Finder to start a new company called Central media. Serving as VP of sales then EVP we worked in as many as 14 cities. Participation and partnership with each local apartment association was always paramount to our success. From Charleston to Philadelphia to Las Vegas our teams were involved with their local chapters and so was I. I have formed lasting relationships both in St Louis as well as around the country by being actively involved with them.

In closing, I believe that my experience and strong belief in what SLAA represents make me an ideal candidate to serve this association.



### **Jeff Sams, President of Sams Carpet Cleaning & Repairs**

Jeff Sams with his Sams Team has been servicing the Multi-Housing Industry for over 36 years and has been involved in SLAA for 25+ years through sponsorships, attending and supporting many events and most of all building relationships with members throughout the years. In addition, Jeff is a member of the Product & Service Council of the St. Louis Apartment Association. He feels it is important to listen and take action on what we as an association needs from leadership and professional development, networking, membership recruitment, advocacy, recognitions, community involvement, and other initiatives that are important to its members.

With Jeff's leadership of running a successful small business, and experiences serving on many regional community boards and committees in the past and present, he brings positive involvement to SLAA. St. Louis Apartment Association is a vital organization to the Multi-Housing Industry and Jeff is honored to continue to serve in this capacity of Product & Services Council. To learn more about Jeff Sams and Sams Carpet Cleaning & Repairs, go to [www.samsrug.com](http://www.samsrug.com). You will never meet more of a down to earth guy than Jeff Sams!



### **Jim Wulkopf, Beckner Painting & Contracting**

Jim has been working at Beckner Painting & Contracting since 1996 which gives him 25 years in the multi-family industry. Since Beckner Painting & Contracting joined the St. Louis Apartment Association (SLAA), Jim has been an active member. Not only has he served on numerous committees, but he has also attended most SLAA events. In the past Jim served as President and Vice President of the Product & Service Council.

Being on the P&S Council is something he take seriously, as it can help all of us grow our businesses. Being involved with SLAA and the P&S Council is a fun experience because of the people in the association.

Jim was involved with the P&S Council for several years and would be honored to earn your vote once again.