



Western Pennsylvania Apartment Association

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2009 Calendar Of Events. Save the Dates!

- **October through November our Fall Food Drive**
- **Nov 12—Election of Officers**
- **Wednesday—December 9th Holiday Gala at the**

*Dates subject to change

2009 Officers

President—Craig Davis
Vice President—Kathleen Brown
Secretary—Faith Dickinson
Treasurer—Janice Jones

Board of Directors

Rickie Baustert
Frank Bercelli
Renee Cale
Jim Caropresi
Doug Gelosh
Linda Hindmarch
Hydie Pfeiffer

A Letter From Our President

I hope that everyone has enjoyed their Championship Summer! Not only did the Steelers's Championship warm our winter, the Penguins' started this summer off with their championship run. Now, if the Pirates could turn it around, Pittsburgh could bask in year round sporting excitement.

Speaking of Championships, the WPAA was fortunate enough to have John Simmons of Amore Management represent us as a finalist in the National Apartment Association Maintenance Mania Championship during the NAA Education Conference in Las Vegas. Unfortunately John did not win the National Championship, but he put up a valiant fight. The WPAA looks forward to sending another representative to compete for the crown next year in New Orleans.

Thanks to For Rent Media Solutions for sponsoring Nadeen Green's "Newly ED Game" seminar in March. With over 90 people in atten-

dance, everyone was able to interact with one of the Industry's Fair Housing experts.

The spring general membership meeting that featured Pittsburgh's very own Jim O'Brien. This accomplished author of the Pittsburgh Proud series of books brought a unique mix of personal and sports stories to bring a real human element to Pittsburgh's great sports history. Those in attendance were able to share in his warm stories of Pittsburgh sports figures, past and present.

Our 4th Annual Golf Outing was an enormous success with over 80 golfers. Even though it rained a little for our Skyblast Member Appreciation night, our spirits were not dampened. We enjoyed the tailgate, baseball game, Foreigner concert and some spectacular fireworks!

As you can see we have had a busy Spring and Summer and we are really looking forward to exciting Fall and Winter seasons!



We kicked off October with our Annual Trade Show with speaker, Terri Trainer. Terri has over 15 years experience in the apartment industry. She gave everyone some great ideas on how to increase leases and resident retention.

October - November—Our Fall Food Drive

Save the date of Wednesday December 9th for our Annual Holiday Gala at the Priory.

With so much fun planned in the next few months, it's a great time to reconnect with your Apartment Industry colleagues. I thank you, and I look forward to seeing you very soon.

Respectfully Submitted,

Craig Davis, President
WPAA

2009 WPAA Golf Outing



**Our 2009 Champions
Roto Rooter Plumbing!
Congratulations gentlemen!**



Fall Trade Show and Seminar

On October 8th the WPAA held our annual Fall Trade Show and Seminar at the Chadwick in Wexford.

There were two seminars hosted by Terri Trainer. Terri gave us so many tips on leasing

including telephone skills, closing the sale and reducing resident turnover. Also she spoke about applying the Six Keys to Service Success. These keys could benefit anyone in the apartment industry,

whether, leasing, maintenance or management.

Terri left us all enthused and ready to go out and lease up our properties.

We all then headed over to the Trade Show and luncheon. It was a fun and informative day!



Maintenance Mania Results

The local winner of this year's NAA Maintenance Mania was John Simmons from Amore Properties.

John said that he is very excited about having the opportunity to participate in the competition

and that he is looking forward to next year.

Over 2300 people participate in 49 chapters and only 20 make it to the final team.

Mark your calendars for next year's event which will be on April 15,

2010 at the Sheraton in Cranberry.

This is a chance for your maintenance staff to get the recognition they so deserve. It's a fun and exciting event.

Congratulations John!



John Simmons of Amore Management with Faith Dickinson, Secretary of the WPAA