



October 26, 2017

NJMHA Annual Meeting Resorts, Atlantic City

2017 Event Schedule *(subject to change)*

9:00-10:00 a.m.:	Registration & Coffee
10:00:	Welcome—Lila Motter, President
10:00-10:20:	Meet the Members
10:20-10:40:	Installation Update
10:40-12:00:	Legal Updates Lori C. Greenberg, Esq. Margaret B. Carmeli, Esq. Christopher J. Hanlon, Esq.
12:00-1:30:	Lunch
1:30-2:30:	“Trends and Insights on Boomers and Beyond” Joe Adams, The Housing Marketplace, Inc.
2:30-3:30:	“Why Effective Listening Matters” Joe Adams, The Housing Marketplace, Inc.
3:30-4:00:	Break with Exhibitors
4:00-5:00:	NJMHA Annual Meeting Board of Directors Election Committee Reports
5:30-6:30:	Reception and Cocktails
6:30-8:30:	Dinner

Remember to reserve your hotel room at the guaranteed rate by **September 30, 2017**.

Register for the meeting by **October 12th** to avoid late fees.



2741 Nottingham Way
Trenton, NJ 08619
Phone: 609-588-9040, Fax: 609-587-6697
E-mail: njmha@njmha.org

NJMHA Members,

Don't miss these two informative sessions by Joe Adams of The Housing Marketplace, Inc. Joe comes highly recommended by The Pennsylvania Manufactured Housing Association.

Trends and Insights on Boomers and Beyond

Today's Baby Boomers are savvier and more discerning consumers than previous generations. Explore why we need to ditch authoritative, step-by-step selling techniques and concentrate on “boomer” perspectives. Focus is on the importance to Baby Boomers of encore careers, connecting with like-minded people, and enhancing their retired and semi-retired social lives. Learn about social motivators, and reimagined home designs that appeal to this demographic.

Why Effective Listening Matters

Communication experts constantly talk about the positive benefits of being a good listener. Listening is anything but a passive, neutral activity. Learn how retailers, community managers, and salespeople can be empowered to become better communicators (and therefore better sellers, negotiators and problem solvers) with their sales prospects and residents. Poor listening habits are identified. How to improve listening skills is made clear. Learning is enhanced with participation in the exercises: “Listening with All Your Senses.”

Hotel Room Accommodations at Resorts

\$69 per night plus applicable taxes and fees

These rates apply for October 25-26

To reserve your room at the discounted rate, please call:

1-888-797-7700

Use group code **VNJM17**

These rates are only guaranteed until September 30, 2017

It is critical that all our attendees support the New Jersey Manufactured Housing Association by reserving their rooms in the block at Resorts Casino Hotel for this meeting. The New Jersey Manufactured Housing Association receives a much needed incentive toward convention expenses based upon the number of attendees staying overnight at the hotel. If you stay in hotels other than Resorts Casino Hotel, your attendance does not count toward our incentive.

Registration Information

Registration fee includes all informative sessions, plus lunch, afternoon coffee break, cocktail reception and dinner.

Registration deadline for the meeting is Thursday, **October 12th**. Any cancellations must be received by October 12, 2017 or you will be responsible for payment.

NJMHA Annual Meeting **October 26, 2017** Resorts, Atlantic City

Registration Form

Company: _____

Phone: _____ E-mail: _____

Name(s): _____

Cost: \$195 per person by October 12
\$235 per person after October 12

Amount enclosed: _____

I am a member of NJMHA, please bill me _____

Please return form to:



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