

Start the New Year Right with Education Resources from SSA

By Lyn Brackett – SSA VP, Education and Training

Why not consider using some of SSA Online University's many offerings as part of your company's training program? Audio and audio/visual downloads with handouts are available for purchase, and can be shared around your company for individual use or used for group training.

For individual training online with interactive self testing and transcript tracking, have your employees use the education sessions in SSA Online U's Manager Education Online, or sign them up for SSA Online University's Manager Certification Program, available at a discount for group purchases of five or more users.

SSA Online University Downloads Enhance Company Training

Downloads of the latest conference sessions in audio format with handouts can be found in SSA's Online Store in the *Education to Go* area. Each recording is categorized by topic area: facility operations, marketing and sales, legal or construction and development.

For downloadable recordings in synchronized audio/visual mode, visit SSA's Online Store under *Webcasts* for a series of top-quality recorded programs on a variety of legal topics critical to facility owners, owner/operators and managers. These one-hour programs, by Self Storage Legal Network attorneys Scott Zucker, Esq. and D. Carlos Kaslow, Esq., are all available in download mode with printable handouts and at a discount for SSA direct members. This downloaded content provides offline access to essential legal information anywhere, any time, for you and your entire company. Owners and managers can consult the legal topics recordings for specific areas of concern to them or use the recordings to educate staff in group-training sessions or individually.

Get Group Discounts for SSA's Certified Self Storage Manager (CSSM®) Program

Many companies are taking advantage of the savings and convenience of group discounts for SSA's Manager Certification Program online. The Manager Certification Program consists of three optional tracks. Each track contains the four Managers Course modules in video with synchronized slides, downloadable manuals, interactive self tests and transcripts, as well as six selected management topic sessions with self tests and transcripts. Once the track is completed, participants complete the

final certification exam online. When the final exam is passed, the examinee is issued the Certified Self Storage Manager CSSM® certificate. Discounts are available for group purchases of five or more users. For group discounts, company-authorized purchasers should inquire directly by email at education@selfstorage.org. Savings for companies via the online certification process compared to the former venue-based program are well over \$2,200 per person.

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SSA Education Events

The following events are scheduled as we go to print. For additional dates, the latest information on, or to register for, SSA hosted events, click the EDUCATION AND EVENTS tab at www.selfstorage.org.

January 20

*Self Storage Legal Webcast**
"Rents, late fees and Other Charges: Handling Changed Contract Terms"

January 25–28

SSA Annual Executive Ski Workshop
Hotel Terra, Teton Village-Jackson Hole, Wyoming

April 18

Regional Supervision Program
The Broadmoor, Colorado Springs, Colorado

April 18–20

SSA Self Storage Industry Summit & Trade Show
The Broadmoor, Colorado Springs, Colorado
(Economic Summit III – April 18)

September 8

Regional Supervision Program
Caesars Palace, Las Vegas, Nevada

September 9–11

Fall Conference & Tradeshow
Caesars Palace, Las Vegas, Nevada

*Live webcasts for SSA direct members and SSA-affiliated state members only. Recordings are available to all in pay-per-download mode in the SSA Online Store. Direct SSA members receive a discount on downloads.

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CE credits required for CSSM® renewals and current candidates are also now all earned online. For further details, visit SSA's Online University through the EDUCATION & EVENTS tab on the left at www.selfstorage.org.

**Manager Education Online Site
Not Just for Those Pursuing Certification**

While those pursuing initial certification must take one of the three certification tracks, the Manager Education Online site is open to anyone interested in learning more about the day-to-day aspects of facility management. Anyone can design their own curriculum through the *a la carte* option on the site. In this mode, each of the four modules of the Managers Course Online is available for individual purchase outside of the certification program, as is each of the other online sessions. All include self tests, progress tracking and transcripts for correctly completed work in your own curriculum. This provides quality, documentable education for current or aspiring owners and managers, and may also be used as program content for facilities conducting their own training sessions. For further details, visit SSA's Online University through the EDUCATION & EVENTS tab on the left at www.selfstorage.org. ❖

**Annotated
STATE LIEN LAWS**


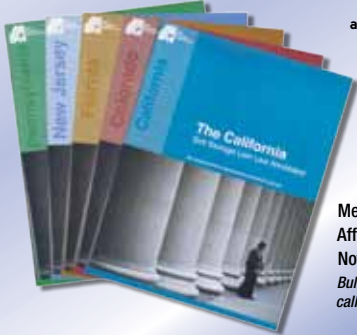
California • Colorado • Florida • Georgia • Illinois • Louisiana
Maryland • Michigan • New Jersey • North Carolina • New York
Pennsylvania • South Carolina • Utah • Virginia • Washington

Self Storage Lien Law booklets are now available for SSA members

The Lien Laws are broken down by section with a Conclusion, Lien Sale Checklist and Notice of Lien Letter

Extensive comments are provided by the Self Storage Legal Network attorneys:
D. Carlos Kaslow and Scott Zucker

Stay tuned for additional states



Members: \$20
Affiliate Members: \$25
Not-Yet-Members: \$30
Bulk pricing available – call 703-575-8000 for details

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