

# Regional Supervision Program Series in Las Vegas Expected to Sell Out

By Lyn Brackett, VP of Education and Training

SSA's new Regional Supervision Program (RSP) had record attendance in Las Vegas last September, and the limited seats available for the 2010 Las Vegas class on August 31 will be in high demand. The fall 2010 Regional Supervision Program topics are *Marketing* and *PR* from the regional perspective, as well as *Facility Audits* and *Facility Maintenance Oversight*.

The program is designed for those who currently (or aspire to) oversee more than one property and management team. Delivered by the most experienced management experts and trainers in the industry, the program has six segments, offered in a series in advance of each of SSA's semi annual conferences. The August 31 classes take place at Caesars Palace and address different topics from those offered in the fall of 2009. Registration and further details can be found at [www.selfstorage.org](http://www.selfstorage.org) as a pre-conference event followed by SSA's Fall Conference and Tradeshow. Interested parties are advised to register well before August 16 for the Regional Supervision Program, as seating is expected to sell out early.

## Self Storage Management Education at Your Convenience

SSA's Online University offers a number of opportunities for self storage professionals to learn at their convenience. Whether you learn on your PC or you prefer to download a program to listen and learn later, SSA Online University will reach you in your preferred environment.

*Online Education to Download and Take with You: Conference Session Recordings and Legal Program Recordings*

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 & Sales*, *Legal* or *Construction & Development*. If you missed either of the last two conferences, you'll find the recorded sessions here.

For downloadable recordings in synchronized audio with visuals, visit to 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 managers, 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 and at a

discount for SSA direct members. Owners and managers can consult the legal topics recordings for specific areas of interest to them or use the recordings to educate staff on selected legal issues. This downloaded content provides offline access to essential legal information anywhere, any time, for you and your entire company.

*Streamed Online Education Available When You Are: SSA Manager Certification (CSSM®) Program Online, SSA Managers Course Online and Select Conference Sessions*

Many managers and owner managers are taking advantage of the savings and convenience of the *Managers Course Online* and the *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.

Continuing education credits required for CSSM® renewals and current candidates are also all earned online. All SSA Online University programs are open for purchase by the public at this time. Special group registration codes for the CSSM® tracks are available for companies who wish to register five or more. Savings for companies via the online certification process compared to the former venue-based program are well over \$2,200 per person. For further details and other SSA Online University education for owners and managers, visit SSA's Online University through the EDUCATION & EVENTS tab on the left on the SSA home page, [selfstorage.org](http://selfstorage.org).

## CSSM® '06 and '08 Must Renew by December 1

If you received your CSSM® designation in 2006 or 2008, you must successfully complete your four renewal credits on the SSA CSSM® renewal site by December 1, 2010, to remain certified and to continue using the CSSM® designation.

Renewals are now accomplished only in the renewal due year and exclusively via SSA's new CSSM® renewal site. The site is a special, self-contained renewal education area

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with new online sessions and self tests, offering a savings of \$150 over the previous renewal procedure.

To check your initial CSSM® completion year, visit the "Official Registry of Certified Self Storage Managers" posted in the Online University / Certification section, linked from EDUCATION & EVENTS at selfstorage.org.

Renewal site access information was sent to 2006 and 2008 CSSMs® via the personal (or individual) email address provided specifically for CSSM® program use. If you are a 2006 or 2008 CSSM®, and did not receive your 2010 renewal access information notice, notify SSA at education@selfstorage.org as soon as possible. ❖

## SSA Education Events

The following upcoming events are scheduled as we go to print. Details, registration and updates in the EDUCATION & EVENTS area of www.selfstorage.org.

### July 14

*Self Storage Legal Webcast\**  
*"The Limitation of Value Provision"*

### August 31

*Regional Supervision Program*  
*Caesars Palace, Las Vegas, Nevada*

### September 1-3

*Fall Conference & Trade Show*  
*Caesars Palace, Las Vegas, Nevada*

### October 6

*Self Storage Legal Webcast\**  
*"State Lien Law Changes"*

### November 3

*Self Storage Legal Webcast\**

\*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.

Self Storage, who headed the committee. "The quality of the applicants was universally very strong and if we had the resources we would have granted all 24 a scholarship."

Following careful examination by the selection committee, the entire Board voted and approved the recommendations. The SSAF scholarship program is open to U.S. citizens (or their family members) who are professionals within the self storage industry and meet certain eligibility requirements, including direct membership in the SSA by the employing company. The SSAF scholarships are based both on the financial needs of the individual and academic performance. Eligibility requirements also include a demonstration of integrity within school and/or workplace and documented pursuit of education at an accredited institution or trade school. The full list of eligibility requirements, pledge forms and scholarship applications are available on the SSA website.

Although only a handful of candidates can be selected each year, Nitzberg says that those not chosen should work throughout the year towards their goals and consider seeking financial aid from the Foundation scholarship program in future years as their education progresses.

"I would encourage all those that did not receive a scholarship award to apply again next year or in subsequent years because the scholarships are awarded annually," he said. "Progress made by individuals prior to the next time that they apply will certainly be considered in the process."

Jefferson Shreve, president & CEO of Indiana-based Storage Express, also served on the selection committee. According to Shreve, "Unfortunately there was more talent and need than dollars to dole out, but it was a great start! The spreads on the top dozen or so were very tight. We wished we could've awarded more scholarships!"

Introduced in 2006, the Self Storage Association Foundation is the 501 (c)(3) tax exempt arm of the national Self Storage Association (SSA). Its mission is to provide timely, accurate industry information, communication and exceptional educational experiences for SSA members, owner-operators and investors across the United States and in affiliated nations. Areas of the Association that already fall under the umbrella of the SSA Foundation include the educational programs, the Foundation Forum sessions at each conference and the SSA *Globe* magazine. ❖



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