



Network Connection Past Programs

The following lists have been compiled using information from past Network Connection events and issues of importance as stated by members in the Membership Survey completed in November 2008. Facilitators are encouraged to use this list as a reference guide for planning their own events. Topics will be added to the list as they are identified. If you have an a topic or issue of importance you would like to discuss with professionals in your region, please feel free to let the CHPA Office know at info@chpaonline.org or 317-328-4631.

Past Programs

- Discussion of Local Trends
- Meeting or Exceeding Revenue Projections
- Government Legislation on Corporate Housing
- Bed Bugs
- Speakers from Real Estate Associations and Realtor Boards
- Speakers from the Apartment Associations
- Inside and Outside Sales Techniques
- Best Practices for the Corporate Housing Industry
- Presentations by a State Department of Revenue
- Identity Theft and Fraud Protection
- Preparing for Large Events (Olympics, Presidential Conventions, Large Sporting Events, etc.)
- Presentations by Research Appraisal Counselors
- Working with Management Companies

Member-indicated Items of Interest

- Guest satisfaction and corporate client surveys
- Utility company partnerships
- Minimizing Credit Card expenses
- Setting up new units
- Hiring valuable employees for your company
- Evictions and Collections
- Inventory Management
- Selling to Relocation Companies
- Customer Retention Programs
- Marketing Plans
- Promotional items (gift baskets, printing, etc)
- Computer, Electronic, technology purchase and repair
- Office supplies
- Cleaning supplies
- Housewares, Insurance and Utilities Management

9100 Purdue Road, Suite 200
Indianapolis, IN 46268
Phone (317) 328-4631 | Fax (317) 280-8227
info@chpaonline.org
www.chpaonline.org