



## November 2007

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### **2008 Tower of Excellence Awards – Nominations due November 5**

Hurry to nominate your colleague, friend or even yourself. It is **free** to nominate someone and only takes a few moments to fill out the nomination form. Nominate as many people you feel deserve to win one of the awards!

View the **NEW** categories and complete the nomination forms at <http://www.chpaonline.org/meetings/awards.php>. CHPA will contact the nominee to provide more detailed information on the award's criteria. **The nomination deadline is November 5, 2007.** If you have any questions, please contact Andrea Danz at [adanz@chpaonline.org](mailto:adanz@chpaonline.org) or 317-328-4631.

### **Board of Directors Election – Ballots due November 12**

This is your opportunity to vote in CHPA's annual Board of Directors Election. **The main representative for your company should have received a ballot via email.**

Please encourage your company's main contact to take 30 seconds to cast your company's vote for the newest members of the CHPA Board. **You may vote for up to three provider members.** *Note: You will need your password to access the candidate statements and ballot. If you do not know your password, visit [http://www.chpaonline.org/cgi-bin/chpa\\_retrieve\\_login\\_info.pl?goto=retrieve\\_login](http://www.chpaonline.org/cgi-bin/chpa_retrieve_login_info.pl?goto=retrieve_login) and your password will be sent to you via email.*

To view a complete list of candidate statements and to vote, visit [http://www.chpaonline.org/members\\_only/08election.php](http://www.chpaonline.org/members_only/08election.php). **You must cast your ballot by November 12, 2007.**

### **CHPA Discussion Board – We Need Your Participation**

“CHPA Chat” is now the **CHPA Discussion Board!** This updated, easy to use resource will keep you connected with other colleagues and CHPA Members. The best part - It's absolutely **FREE!**

This online discussion board will help you:

- *Research and share information about the industry or a particular market*
- *Discuss sales and marketing techniques*
- *Find answers to pending/ current legislation that affects corporate housing providers*
- *And more!*

To sign up for the Discussion Board, visit

[http://www.chpaonline.org/members\\_only/connections.php](http://www.chpaonline.org/members_only/connections.php).

### **Searching the CHPA Website is Even Easier!**

Having trouble remembering your CHPA username or password? Visit

[http://www.chpaonline.org/cgi-bin/chpa\\_retrieve\\_login\\_info.pl?goto=retrieve\\_login](http://www.chpaonline.org/cgi-bin/chpa_retrieve_login_info.pl?goto=retrieve_login). Your password will be sent to you via email.

To change your password to something more memorable, click on the "Update Online Information or Password" tab under the "Members Resources" section.

Once you are logged in, please visit our discussion board and complete this month's survey at

<http://www.chpaonline.org/forum/viewforum.php?f=9>.

If you have any questions, contact Shana Kneib at [skneib@chpaonline.org](mailto:skneib@chpaonline.org) or 317-328-4631. Start utilizing the resources available to you on the CHPA website today!

### **Upcoming Network Connections Events**

Sign up! Network Connection events are informal meetings that offer you the chance to discuss market trends and issues, as well as connect with other corporate housing professionals in the area. Most of these events are FREE to members.

| <b>Date</b>                   | <b>Event</b>                               |
|-------------------------------|--|
| <b>Thursday, November 15</b>  | <a href="#">Atlanta, GA</a>                |
| <b>Wednesday, November 28</b> | <a href="#">Irvine, CA</a>                 |
| <b>Thursday, November 29</b>  | <a href="#">Seattle, WA</a>                |
| <b>Tuesday, December 4</b>    | <a href="#">Chicago, IL</a>                |
| <b>Wednesday, December 5</b>  | Washington, DC - More details coming soon! |

To learn more or to RSVP for one these events, click on the appropriate link above or visit

<http://www.chpaonline.org/meetings/regional.php>. To view a summary of past Network Connection Events, visit <http://www.chpaonline.org/meetings/regional.php#summary>.

***If you are interested in hosting a Network Connection Event, please contact Shana Kneib at [skneib@chpaonline.org](mailto:skneib@chpaonline.org).***

### **2008 Annual Conference Update**



February 18–20, 2008

### Experience Vegas...in a whole new way!

- 1.) **Experience Networking** – 60% of attendees' rate networking as the main benefit of attending CHPA's annual conference. This premier event's activities will use the majority of the resort, giving you limitless opportunities to network – all under one roof!
- 2.) **Experience Value** – Where else can you learn and network with more than 400 of your corporate housing colleagues at one time? Your investment of three days is a small price to pay for your company's successful future.
- 3.) **Experience Camaraderie** – This is the only event planned for corporate housing professionals by corporate housing professionals. Spend a few days with people that completely understand what you do for a living.
- 4.) **Experience Convenience** - It is inexpensive to fly into Las Vegas. More than 1,000 flights arrive each day at McCarran International Airport, just a short drive to the J.W. Marriott Las Vegas.
- 5.) **Experience Serenity** – Mediterranean architecture surrounded by 50 acres of lush landscaped grounds and the Spring Mountains.
- 6.) **Experience Royalty** – 560 sq. foot deluxe guest rooms with whirlpool bath and raindrop showers, bathrobes provided, luxurious down bedding, and walk-in closets.
- 7.) **Experience Outstanding Service** – The J.W. Marriott Las Vegas staff is available 24 – 7 to accommodate you; there is in room high-speed Internet access, in-room complimentary coffee/ tea, a full-service business center and safe deposit boxes (at the front desk).
- 8.) **Experience Relaxation** – A world class 40,000 sq. foot European spa, fitness center with cardiovascular equipment, free weights, Pilates and Yoga classes, and the Tournament Players Club @ the Canyons 18-hole golf course including a driving range.
- 9.) **Experience Exquisite Dining** – Choose from over nine themed restaurants and lounges, serving cuisine from around the world including American, Japanese, Italian and Mediterranean dishes. Also, onsite is a Starbucks®.
- 10.) **Experience Fun** – Enjoy a true resort atmosphere with a swimming pool, complete with waterfalls, biking/hiking trails, a jogging/fitness trail, volleyball, and tennis.
- 11.) **Experience 'Vegas'** - A gaming casino is also onsite. The J.W. Marriott Las Vegas is just a short ride to "The Strip". CHPA will provide shuttles in the evenings, saving you taxi fare.

Registration will open soon! For more information about this exciting event, visit <http://www.chpaonline.org/meetings/08conference.php>.

## Advanced Education Sessions

The CHPA 2008 Annual Conference will offer an educational offering specifically tailored to senior executives. To learn more about these sessions, visit <http://www.chpaonline.org/meetings/08conference.php#advanced>.

## Make Your Hotel Reservation Today!

JW Marriott Las Vegas Resort & Spa at Summerlin

Phone: 702-869-7777

Room Rate: \$259/ per night plus tax. *Discounted rate available until January 26, 2008.*

<http://marriott.com/hotels/travel/lasjw-jw-marriott-las-vegas-resort-spa-and-golf/>

To make your hotel reservation online, visit

<http://marriott.com/property/propertypage/LASJW>. At the right-side of the screen, enter the dates you will be staying at the JW Marriott. Under the "group code" box, enter the group code: **chpcha**. Click on the "Find" box below.

## Sponsor and Exhibit Opportunities Going Quickly

CHPA 2008 Sponsorship and Exhibit Opportunities are going quickly, but there is still time to market your product or service to corporate housing providers! Visit

<http://www.chpaonline.org/marketing/sponsorship.php> for available sponsorships and exhibit booths.

## 7<sup>th</sup> Annual Tower of Excellence Awards Event – Viva Las Vegas

Join your CHPA colleagues for a night in Las Vegas like no other! Celebrate the success of the conference and take the opportunity to award those individuals who have made a difference within the corporate housing industry. Visit <http://www.chpaonline.org/meetings/08conference.php> for more information.

## Roundtable Facilitators Needed – Volunteer Forms due December 7

CHPA is looking for corporate housing professionals to lead the Roundtable Discussions during the Annual Conference in Las Vegas, NV, February 18 -20, 2008. No need to be an expert on the topic; just a willingness to volunteer!

If you are interested in leading one or multiple discussion topics, visit

<http://www.chpaonline.org/meetings/08conference.php#rt> to view a list of discussion topics and download a volunteer form. Fill out the form and submit it to Shana Kneib at [skneib@chpaonline.org](mailto:skneib@chpaonline.org) by Friday, December 7, 2007.



## New Canada Chapter!

The CHPA Board of Directors recently approved the formation of a new Canada Chapter. CHPA – Canada Chapter will provide its members with insight and resources to stay competitive in a continually evolving industry and focus specifically on issues critical to Canadian providers. Membership in the Chapter is open to all companies involved in corporate housing in Canada.

Current officers include **Michelle White, CO**, *Today Living Group Inc.*, Chapter President; **Daniel Bar-Dayan**, *Delsuites Executive Class Accommodations*, VP of Communications; **George Van Noten**, *Minto Furnished Suites*, VP of Education; **Terry Rodgers**, *High Street Corporate Rentals*, VP of Membership; **Dario Valente, CCHP**, *Apartments International, Inc.*, Secretary/Treasurer.

Look to future eNews for information highlighting activities and trends in Canada. If you partner with any providers in Canada, please be sure they know of this dynamic opportunity.

### **CHPA Dues Increase for 2008**

Annually, the CHPA Board of Directors and staff reviews membership billings as part of the Association's budgeting process. The Board approved a slight membership increase for 2008. You will soon be receiving your 2008 membership dues renewal invoice and may notice this change. We wanted to alert you to this adjustment before you received your membership dues investment.

We value your company as part of the Association and look forward to you continuing your membership. If you have any questions, please contact the CHPA Office at [membership@chpaonline.org](mailto:membership@chpaonline.org) or 317-328-4631.

### **Welcome New Members!**

There are 19 new members to welcome to the Association! Visit <http://www.chpaonline.org/news/November2007eNEWS.php#newmembers> to view the complete list of new members.

### **What are you seeing?**

Many of you are seeing a variety of industry trends going on your market. CHPA wants to hear from you! Please contact Mary Ann Passi at [map@chpaonline.org](mailto:map@chpaonline.org) and let us know what industry trends you are seeing in your market.

### **CHPA Staff Changes**

Andrea Danz, CHPA's Director of Membership and Marketing, is leaving on November 7 to prepare for an exciting opportunity next spring. She and her husband will relocate to Bangladesh for the next three years to do missionary and community development work. She is taking a part-time position to allow her more time to prepare for this move.

Andrea will continue to work with CHPA Committees, supporting their efforts through the first week in November. We are in the process of interviewing for this position and will update you on this process soon. If you have any questions, please feel free to contact Mary Ann Passi at [map@chpaonline.org](mailto:map@chpaonline.org).

Thank you, Andrea, for all your dedication to CHPA. We will miss you. Best of luck!

### **Member Benefits**

#### **Your NEW Advantage!**

CHPA is proud to announce the launch of the CHPA group insurance plan! This new service takes advantage of the buying power of large numbers for many insurance products. Group Health Life Dental and Vision, 401-K, General Liability, Workers Comp., Property, and many other plans are available to you with great savings or unique benefits.

CHPA has also negotiated a group medical plan that is the first of its kind in the country. We have been able to use the buying power of our members to create a unique group medical plan that allows businesses to put their money to use for their benefit.

Visit [www.chpa.benefitresourcing.net](http://www.chpa.benefitresourcing.net) to submit applications, request information, and even get quick quotes online.

### **When you travel, don't leave behind all the comforts of home!**

Many international travelers assume they will be covered for illnesses and injuries while abroad. The truth is your domestic insurance plan may not travel with you. CHPA connects you with a company that offers long-term and short-term coverage for your company employees or your clients. Visit <https://www.imglobal.com/travelinsurance/index.cfm?imgac=56776> for more information and to receive a quote.

### **All Member Company Employees Can Stay Connected with CHPA!**

Receive CHPA Network Connections Events notices, the CHPA eNEWS, the printed newsletter and other industry happening notices for **FREE**. You can also access the "members only" section of the CHPA website. All you need is a username and password. To be added to CHPA's email distribution list or to obtain your personal username and password for the CHPA website, contact Shana Kneib at [skneib@chpaonline.org](mailto:skneib@chpaonline.org).

### **View and Post Job Listings**

Looking for that perfect job? Do you have a job opening at your company and you need a quick way to "get the word out?" Visit [www.chpaonline.org](http://www.chpaonline.org) to view or post a job today!

### **The Partnership for the Homeless – Thank You!**

CHPA provided The Partnership for the Homeless organization the opportunity to speak at the recent New York Network Connection event about the work they are doing in donating furniture and household goods to low-income families. To view the thank you in detail, visit <http://www.chpaonline.org/news/November2007eNEWS.php#pftth>.

### **Members in the News...**

**Scottsdale's Short Term Housing Solutions Expands Regional Service Base with Houston Based National Corporate Suites Merger**

<http://www.chpaonline.org/news/November2007eNEWS.php#sthmerger>

**Corporate Housing Leader, ABODA, Promotes Key Executives to Manage National Sales**

<http://www.chpaonline.org/news/November2007eNEWS.php#abodapromotes>

**ABODA Donates Furnishings For Transitional Housing**

<http://www.chpaonline.org/news/November2007eNEWS.php#abodadonates>

**BridgeStreet Worldwide Hosts Global Corporate Housing Alliance at Annual Conference**

<http://www.chpaonline.org/news/November2007eNEWS.php#bsac>

**Oakwood in the News**

<http://www.oakwood.com/action/oakwood/news/view>

**Oakwood Press Releases**

<http://www.oakwood.com/action/oakwood/pr/view>

**Guest Rewards Program Introduced by Shamrock Corporate Housing**

<http://www.chpaonline.org/news/November2007eNEWS.php#shamrock>

**Furnished Quarters Appoints Matthew Damico As New Business Development Manager**

<http://www.chpaonline.org/news/November2007eNEWS.php#furnishedquarters>

**Delsuitt Introduces Its New Signature Series**

<http://www.chpaonline.org/news/November2007eNEWS.php#delsuitt>

**Corporate Housing Solutions, Inc. Introduces A New Website**

<http://www.chpaonline.org/news/November2007eNEWS.php#chs>

**Marriott ExecuStay Honors Top Franchise Companies At Annual Conference**

<http://www.chpaonline.org/news/November2007eNEWS.php#marriott>

If you would like to have your press release or a reprint of an article of interest for CHPA members included in a CHPA newsletter, please submit them to [membership@chpaonline.org](mailto:membership@chpaonline.org).

**ResidentCheck**

*Resident screening, pre-employment screening and multifamily collections since 1994.*

*ResidentCheck's custom Corporate Housing program utilizes our in-house, licensed private investigations team to review criminal records and to refer denied applicants for clarifications. All reports include a national Sexual Predator search and a Treasury Department OFAC search, for Homeland Security compliance. For more information, visit [www.residentcheck.com](http://www.residentcheck.com).*



**The following CHPA members are ready to serve your corporate housing needs today!**

**Aaron's Corporate Furnishings** - Furniture The Easy Way. Your Way. – [www.aaronscf.com](http://www.aaronscf.com)

**Brook Furniture Rental, Inc.** is the leading provider of high quality residential furniture and housewares to the industry- [www.bfr.com](http://www.bfr.com)

**Bruce White Galleries** – The Professional Picture People – [www.brucewhite.com](http://www.brucewhite.com)

**Corporate Choices** - The International Directory of Corporate Housing- [www.corporatechoices.com](http://www.corporatechoices.com)

**CORT Furniture Rental** - Quality. Service. Guaranteed. Furniture rental solutions from the Industry's Leader – [www.cort1.com](http://www.cort1.com)

**Furniture Rentals** - We deliver more than furniture, we deliver satisfaction! - Same Day Delivery! – [www.furniturerentalsinc.com](http://www.furniturerentalsinc.com)

**Instant Furniture Rental** - Furniture Rental & Sales in an instant – [www.instantfurniture.com](http://www.instantfurniture.com)

**Lodging Kit Company** – [www.lodgingkit.com](http://www.lodgingkit.com)

**ResidentCheck** – [www.residentcheck.com](http://www.residentcheck.com)

**Software Answers, Inc.** - Leading provider of Property Management, Call Accounting and Credit Card Processing Software to the corporate housing industry. [www.softwareanswers.com](http://www.softwareanswers.com)

**Spectrum, Inc.** – Communications Simplified. [www.3spectrum.com](http://www.3spectrum.com)