

Industry Insights

from



2222 Association Drive, Okemos, MI 48864 (888) 308-7726

www.selfstoragemichigan.org

November 20, 2009

!!SAVE THE DATE!!

Tuesday, January 26, 2010 the "SSAM 2010 Winter Seminar" will be held at the Okemos Conference Center from 9:00 a.m. – 3:30 p.m. featuring well-known industry expert, Tom Litton of Litton Management & Consulting, Inc.

Tom will share his expertise on the following topics:

Topic 1: **"Marketing During Troubling Times"**

Topic 2: **"New Perspectives in Collections"**

Also during the seminar we will give you a legislative update with our legislative representative and a panel discussion on how to handle auctions legally within the act with our association attorney.

******Watch your mail for your registration form and additional information, you can't afford to miss this******

FROM THE DESK OF JOE TYSON....

Dear SSAM Members:

In the August 31, 2009 Industry Insights I was introduced as your Membership Director, Joe Tyson. My goal is to increase our membership in the association to 350 plus. Why? With a large membership your management team knows it has your support when it comes to having a strong voice at the state level on topics related to laws which could affect our business. I'm currently in the process of contacting non-member, self-storage owners in the state. However, I could use your help. Working together as a team we will reach our goal. If you know someone who should be a member contact me at 517-719-7362 or via email tysonmkt@att.net, or the association office 888-308-7726. Provide us with the owner's name, business name, address and phone number, I'll do the rest.

If you know someone who should be an association member, i.e. builder, contractor, insurance company, lock/supply company or anyone who services our industry, please provide us their information. Thank you in advance for your participation with our membership program.

MRA CREDIT CARD PROCESSING PROGRAM

Michigan Retailers Association is excited to be partnering with SSAM as the credit card processor for the association. As the largest and most established independent processor in Michigan, MRA provides one of the lowest discount rates and service all major credit and debit cards: Visa, MasterCard, Discover and American Express. MRA are the processing experts! To send in your statement and receive a free quote to see how much your business can save, check the website to download a "Quick Quote" form or contact Darcy Clark at (800)366-3699.

THE FOLLOWING MEMBERS RENEWED THEIR MEMBERSHIP WITH SSAM

Thank you for your continued support!

1-800-Mini Storage, Oak Park, MI
1-800-Mini Storage, Redford, MI
Al's Mini Storage LLC, Harrison, MI
All Safe Storage Center, Burton, MI

All-American Storage, Northville, MI
Blair Self Storage, Traverse City, MI
Bouma Self-Storage Inc, Comstock Park, MI
Cass Road Self Storage LLC, Traverse City, MI

More to come next issue

Download and application at http://www.selfstoragemichigan.org/docs/SSAM_membership_application.pdf