

REGISTRATION FORM

Attendee Names: (Please print, will be used on nametags)

1. _____ E-mail _____
2. _____ E-mail _____
3. _____ E-mail _____

Firm Name: _____
Address: _____
City _____ State _____ Zip _____
Phone: _____ E-Mail: _____

Community Owner/Operator Registrant: _____ X **\$195.00** = \$ _____
Product &/or Service Provider Registrants: _____ X **\$500.00** (table top display) = \$ _____
Independent (Street) MHRetailer: _____ X **\$195.00** = \$ _____
Additional Registrants: (from same firm) _____ X **\$175.00** = \$ _____

METHOD OF PAYMENT

★ **Information & Payment:** <https://www.imharvic.org/homesalesplantours/>

Check (made payable to IMHA/RVIC)

 (AmEx = additional \$10 process fee)

Credit Card# _____ **Exp. Date** _____

Billing Address _____ **CVC#** _____

Signature _____

Remit to: IMHA/RVIC • 3210 Rand Rd. • Indianapolis, IN 46241
Phone: 317-247-6258
E-Mail: sue@imharvic.org

TOTAL = \$ _____

★ Registration pays for meeting rooms, & related expenses. Event hosts are not liable for reimbursement of expenses in the unlikely cancellation or postponement of this event. Registration fee is transferable but not refundable.

RV/MH Hall of Fame Museum & Library
21565 Executive Parkway
Elkhart, IN 46514

IMHA 317-247-6258 Ex. 14 for more info

'TWO DAYS
of
New Home
Sales
(May 8)
&
HUD Plant
Tours'
(May 9)

COBA7® & IMHA/RVIC present...

It's Back!

Exclusive Educational Opportunity for Community Owners/Managers & MH Retailers

"Filling vacant rental homesites in land lease communities (a.k.a. mfd-home communities) is the present and future prosperity of the manufactured housing industry."

George Allen
CPM®, MHM®
COBA7



Learn How to Do It!

Learn the four steps to home sales and Six Right P's of Marketing - applied to property & homes.

Host



at

RV/MH Hall of Fame
21565 Executive Parkway
Elkhart, IN 46514
(574) 293-2344

Hotels

Hilton Garden Inn
(574) 970-4444

Fairfield Inn & Suites
(574) 970-1688

Tuesday	8 May 2018 - Sales Seminar Day
8 - 9:00 AM	Registration - Champion Room
9 - 9:50 AM	'Getting Ready' for Home Sales
	Break
10 - 10:50 AM	'Buying Right Homes to Sell'
	Break
11 - 11:50 AM	'Selling New Homes On-Site'
	Lunch hosted by IMHA/RVIC
1 - 1:50 PM	'Four Types of Home Finance'
	Break
2 - 2:50 PM	'All Presenters to Answer Questions'
	Break
3 - 3:50 PM	Installation In-Community & Wholesale Finance
4 - 6 PM	Reception - Everyone Welcome!
Wednesday	9 May 2018 - Plant Tour Day
	Maps & Schedule Distributed Tuesday