

SECO 2024, September 16-19, 2024

MH2X L-O Infill & Upgrade Workshop (Monday 9/16)



SECO
NATIONAL CONFERENCE OF
 COMMUNITY OWNERS
For Community Owners, By Community Owners

Day	Time	Topic	Speakers/Panel Participants
Mon. 9/16	8:00 AM	Registration, Setup. Install financial calculator app, access Dropbox files	Dayana Gonzales
Mon. 9/16	8:30 AM	Introduction - MH production, MH2X, attendee introductions	Kim Shultz-Rainford, Tom Lackey
Mon. 9/16	9:15 AM	Lease-Option: PPI experience, transaction structure, examples, L-O assistant, legal basis, NADA, acquisition lenders, L-O contract, attorneys, buyers, demographic data, application processing, chattel lenders	Spencer Roane
Mon. 9/16	10:45 AM	Break	
Mon. 9/16	11:00 AM	Acquisition lenders - Conventional lenders, investors, loan documents	Maryuri Barberan, Kevin Thrash, private investor, Chris Roane
Mon. 9/16	11:45 AM	LUNCH, NETWORKING, VISIT EXHIBITORS & DISPLAY MHs	
Mon. 9/16	12:30 PM	L-O attorney: Q&A L-O structure, legal basis, requirements, exclusions, evictions	Lex Watson
Mon. 9/16	1:30 PM	Qualifying buyers - Pre-Qualification Worksheet (PQW), application processing, credit scores, L-O closing docs, credit bureau reporting	Angela Vera, Maryuri Barberan
Mon. 9/16	2:00 PM	Break	
Mon. 9/16	2:15 PM	Selling MHs - Social media, flyers, newspaper ads, municipal infill	Alexandra Stone, Maryuri Barberan, Maiara Spinetta
Mon. 9/16	3:00 PM	Ordering & installing MHs. Specs, installation, onsite costs, maintenance/repair issues, MH plants serving you	Maryuri Barberan, Ricky Thomas, MH
Mon. 9/16	3:45 PM	Break	
Mon. 9/16	4:00 PM	CO panel - L-O transaction structure, buyer demographics, home specs, new vs used, SW vs. DW, defaults, converting POH to L-O.	Maryuri Barberan, Ben Braband, Tom Lackey, Bryce McMurry, John Gelzer, Jane Yang
Mon. 9/16	5:00 PM	Review, Q&A, Future topics	Maryuri Barberan, Spencer Roane