

A SECO recommendation to Community Owners
everywhere!



TWO DAYS of Plant Tours and Home Sales SEMINARS

Presented by **George Allen and COBA7**

Today 40% of new HUD-Code homes go directly into LLLCommunities nationwide. These two days will show you How Homes are Built & How to Sell Homes on-site!

MAY 25TH & MAY 26TH, 2016

George Allen invites you to join him for this very special event hosted by the **RV/MH Hall of Fame**
21565 Executive Parkway
Elkhart, IN 46514
(574) 293-2344

The following Seminars will be offered:

Getting Ready! Property's curb appeal, sales center, staffing, training, ascertaining home buyer profile & what they can afford. License(s) needed.

By **Adrienne DeRose, MHM® & Pamela Ziemer, MHM®** from **CareFree Homes Inc., Pendleton IN**

Buying Homes! What do home buyers want & afford? Community Series Homes? Marketing, training & \$ support? Frost Free Foundation. OK?

By **James "Jamie" Dougherty, MHM®** from **Community Management Group (or CMG), Famington Hills MI**

Selling Homes! ...or leasing. Focus = house & lifestyle. Property & product USP? Use 6-Right Ps of Marketing to sell homes via: traditional & online ads!

By **Kenneth B. Lipschutz & Danya Mallad** from **HomeFirst Certified Communities, Birmingham MI**

Financing Homes! Sources of \$ 'Captive Financing', lease-option, compliance issues, importance of pre-qualification!

By **Spencer Roane, MHM®** from **Pentagon Properties Inc, Atlanta GA**

You Asked For It!
& Now It's Here!

COBA7[®] presents...

TWO DAYS
of
Plant Tours
&
Home Sales
SEMINARS'

for owners/operators & staff of
land-lease-lifestyle communities (a.k.a.)
manufactured home communities

May 25th & 26th, 2016

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

How to Register

Print the **Registration Form**, fill out both pages indicating the plant(s) you wish to tour (only one in a morning or afternoon) and/or the seminar(s) you wish to attend, then scan and email to gfa7156@aol.com or fax to (317) 346-7158. Use this **HUD-Code Plant Chart** to decide which plant(s) to visit!

For more information, please contact George Allen at gfa7156@aol.com or (317) 346-7156.

Follow George on his weekly blog @ <http://community-investor.com/blog/>

SECO | 770-871-6889 | genevieve@secoconference.com | SECOconference.com

STAY CONNECTED:

