



**Wed-Thurs October 26 and 27, 2016**

**Big Thank You to our attendees, manufacturers, vendors and sponsors for a very successful SECO16, and for the many compliments we received afterward!**

Everyone had a great time during the 2 1/2 days of sales training, presentations, and networking in a relaxed and friendly atmosphere. Obviously many new contacts were made!

**SECO16 Attendee Directory** ready - will send to all attendees shortly.



**SECO16 had a record attendance of 254 Community Owners, management personnel and service/product providers. A 45% increase to SECO15 attendance!**

**SECO16 by the numbers (Final Count)**

**254 attendees**

**22 states represented!**

**5 display MHs - 4 SWs, 1 Porch Model DW**

**28 vendors**

**37 sponsors**

**24 attendees participated in Ken Corbin's Sales Training**

**40 attendees participated in the free Legacy Plant Tour**

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**Don't miss this groundbreaking event  
this weekend, November 6-7!**

At the Iowa Manufactured Housing Association annual meeting in Cedar Rapids, attorneys will present the work they did to gain approval from the Iowa Department of Banking for Community Owners to use Lease-Option contracts to sell manufactured homes in communities. **SECO's Spencer Roane** will present his firm's 25-year experience using Lease-Option to sell hundreds of homes at his communities in Georgia and Texas.

Contact Joe Kelly [joe@iamha.org](mailto:joe@iamha.org) 515-265-1497 for more info.

Click [here](#) for the agenda and registration form.

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## Check out these SECO16 videos:

### Welcome Comments:



### Attendee Introductions:



**Look for more videos in the coming weeks!**

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## SECO17 Updates:

The SECO Planning Team has already started preparing for SECO17. We hope to announce the venue and dates of SECO17 very soon.

In order to present you with an even better event and program in 2017, please forward your comments, suggestions and feedback to [Genevieve@SECOConference.com](mailto:Genevieve@SECOConference.com).

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# SECO16 Manufacturers, Vendors and Sponsors



## Previous SECO16 Flyers

- [Save the Dates \(Sent 6/29/16\)](#)
- [Great Program Planned \(Sent 7/28/16\)](#)
- [Registration is now open \(Sent 8/9/16\)](#)
- [Top 6 Reasons to attend \(Sent 8/26/16\)](#)
- [Good for your MH Business! Fantastic ROI! \(Sent 9/6/16\)](#)
- [Successfully Filling Vacant Lots with New MHs \(sent 9/15/16\)](#)
- [SECO16 Agenda is out! Ground Breaking Lease-Option Info from Iowa! \(Sent 9/23/16\)](#)
- [2 Days to Early Bird Prices Expiration \(Sent 09/29/16\)](#)
- [Early Bird Prices Extended through October 3 \(Sent 10/01/16\)](#)
- [We need your help reaching small & mid-size community owners and managers who want to fill vacant lots with NEW manufactured homes! \(Sent 10/7/16\)](#)
- [George Allen & Lease-Option attorney Carl Becker at SECO16 - two weeks from today \(Sent 10/12/16\)](#)
- [Detailed Agenda, Chris Nicely coming, new CSH MHs filling vacant sites, layout of vendors & display MHs, hotel rate increases to \\$179 on 10/20 \(Sent 10/18/16\)](#)

**SECO16 | Genevieve Ketelle | 770-871-6889 |  
www.SECOConference.com**

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