



Application to the Board of Directors

Name: Anne Williams		
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Summarize your experience with and/or interest in our organization and what skills and knowledge are you willing to bring to our board?

I have been in the storage industry for 19 years working for Extra Space as a District Manager and Marcus & Millichap as an Investment Broker, exclusively focused on self-storage assets. I have served the TNSSA Board for 10 of the past 12 years and love giving back to the owners/operators and investors in our state.

Please indicate your experience in the following areas.	very experienced	some experience	little or no experience
Strategic planning		X	
Fundraising			X
Financial management and control (budgeting, accounting)		X	
Communication, public and media relations; Public speaking		X	
Organizational development		X	
Information technology (website maintenance)			X
Writing, journalism (news letter)			X
Special events (planning and implementing)		X	
<i>[list other skills, knowledge needed by your board]:</i>			
Would you be interested in serving as an officer (Secretary, Treasurer, Vice President, and President) or leading a committee? If so, please specify what your interest is:			

For the items you checked as “some experience” or “very experienced”, please provide details.

Please attach a brief biography that can be released with the slate of nominees and email with the completed application to info@tnssa.net .

Anne has served the self-storage industry for nineteen years in many different capacities. She started her career at Extra Space Storage where she started out as an Acquisition Analyst and Cell tower/Billboard Lease Manager. After two years, she was promoted to District Manager and directed the sales and operations of a fifteen property self-storage portfolio in Memphis, Tennessee.

In 2006 Anne left Extra Space Storage and joined Marcus & Millichap’s National Self Storage Group as a real estate broker in their Memphis, TN office where she facilitates the acquisition and disposition of self-storage assets in the southeast and provides advisory services to her clients relevant to operations, market conditions, capital markets and economic trends affecting the self-storage industry.

In addition to working for Marcus & Millichap, Anne works for Self Storage Profits where she is a professional mentor/coach to real estate investors who want to learn how to locate, acquire and successfully operate a storage facility.