

Tell us all about yourself!

Summarize your experience and/or interest in our organization. Why do you want to be a part of * the Board of Directors for TNSSA?

My deep interest in TNSSA stems from my extensive experience in the self-storage industry. Over the years, I've closely followed TNSSA's work in promoting the growth and sustainability of the self-storage sector, and I've been impressed by the organization's dedication and impact. My interest in joining the Board of Directors is driven by a desire to contribute my skills and expertise to further enhance TNSSA's value to its participants.

Having worked in various roles within the self-storage industry, I have gained valuable insights into our industry's challenges and opportunities. My experience in facility management, marketing, and financial management uniquely positions me to provide valuable perspectives and strategies to advance TNSSA's mission.

Specifically, I want to apply my value to the board to improve the organization's value to our participants. This means engaging with fellow board members to identify and address emerging industry trends, regulatory changes, and technological advancements. By doing so, I aim to ensure that TNSSA remains at the forefront of industry knowledge and can provide our members with the tools, resources, and advocacy they need to thrive in a dynamic marketplace.

What skills and knowledge are you able to bring to our board? Please indicate your experience level in the following areas: *

	Very Experienced	Some Experience	Little to No Experience
Strategic Planning	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fundraising	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Board Development (Recruitment, Training)	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Program Planning & Evaluation	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Recruiting, Hiring of Personnel	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Financial Management (Budgets)	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Communications, Public Relations	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Participation in Interagency Committees	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Public Speaking	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Organizational Development	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Information Technology	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Writing, Journalism	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Special Event Planning	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please list any other skills, knowledge, or experience that could be beneficial to the Board.

Extensive understanding of marketing and board network of vendors and members within the storage community.

Please provide details for items you checked as "very experienced" or "some experience" *

As the Vice President of Marketing and Sales at Absolute Storage Management, I have been leading a team and/or executing all outlined above, including the following details:

Fundraising: Outside of Absolute, I am the Director of Marketing for a new Non-Profit. Founded in 2017, we fundraise 100% of the budget.

Financial Management and Control: 4 months experience as a property accountant and annual involvement in property budgeting.

Communications, public, and media relations: Part of my responsibilities at Absolute have been managing and coordinating all social media accounts, owner communications, public press releases, BBB Complaints, and more.

Public Speaking: Participated on marketing panel for TNSSA, lead round table for TNSSA and SSA National Show, and regular presentations at internal semi-annual meetings.

Organizational Development: Regular participant in Absolute's ORG Chart strategies and development as a Senior Leadership Member. Created and now oversee a Marketing Department of 5 individuals.

Information Technology: I have managed the Absolute's website since 2012 and have undergone three website redesigns, multiple audits, and one complete website transfer from website providers.

Special Events Planning: For 5 years, I have assisted with trade show participation, holiday party planning and semi-annual Operations Meetings.

Marketing: Since being promoted to Vice President of Marketing and Sales at Absolute, I have streamlined the property marketing requirements, developed educational resources, and implemented policies and procedures.

Please outline any past experience as a volunteer board or committee member.

TNSSA: 2 Years as Website/Communications Chair

In Community (non-profit): 6 years as board member

Who may we contact for information about your performance in these positions?

Michael Haugh (michael.haugh@absolutemgmt.com)

Professional Bio

Please provide a short professional bio that can be used on the website & for election purposes *

Grace Totty is the Vice President of Marketing and Sales with Absolute Storage Management (Absolute), responsible for leading the marketing team and vendors to maximize function and performance for Absolute's managed properties.

Grace has over ten years of storage experience, starting in operations and working closely with Absolute's founders. She is a frequent speaker at national trade shows and state shows and enjoys connecting with individuals in the storage industry. Grace currently sits on the TNSSA board, is a member of the Senior Leadership team at Absolute, and is an active member of the Young Leader's Group and the SSA's Women's Counsel. Grace holds a degree in Business Management from The University of Memphis.

Please upload your professional head shot that can be used on our website & for election purposes

 Grace Totty no b...

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