

L. Kass

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?

In my current capacity at Janus International, I interact with a diverse range of individuals at every stage of their self-storage facility endeavors, from construction and expansion to facility enhancements. My daily interactions with new operators have allowed me to provide them with crucial resources to support their journey. Consequently, I have continuously expanded my knowledge and expertise within the self-storage industry, further igniting my passion, commitment, and experience. These qualities seamlessly translate into the ability to make meaningful contributions to the Tennessee Self Storage Association board.

Becoming a part of the TNSSA board represents a natural extension of my ongoing commitment to educate newcomers to the industry about the available associations for continuous learning and networking. If granted the honor of joining the board, I pledge to leverage my extensive experience and connections in this field to foster education, facilitate networking opportunities, and passionately advocate for self-storage operators in Tennessee. Moreover, my frequent speaking engagements at industry events highlight my dedication to giving back and sharing knowledge.

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 checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Program Planning & Evaluation	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Recruiting, Hiring of Personnel	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Financial Management (Budgets)	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Communications, Public Relations	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Participation in Interagency Committees	<input type="radio"/>	<input checked="" 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.

Industry Expertise: With over 10 years of experience in real estate development and acquisitions, I bring a deep understanding of the real estate landscape, which is crucial for strategic planning and decision-making related to self-storage facilities.

Networking: My frequent interactions with operators in Tennessee have cultivated a broad network within the self-storage industry. This network can be a valuable asset for the board in terms of forging partnerships, sharing best practices, and fostering collaboration among industry stakeholders.

Educational Initiatives: My commitment to educating newcomers to the industry and promoting available associations for learning and networking demonstrates your dedication to knowledge-sharing. This aligns with the mission of the board to promote industry education and advocacy.

Public Speaking Skills: My experience as a frequent speaker at industry events highlights my ability to effectively communicate and engage with audiences. This skill is instrumental in representing the TNSSA at various events and conferences.

Resourceful Problem-Solving: Working with Janus International, I have encountered diverse challenges related to self-storage facilities at various stages. My ability to provide resources and solutions to operators can be instrumental in addressing industry issues and helping operators succeed.

Advocacy: My commitment to advocating for operators in Tennessee aligns with the board's role in representing the interests of the self-storage industry in the state. My advocacy skills can be an asset in lobbying for favorable policies and regulations.

Adaptability: My willingness to travel and engage with operators in different regions, despite residing in Florida, showcases my adaptability and commitment to the role. This flexibility can be beneficial for board activities that may require attendance at events or meetings in Tennessee.

Passion: My evident passion for the self-storage industry, is a driving force that can inspire and motivate board members and industry stakeholders alike.

Strategic Thinking: My background in real estate development provides me the ability to think strategically, assess market trends, and make informed decisions that can guide the TNSSA in its efforts to support the industry.

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

I worked for Zillow Group as their Operations Training and Development Manager, in where I designed and implemented training programs for both new hires and existing employees that involved continued coaching in Botha virtual and classroom, setting. These training initiatives focused on a variety of topics such as customer service, sales, leadership and technical skills.

I also have 10 years of experience involved in all aspects of a sales organization. My expertise lies within developing and implementing effective sales strategies, identifying new business opportunities, and negotiating complex deals, I am confident in my ability to drive revenue growth and build strong relationships with clients.

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

Im currently a committee member for the following boards FSSA and GASSA

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


Theresa Dallas- Janus International 248-339-6885 Theresa.gallas@janusintl.com

Professional Bio

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

Leann Kass is a Sales Representative for Noke Smart Entry in the Southeast Region. She came to Janus International with over 10 years of sales organization experience including expertise in acquisitions, partnerships, operations, and training and development. During her past 2 years at Janus, she has gained the knowledge, experience and passion for the self-storage community and looks forward to helping all self-storage owners change the way technology is applied and adapted within the industry.

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

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