

2018 Events

3rd Quarter Event - Aug 21

Operations Discussion Panel - Tenant Insurance, Online Auctions, Ancillary Sales, Facility Audits & Marketing at the Germantown Country Club. [REGISTER TODAY!](#)

10th Annual Legal Seminar & Conference

- Oct 3 & 4

Details are coming together beautifully for this event! Make plans now to attend. We have negotiated a block rate for hotel rooms at Embassy Suites. [Click here](#) to make your reservation.

4th Quarter Event - Nov 13

Details coming soon!

10th Annual Legal Seminar & Conference

Day One - Oct 3

State of the Industry for TN
Legal Presentation by Scott Zucker
Marketing: Millennials vs. Baby Boomers
Operations Discussion Panel
Lien Law Time Line by Scott Zucker
Round Table Discussions
Networking Reception & Charity Auction

Day Two - 4

Trade Show
Auditing Your Facility
Vendor Presentations
Owner Session- Feasibility Study Breakdown
Manager Session- Making Yourself a Company Asset
Legal Presentations



Featured Speaker
Scott Zucker

Embassy Suites Nashville SE –Murfreesboro

[Click here to reserve your room](#) Block rates are available through Sept 2nd
\$149 / night with breakfast included



Congratulations to the 2017
TNSSA Manager of the Year
Michelle Engler of A+ Storage



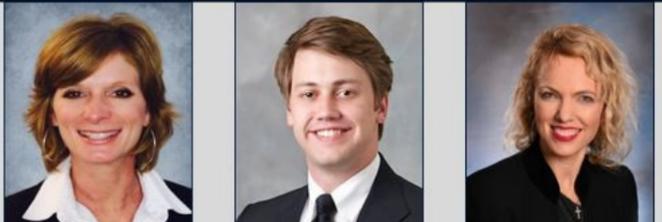

- No Auction Day Chaos
- Success With Any Number of Units
- Exposure to Thousands of Viewers

[Learn More](#)



ISS 2018
INSIDE SELF-STORAGE
BEST OF BUSINESS
Check out the 2018 Winners here!

The WILLIAMS Team – Self Storage Specialists



Marcus & Millichap
NATIONAL SELF-STORAGE GROUP



William Knight Insurance Agency
Top Shelf Commercial Self-Storage Insurance

Commercial Insurance for Self-Storage Owners and Management Companies

- Exclusive Program
- A.M. Best "A" rated carriers
- Ordinance & Law Limits at 100% of building
- Business Income up 30 months
- Flood Insurance Available
- Conversions & Incidental Operations Eligible

865-670-2990 or email selfstorage@wkia.com / www.wkia.com
Dee Wiseman deew@wkia.com
William Knight Insurance Agency, Inc. * 1717 Winston Road * Knoxville, TN * 37919

Dealing with a Deceased Tenant: What Can a Manager Do?

I think I get more phone calls about this topic than any other. I'd say it probably has a lot to do with the simple fact that it pulls at our heart strings. Dealing with a tenant that has died can be stressful for everyone. But knowing what to do BEFORE the situation comes up, makes it easier to handle.

Check out article below by Scott Zucker for some great information about this topic.

Another great resource for our members is the [TNSSA Talk](#) forum on our website! Monthly articles from Scott are posted here as well as discussions and questions from other members in Tennessee. (You will need to sign into your TNSSA membership account to access this forum.)

~Melissa Roberts, TNSSA Admin Director

Dealing with a Deceased Tenant: What Can a Manager Do?

By Scott Zucker

Unfortunately, it is not uncommon for a self storage operator to learn that one of their tenants has passed away. Many times this is discovered when the rent has not been paid and late notices or lien notices are sent to the tenant's last known address. It is at this point that relatives and friends may come forward seeking to access the unit and retrieve the deceased's property. There are a couple of different scenarios that can occur. [CLICK HERE TO CONTINUE](#)

TNSSA in 2018 -
What's all the hype about?
[Click here to check out our new video!](#)

Are you ready for solar?

These storage facilities went solar with us!

- Gallatin Mini
- Midtown Vault
- BC Storage
- Dabbs Mini
- Arlington CC
- Mallory Station
- BgS America
- Alexander CC

Call 615-641-4050 for your free preliminary estimate.

2nd Quarter Event Recap

Two Education Tracks, Two Fantastic Speakers - What a great event!

Amird Caballero from SiteLink spoke to our Managers about five ways technology can help reduce overhead and make their day more efficient.

Stephanie Tharpe of A+Storage discussed employee compensation and providing effective incentives with the Owners that were in attendance.

The Foundry in Knoxville was, once again, the perfect host for our spring luncheon. Thank you to all of our sponsors that helped make this event a success!

If you haven't registered for the August luncheon in Memphis, it's not too late! The Operations Discussion Panel that we have planned is going to be well worth the trip to Memphis! We'll be discussing Tenant Insurance, Online Auctions, Ancillary Sale and Marketing. Hope to see you at the Germantown Country Club on August 21st!

[Register TODAY!](#)



Special THANKS to our event sponsors!

ABSOLUTE STORAGE
MANAGEMENT, INC.
One of the Largest Third Party Management Companies in the United States

901-737-7336
absolutemgmt.com
info@absolutemgmt.com