

# Five State

## Manufactured Housing Convention

*Deadwood, SD*

*Sept 19-21, 2017*

### **SELLING THE AMERICAN DREAM**

Ken Corbin has an extensive background in business accomplishments going back to the 1970's. While President of a premier housing company, there were more homes sold at Ken's address than any other address in the US. Ken has authored countless books on business growth, sales management, mastermind & best practices and the major problems facing companies in today's ever-changing marketplace.

### **WHAT'S NEW IN WASHINGTON D.C./ FAIR HOUSING DO'S & DON'TS**

Rick Robinson will present two sessions. He is General Counsel and Senior Vice President at MHI. He first became familiar with manufactured housing issues when working as Legislative Director for then-United States Congressman Jim Bunning. Following his stint on Capitol Hill, Rick was a practicing lawyer focusing on commercial finance. As a lobbyist during that time he garnered a reputation for developing relationships on both sides of the aisle.

### **MAXIMIZING SALES AND COMPLIANCE**

Ron Gorsline is a partner with Hudson Cook Law Firm. He will provide attendees with tools to minimize legal recourse while maximizing sales. Hudson Cook, LLP is a 55-lawyer consumer financial services law firm with a national practice headquartered in Hanover, MD. The firm represents many national companies including a number of Fortune 500 companies.

### **HOW TO DOMINATE YOUR LOCAL HOUSING MARKET**

L.A. Tony Kovach is the editor of MHProNews. His speaking and training has been showcased at corporate as well as national, regional and state associations. Tony will inspire you with his enthusiasm and offer strategies to increase your sales.

### **INSTALLATION: TRENDS & RULE MODIFICATIONS**

Michael Henretty is the Program Manager for the Manufactured Housing Installation and Training Program with SEBA Professional Services. Angelo Wallace is a civil

engineer and installation manager with HUD. They will educate you on important rule modifications and provide an overview on the evolution of the installation program.

### **WELCOME RECEPTION & CORN HOLE TOURNAMENT**

Connect with friends, new & old, over hors d'oeuvres & a hosted bar. Join the fun, entertaining evening by participating in the Corn Hole Tournament.

### **GOLF**

Sign up a team and enjoy the splendor of the Black Hills at the Spearfish Canyon Country Club.

### **EXHIBIT HALL**

Industry Vendors  
Lenders  
Manufacturers  
Suppliers  
Transport Companies  
Wholesale Distributors

### **STATE ASSOCIATION MEETINGS**

### **BLACK HILLS ATTRACTIONS**

*THE LODGE AT DEADWOOD*

ROOM RESERVATIONS (605) 584-4800  
WWW.DEADWOODLODGE.COM

*ONLINE REGISTRATION*

WWW.MTMHRV.ORG

# FIVE STATE MANUFACTURED HOUSING CONVENTION

MT, NE, ND, SD & WY

September 19-21, 2017

## Tuesday, September 19

3:00 - 5:30 PM	<b>SDMHA Board of Director Meeting</b>
5:00 - 7:00 PM	<b>Exhibitor Set-up</b>
6:00 - 8:00 PM	<b>Registration</b>
7:00 - 10:00 PM	<b>Welcome Reception</b> Corn Hole Tournament ~ Hors d'oeuvres ~ Hosted Bar

## Wednesday, September 20

7:30 - Noon	<b>Registration</b>
7:30 - 8:45 AM	<b>Breakfast in Exhibit Hall</b>
7:30 - 8:30 AM	<b>Wyoming Association Meeting</b>
9:00 - 10:45 AM	<b>Session I: "Selling the American Dream" - Ken Corbin, CallKenCorbin.com</b>
10:45 - 11:15	<b>VISIT YOUR VENDOR/BREAK</b>
11:15 - 12:15	<b>Session II: "Maximizing Sales and Compliance" - Ron Gorsline, Hudson Cook Law Firm</b>
12:15 - 2:15 PM	<b>Luncheon "How to Dominate Your Local Housing Market" - L.A. Tony Kovach, MHPProNews</b>
2:15 - 2:45 PM	<b>VISIT YOUR VENDOR/BREAK</b>
2:45 - 3:45 PM	<b>Session III: "What's New in Washington D.C." - Rick Robinson, MHI</b>
3:45 - 4:30 PM	<b>Session IV: "Fair Housing Do's &amp; Don'ts" - Rick Robinson, MHI</b>
4:45 - 5:45 PM	<b>Montana Association Meeting</b> <b>Nebraska Association Meeting</b> <b>North Dakota Association Meeting</b> <b>South Dakota Association Meeting</b>
6:30 - 7:00 PM	<b>Exhibit Hall &amp; Hosted Bar</b>
7:00 - 8:00 PM	<b>Banquet and Awards Presentations</b>
8:00 PM	<b>Golf Calcutta and Auction</b>

## Thursday, September 21

7:00 - 7:30 AM	<b>Breakfast in Exhibit Hall</b>
7:30 - 9:00 AM	<b>Session V: Installation: Trends &amp; Rule Modifications" - Michael Henretty, SEBA Professional Services &amp; Angelo Wallace, HUD</b>
9:00 - 10:00 AM	<b>Exhibitor Take-Down</b>
10:00 - 3:00 PM	<b>Golf Tournament @ Spearfish Canyon Country Club</b>
4:00 PM	<b>Presentation of Golf Awards @ Spearfish Canyon Country Club</b>