

NARPM SACRAMENTO PRESENTS



Residential Property Management Expo

Annual Education Conference & Trade Show

Professional education and networking for broker/owners, property managers, and administrative/maintenance staff

Join us at the Sacramento region's largest conference and trade show for the residential property management industry

Wednesday, September 24, 2025

8:30 am – 4:30 pm

Citrus Heights Community Center,
6300 Fountain Square Drive, Citrus Heights

Register online at www.sacnarpm.org



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Schedule

8:00 AM	Exhibitor access to Trade Show Hall Exhibitors must be ready by 8:30 AM (exhibit space must be set up on Tuesday, September 23)
8:30 AM Lobby	Check-in and onsite registration open Pick up name badge, program, "Report Card" grand prize entry card, raffle tickets, tote bag, and food/beverage tickets Onsite registration available if space available (avoid a late fee by registering in advance)
8:30 AM Trade Show Hall	Trade Show begins Trade Show remains open until 3:00 pm Free latte or coffee @ booth #47 Sponsored by Law of Offices of Kimball, Tirey & St. John Free Noah's Bagels breakfast sandwich or pastry @ booth #43 Sponsored by Ctech Restoration & Construction Free snacks @ booth #19 Sponsored by ShowMojo Free Wi-Fi service Sponsored by SMUD Get your "Class Photo" taken for chance to win \$100 Amazon card @ booth #31 Sponsored by DH Construction
9:30 – 10:30 AM	Seminar Session 1 Attend one of the following three seminars:
Seminar Hall A	Complying with the Latest State Housing Laws <i>Jerry Bess, Supervising Code Enforcement Officer, County of Sacramento</i> Rental properties are subject to inspection by local code enforcement officers to ensure their condition meets Health and Safety Code standards. Property managers need to be aware of changes to laws and regulations regarding habitability standards and mandatory rental inspection programs. A code enforcement official offers guidance and answers questions about several recent laws to help property managers maintain compliance and avoid costly fines. Sponsored by TriNet
Seminar Hall B	Fair Housing Trends in 2025 <i>Puneet Singh, Managing Attorney, PKS Law Group</i> Property managers need to understand tenant rights and owner responsibilities under federal, state, and local fair housing laws. This seminar addresses current issues in fair housing and how the regulations affect day-to-day operations. This knowledge is critical to prevent costly violations and support good business practices. Sponsored by Two Men And A Truck
Seminar Hall C	The Ripple Effect: Happy Staff, Happy Clients, Happy Residents <i>Melissa Prandi, MPM®, RMP®, President/CEO, PRANDI Property Management (Keynote Speaker)</i> When your team's happy, everyone wins — staff, clients, and residents alike! Join us to explore simple, meaningful ways to lift morale and create lasting positive energy in your workplace. Leave with fresh ideas and easy tools to build a culture people love to be part of — where happiness isn't just a perk, it's the foundation. Sponsored by American River Hauling & Junk Removal
10:30 – 11:00 AM	Morning break – Visit Trade Show Hall
Trade Show Hall	Trade Show Hall open (remains open until 3:00 pm) Free latte or coffee service @ booth #47 Sponsored by Law of Offices of Kimball, Tirey & St. John Free Noah's Bagels breakfast sandwich or pastry @ booth #43 Sponsored by Ctech Restoration & Construction Free beverages (variety of sodas and water) @ booth #7 Sponsored by Golden State Handyman Free snacks @ booth #19 Sponsored by ShowMojo Drawing for \$100 cash – Submit entry form @ booth #40 Sponsored by Water, Smoke & Mold Removal Get your "Class Photo" taken for chance to win \$100 Amazon card @ booth #31 Sponsored by DH Construction

11:00 AM – Noon Seminar Session 2

Attend one of the following three seminars:

Seminar Hall A

Training Your Tenants to Troubleshoot Maintenance Problems

Paul Villaluz Weubbe, Owner/Broker, Braun Property Services

Get tips on how to effectively communicate basic maintenance troubleshooting to tenants. Learn how to address common issues, empower tenants, and avoid costly and time-wasting service calls. Back by popular demand, this updated session features new insights from last year's standout speaker, with even more tools to help property managers, office staff, and maintenance teams save time and money.

Sponsored by Two Men And A Truck

Seminar Hall B

Evictions for Non-Attorneys

Dana Wares, Managing Partner (Concord office) and Calvin Clements, Partner, Law Offices of Kimball, Tirey & St. John

Everyone may be familiar with the basics of an eviction but sometimes it feels like your attorney is speaking another language. Two expert attorneys explain the process step-by-step, from the initial notice to final lockout, breaking down complex legal terms and concepts into plain language to help property managers and support staff understand the process and timelines more clearly.

Sponsored by American River Hauling & Junk Removal

Seminar Hall C

DRE Compliance Essentials for Property Management

Ginger Sotelo, Partner, Spencer Fane LLP

The California Department of Real Estate (DRE) routinely audits property management operations to ensure Compliance with state regulations - particularly those governing the handling of trust fund accounts. These audits frequently uncover violations related to the improper use of operating accounts and failure to meet statutory trust fund requirements. An attorney specializing in DRE compliance will provide practical guidance to help you navigate common trust account challenges, maintain regulatory compliance, and confidently prepare for a DRE audit.

Sponsored by TriNet

Noon – 1:00 PM

Lunch break - Visit Trade Show Hall

Trade Show Hall

Trade Show (remains open until 3:00 pm)

Free box lunch (sandwich or salad from Panera Bread) – Go to booth #3 Sponsored by Dryer Vent Wizard

Free beverages (variety of sodas and water) – Go to booth #7 Sponsored by Golden State Handyman

Free snacks – Go to booth #19 Sponsored by ShowMojo

Drawing for \$100 cash – Go to booth #33 Sponsored by ManageCasa

Get your "Class Photo" taken for chance to win \$100 Amazon card @ booth #31 Sponsored by DH Construction

1:00 – 2:00 PM

Seminar Session 3

Attend one of the following three seminars:

Seminar Hall A

Practical Uses of Artificial Intelligence in Property Management

Nitin Gupta, CEO and Founder, and Michael Aspinwall, Founding Engineer, Enduring Labs

Artificial Intelligence (AI) is rapidly transforming the tools and technology we use daily. The best way to grasp its potential is by using AI-powered products. Two experts will demonstrate how to maximize the value of familiar tools like ChatGPT, boost your confidence in adopting this technology, and share practical ways to apply it in your current role.

Sponsored by American River Hauling & Junk Removal

Seminar Hall B

Maximizing Success with the Housing Choice Voucher Program

Troy Lynch, Program Manager – Housing Choice Voucher Program, and Algie Mosley, Landlord Liaison, Sacramento Housing and Redevelopment Agency (SHRA)

SHRA staff explain how to reduce delays in the Request for Tenant Approval (RFTA) process, prepare for the new National Standards for the Physical Inspection of Real Estate (NSPIRE), comply with California's rent control law (AB 1482) and prepare for impacts of federal funding shortfalls. Includes time for Q&A regarding the program.

Sponsored by Two Men And A Truck

Seminar Hall C

Grow Through Giving: Building a Purpose-Driven Property Management Company

Melissa Prandi, MPM®, RMP®, President/CEO, PRANDI Property Management

Discover how a mindset of giving can be a powerful strategy for business growth in residential property management. This workshop explores how community involvement, philanthropic initiatives, and a heart-centered leadership style not only make a difference but also build trust, loyalty, and brand visibility. Learn from real-world examples how giving back attracts quality clients, retains great staff, and sets your business apart in a crowded market.

Sponsored by TriNet

2:00 – 2:30 PM	Afternoon break – Visit Trade Show Hall
Trade Show Hall	Trade Show (remains open until 3:00 pm)
	Free beverages (variety of sodas and water) – Go to booth #7 Sponsored by Golden State Handyman
	Free snacks @ booth #19 Sponsored by ShowMojo
	Drawing for \$100 cash – Submit entry form @ booth #33 Sponsored by Clear Tech Environmental
	Get your “Class Photo” taken for chance to win \$100 Amazon card @ booth #31 Sponsored by DH Construction
2:30 – 3:30 PM	Seminar Session 4
	Attend one of the following three seminars:
Seminar Hall A	Hot Legal Topics for 2025 <i>Puneet Singh, Managing Attorney, PKS Law Group</i> The legal landscape for property management is constantly evolving. Staying ahead of new laws and regulations is essential to avoiding costly mistakes and maintaining compliance. A highly respected attorney offers practical insights and actionable strategies on current legal issues to help property managers manage the challenges and mitigate risks. Sponsored by American River Hauling & Junk Removal
Seminar Hall B	Detecting Rental Application Fraud: Effective Strategies for 2025 <i>Bryan Vevera, Criminal Investigator, Sacramento County District Attorney’s Office, and Justin Rhinesmith, Business Development Representative, National Tenant Network</i> Rental application fraud is a growing concern and can be difficult to detect – even for seasoned property managers. In this eye-opening seminar, a criminal investigator from the DA’s Office shares real-world examples of fraudulent applications and tactics used to deceive property managers. Learn how to identify red flags, recognize common fraud techniques, and implement effective prevention strategies - from thorough rental and employment verifications to properly validate supporting documents. Sponsored by Two Men And A Truck
Seminar Hall C	California Tax Compliance for Out-of-State Clients <i>Sonia Caramazza, Education & Outreach Specialist, and Chanel Yates, Program Specialist – Withholding Services and Compliance Section, California Franchise Tax Board</i> California law requires property managers to withhold tax on rental income earned by nonresident property owners when it exceeds the legal threshold. Compliance specialists from the Franchise Tax Board will provide a comprehensive overview of nonresident withholding requirements, available exceptions, required forms, and potential withholding liabilities and penalties for non-compliance. Includes times for questions to gain a better understanding of the law. Sponsored by TriNet
3:30 – 4:30 PM	Reception & Raffle Prizes
Trade Show Hall	Reception area of Trade Show Hall
	Free appetizers and drinks (wine or beer) @ bar next to booth #4 Sponsored by Brown’s Heating & Air
	Free non-alcohol beverages @ booth #7 Sponsored by Golden State Handyman
	Drawing for raffle prizes - Drawing for prizes sponsored by Trade Show exhibitors
	Drawing for “Playing Hooky” Grand Prize Sponsored by Good Life Group
	“Playing Hooky” Grand Prize is a \$500 Southwest Airlines travel gift card and \$500 VISA gift card
	Get your “Report Card” stamped by at least 40 booths to be eligible - Submit completed “Report Card” @ booth #12
4:30 PM	Event ends
	Exhibitors must complete move-out by 5:00 PM
	Junk removal and hauling sponsored by Junk King

To register or for more information (including registration fees), go online to www.sacnarpn.org