

# **PROGRAM OVERVIEW**

12 – 14 November 2024

JW Marriott Surfers Paradise

#### **MONDAY 11 NOVEMBER**

**12 NOON** 

**GOLF TOURNAMENT presented by VISY Boxes & More** 

Join the VISY Boxes and More team and take to the greens at the renowned RACV Royal Pines golf course.

#### **TUESDAY 12 NOVEMBER**

10 AM -12 NOON Choose your Workshop

**GETTING STARTED IN** SELF STORAGE

SELF STORAGE
Hear from experienced industry suppliers as they share practical advice for starting out in the industry. From feasibility to construction, management and marketing everything you need to succeed in storage.

**SOFTWARE** MASTERCLASS: STORMAN

This practical workshop is designed for existing Storman customers. Hear from the team on new features, bring your laptop and work through the latest updates together.

**SOFTWARE** MASTERCLASS: SITELINK

MASTERCLASS: STELLINI
This practical workshop is
designed for existing Sitelink
customers. Hear from the team
on new features, bring your
laptop and work through the
latest updates together.

**ELEVATE YOUR SELF** STORAGE OPERATIONS

Join this workshop to elevate your operations by implementing the latest industry guidelines, learn about Al tools and improve your productivity.

**12 NOON** 

12 15 PM -

**SELF STORAGE FACILITY TOURS** 

Explore some of the Gold Coast's showstopping self storage facilities. Buses will depart from the JW Marriott Lobby, visit facilities in groups 330 PM

and then return to the JW Marriott.

WELCOME TO THE GC 5.30 PM

LUNCH

Get ready for a night of celebrations Cali-Style! Bus or walk to the Cali Beach Club for a party that will well and truly get

the self storage event of the year started!

### WEDNESDAY 13 NOVEMBER

7.30 AM

BREAKFAST BY THE LAGOON Start the morning with a casual pool-side breakfast.

Join us for freshly squeezed juices and breakfast bites in the sun

8:30 AM JW Ballroom OPENING REMARKS & THE TRENDS TRANSFORMING AUSTRALASIA Join leading demographer and data scientist Simon Kuestenmacher as he explores what's trending in the macro environment. Learn how to integrate strategic insights that will elevate your approach to self storage.

9.30 AM JW Ballroom STATE OF THE INDUSTRY 2024 Makala Ffrench Castelli and Linda Sharkey launch SSAA's comprehensive industry research, State of the Industry 2024. Unpack industry trends, delve into what's driving demand and track key operating metrics. Learn how to integrate these key industry insights into your self storage strategy.

10 15 AM MORNING TEA

10:45 AM JW Ballroom REMOTE MANAGEMENT IN SELF STORAGE Explore the future of self storage operations in our panel discussion on integrating remote management. Join industry experts as they share insights and best practices for leveraging technology and innovative solutions to effectively manage self storage - anywhere, anytime.

11:30 AM

THE SELF STORAGE LEGAL LANDSCAPE Hear from Hunt & Hunt about the latest changes impacting the self storage legal landscape. New Zealand members will join Jackson Russell for an informative NZ-specific session (Beechmont Room).

**12 NOON** JW Ballro

SUPERPOWERS IN SELF STORAGE Backed by psychological science and practical experience at leading innovation consultancy Inventium, Evelina Bereni will share practical strategies to optimise productivity, boost innovation and elevate wellbeing.

12.45 PM

215 PM hoose your Workshop

SELF STORAGE OPERATIONS

These short, sharp sessions from experts will help you innovate, integrate and elevate your self storage operations. Learn the latest in marketing, revenue management, talent management and compliance.

**DEVELOPMENT & CONSTRUCTION** 

Learn about the latest design and construction innovations from the Building 4.0 CRC. Discuss the latest in financing arrangements. Hear from industry experts about their plans to elevate self storage construction to new heights.

**CONTAINER & MOBILE STORAGE** 

Join container and mobile self storage operators to learn how to elevate self storage operations in these growing categories. Hear from suppliers about innovative solutions, share operating insights and help shape future work in this space.

3.30 PM AFTERNOON TEA

3.30 PM amborine WOMEN IN STORAGE Join the women in self storage for a bright and breezy high tea while learning more about leadership over a glass (or two!) of bubbles

5 PM 6.30 PM TRADE SHOW IN THE SPOTLIGHT Explore all the innovations and engage with leading industry suppliers over drinks.

DINE WITH INDUSTRY Meet at the main staircase if you've selected to dine with industry and we'll show you to your venue.

for these dining experiences. Book online during registration. Subject to availability

UNDER THE SEA with independent owners NZ NIGHTS with Aaron Alsweiler Meet like-minded independent operators and feast on a seafood extravaganza! Hosted by SSAA Directors Ned Coten, Adrian Wylde, Brent Hayes and Lizzy Rutland

Enjoy the balmy breezes of the Tamborine Terrace and delight in a shared feast and the company of fellow Kiwi operators. Hosted by SSAA Director (NZ) and GM of Safe Store, Aaron Alsweile

LA LUNA with Sam Kennard & Michael Alafaci Share an intimate dinner with industry leaders at this marina locale. Hosted by Sam Kennard, SSAA Life Member, Director and CEO of Kennards Self Storage and Michael Alafaci, SSAA Chair and Group General Manager Corporate Development, Storage King.

## **THURSDAY 14 NOVEMBER**

**FROM 7.30 AM** 

BREAKFAST IN THE TRADE SHOW Start the morning with some light and tasty breakfast options in and around the Trade Show.

8.30 AM JW Ballroom THE STORAGEMART STORY Join US industry leader Mike Burnam, President and CIO of StorageMart, as he shares lessons from his exceptional career in self storage; including recent chapters on the growth of StorageMart, the acquisition of Manhattan Mini Storage and the elevation of self storage as an asset class.

9.30 AM JW Ballroom SHAPING THE FUTURE OF SELF STORAGE Thomas Whalan of Rent A Space hosts an insightful discussion with Sam Kennard of Kennard's Self Storage, Nikki Lawson of Abacus Storage King and Jimmy Mouzakiotis of Fort Knox Storage on sector fundamentals, current challenges and how to shape the future of self storage in Australasia.

10.15 AM

MORNING TEA

10:45 AM

SoTI | CONSUMER INSIGHTS Explore the top consumer trends from State of the Industry 2024 with Makala Ffrench Castelli. Learn about the future self storage customer, how they'll find you and what they'll be looking for.

11.15 AM

EMBRACING AI AND INNOVATION Learn how to navigate the rapidly changing world of artificial intelligence (AI). Take away strategies to innovate and elevate your self storage business using the latest AI tools.

**12 NOON** 

SELF STORAGE ROUNDTABLES Join in-depth discussions with a range of industry experts. Dive into different topics all critical to successful self storage. Be led by seasoned operators and gain actionable insights to elevate your self storage business.

12.45 PM

LUNCH

215 PM 2.45 PM GLOBAL PERSPECTIVES Join self storage experts from around the world as they share the latest insights from the USA, UK and Asia.

THE NEXT WAVE The courage and resilience it takes to ride the world's biggest waves is not reserved for a limited number of athletes and adrenaline junkies. It's for anyone. Champion big wave surfer and Gold Coast local Mark Mathews shares lessons from his life on the water.

3.30 PM 5.30 PM CLOSING REMARKS Including competition announcements and where to for 2025!

7 PM

SSAA AWARDS FOR EXCELLENCE presented by VISY Boxes and More. Celebrate industry excellence at the self storage gala event of the year. Enjoy fine dining, cheer on our winners and dance the night away!

COCKTAIL HOUR Start the celebrations in true summer style with cocktails and canapes by the Lagoon.

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