

## Regular Seminars

W.R.A.M.A. meets on the second Wednesday of January, February, March, May, September, October and November at the Golf Steak House. Dinner is at 6:00 p.m. with the seminar starting at 8:00 p.m. We also have our Annual Trade Fair on the 2nd Wednesday of April.

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## November Seminar Draw Results

**Membership draw:** If Wilhelm Albrecht had been in the room he would have won \$140.00. The draw for January will be \$150.00.

**50/50:** Armenio Serrador won \$66.00

**Elimination Draw:** No draw this meeting

**Suite Talk Question:** Anna Ferguson won a free dinner certificate for knowing that the latest amendments to the TPA took effect on October 7, 2002.

## Waterloo Regional Apartment Management Association

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### Mission Statement

The W.R.A.M.A. Mission is to actively and positively develop and sustain the integrity of its members' business – the provision of private residential rental accommodation – in the Golden Triangle.

### Executive Directors

President	Glenn Trachsel	741-1400
Vice-President	Mike Milovick	746-1411
Secretary	Tina Gokstorp	1-866-445-7084
Treasurer	Carol Lauber	632-7899
Past President	Larry Smith	884-7888

### Directors at Large

Mohamed Badran	744-7133	Bill Mansell	620-1422
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John Lambert	800-799-6115	Julie Popesku	578-7196
Christian Hiriart	884-3010 x229	Carolyn Rouse	746-1456

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DISCLAIMER – No liability is accepted by the W.R.A.M.A. or by the writers of articles in the Newsletter for any reliance placed on those articles for specific cases. Professional advice particular to the reader's situation should be obtained. Editor – Robert W. Eby, CPM (519) 744-3603.

## Highlights From The November Seminar

Our last meeting was held on November 13, 2002 at Golf's Steak House. There were 130 people at the meeting and 45 attended the dinner.

The first order of business was to elect a new executive. All the existing board members opted to serve again. We have two new additions to the Board.

John Lambert of Phelps Apartment Laundries and Christian Hiriart of Stamm Investments. They will be valuable additions to your Board.

A list of names and phone numbers of your W.R.A.M.A. Board of Directors is at the bottom left of this page.

Speakers Bob Eby and Shelagh McFarlane both became unavailable at the last minute.

Bob's presentation will be given at our January meeting.

Rogers Cable had a number of displays set up around the room including a large screen TV at the front of the room. Speakers were Mary Lou Greenwood, Manager, MDU Sales; Tina Gokstorp, Account Executive, MDU Sales; Cam Gray, Rogers Hi-Speed Promotions Coordinator. They spoke on Digital Cable, High Definition TV, WINK, Video On Demand, Rogers Hi-Speed Internet, Rogers Internet Lite and Rogers Interactive TV. They announced a special deal for landlords. They offer \$17.00 of Rogers Products per active customer in buildings that have 12 units or more. Call Tina at 1-866-445-7084 for more information.

Our second speaker was James Curtis of Look 4 a Place. This is a new company that is located in Kitchener. They list vacant apartments for rent. James demonstrated how easy it is to use their new website. As I was writing this article they informed me that this service is now FREE TO LANDLORDS.

You can list your apartments by phone at (519) 749-2575, fax at (519) 749-9833.

Check out their website at [www.look4aplace.com](http://www.look4aplace.com).