

Welcome!
SSA's VALUATION & ACQUISITION COURSE
October 20 – 22, 2025
Cambria Hotel Nashville • Nashville, TN

A G E N D A

DAY ONE: Monday, October 20

12:30 PM – 1:00 PM - **Registration**

1:00 PM – 6:00 PM

- Course Overview & Storage Industry Trends
- Intro to Valuation – Buy to Sell
- Understanding the Value: Assessing the Market
- Understanding Facility Reports & Excel Practical Valuation Tools
- Direct Capitalization Valuation Model – Case Study #1

6:00 PM – 7:00 PM - **Reception and Networking**

DAY TWO: Tuesday, October 21

7:30 AM – 8:00 AM - **Breakfast**

8:00 AM – 12:00 PM

- Complete Case Study #1 (continued)
- The 'Big 8' Self Storage Expenses
- Discounted Cash Flow Financial Modeling & Case Study #2

12:00 PM – 1:00 PM – **Lunch**

1:00 PM – 5:00 PM

- Discounted Cash Flow Financial Modeling (continued)
- Industry Data
- Understanding the Value: Site Assessment
- Property Tax Overview – Questions, Review, Appeals

DAY THREE: Wednesday, October 22

7:30 AM – 8:00 AM - **Breakfast**

8:00 AM – 12:30 PM

- Wrap Up Discounted Cash Flow Financial Model – Case Study #2 (continued)
- Understanding the Value: Rental Rate Assessments
- Arthur's Self Storage – Group Project - Case Study #3
- Putting it All Together – Key Takeaways
- Open Forum - Q&A

