

# Show Planner

## The Event **You Need** to Get the Business **You Want**

The self-storage industry's most high-demand tradeshow and conference at Las Vegas' most sophisticated convention center creates an unmatched professional experience.

**Register today!**

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**Education:** April 7-10, 2026

**Exhibits:** April 8-9, 2026

Caesars Forum Conference Center  
Las Vegas

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# ISS

INSIDE SELF-STORAGE  
WORLD EXPO

by informa...





**Education:** April 7-10, 2026  
**Exhibits:** April 8-9, 2026  
 Caesars Forum Conference Center  
 Las Vegas

## Join us for the transformative industry event!

Whether you're seeking to expand your knowledge, explore business opportunities or strengthen professional relationships, the **Inside Self-Storage World Expo** offers an experience that extends far beyond a typical convention. Held at the opulent Caesars Forum Conference Center in Las Vegas, this premier event brings together thousands of industry developers, investors, managers, owners and suppliers to enjoy world-class hospitality and an engaging environment in which excellence isn't only a goal, it's successfully delivered.

### Celebrating 35 Years of Industry Leadership!



Since 1991, **Inside Self-Storage** has been a trusted compass guiding our industry through every evolution, challenge and breakthrough. What started as a means to connect and educate self-storage professionals in person has grown into the sector's premier gathering. Join us in Las Vegas as we honor our past and shape the future of this business together. Because after 35 years, we're just getting started!



*“ISS World Expo provides an awesome experience that leaves me inspired and motivated to do the best that I can in this industry.”*

—Hannah Murphy,  
 A Class RV Storage Osuna,  
 Albuquerque, New Mexico

# ISS MAGAZINE SUBSCRIBERS:

## Get \$30 off

the Seminar and All-Access Packages!

Must use promo code **PT32** at checkout.\*

Register at [issworldexpo.com](http://issworldexpo.com).

*\*Offer expires March 6, 2026. This code cannot be applied to a previously paid registration and is not available to industry suppliers.*



# SENTINEL

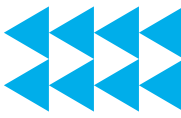
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FOR SELF STORAGE**



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- ✓ **FEATURE RICH**
- ✓ **BEST VALUE**
- ✓ **NEWEST**

[SENTINELSYSTEMS.COM](http://SENTINELSYSTEMS.COM)



# PICK YOUR PACKAGE

Below is a breakdown of our four registration packages. Early-bird pricing ends **Feb. 13**, but you can still secure discounted pricing through March 6 if you enter promo code **PT32** during the online registration process at [issworldexpo.com/register](http://issworldexpo.com/register).

## EXPO PACKAGE \$225 THROUGH 3/6

### Includes:

- Expo-hall access
- Keynote address by Molly Bloom
- Table Talks
- Self-Storage Q&A Sessions
- Speed Networking for Facility Operators\*
- Legal Chat With Jeff Greenberger
- Exhibitor Theater

## \$250 BEGINNING 3/7

- Preview Pavilion
- Buyers & Sellers Meeting
- Vendor presentations
- Party on the Plaza
- Women In Storage Education\*
- Charity Storage "Hoops for a Cause"
- Morning coffee/tea service

\* For qualifying attendees only. See the event website for details.

## SEMINAR PACKAGE \$595 THROUGH 3/6

### Includes:

- Everything in the Expo Package
- Access to 42 seminars in six education tracks (Building, Investing, Management, Ownership, Technology and Tomorrow)

## \$695 BEGINNING 3/7

- Overtime With the Experts
- **NEW THIS YEAR:** The Total Self-Storage Solutions 2026 Education Video Package for just \$99!

## BEST VALUE!

## ALL-ACCESS PACKAGE \$995 THROUGH 3/6

### Includes:

- Everything in the Seminar Package
- Access to your choice of four half-day workshops (two on Tuesday, two on Friday)

## \$1,140 BEGINNING 3/7

- **NEW THIS YEAR:** The Total Self-Storage Solutions 2026 Education Video Package for FREE!

## VIP PACKAGE \$2,495 THROUGH 4/10

### Includes:

- Everything in the All-Access Package
- Three-night stay in a Vice Presidential Suite at Harrah's Las Vegas
- Roundtrip ground transportation to and from the airport
- **NEW THIS YEAR:** The Total Self-Storage Solutions 2026 Education Video Package for FREE!

## SEMINAR VIDEO

Containing nearly 40 hours of content, the **Total Self-Storage Solutions 2026 Education Video Package** normally sells for \$649. It includes copies of all 42 seminars recorded at the show. The digital, on-demand videos are delivered upon completion of production, six to eight weeks after the live event.

# PREPARE FOR THE SHOW

## HOTEL ACCOMMODATIONS

Our host hotel is Harrah's Las Vegas, a short skybridge walk from Caesars Forum Conference Center, with rates beginning at just \$176 per night (depending on the room/night). We also offer rooms at Caesars Palace, located across the street but NOT connected via skybridge to the event venue, with rates beginning at \$216. Both rates include a mandatory \$37/day resort fee. We offer flexible booking policies, so your stay is refundable until three days prior to arrival.

## YOUR PERSONALIZED AGENDA

Your registration includes access to a useful platform called Map Your Show (MYS). It not only fuels our event mobile app, it offers excellent attendee tools including a schedule-builder known as "My Agenda." This session sorter contains information about all education events and speakers, an exhibitor directory, a show-floor map, and much more!

## MOBILE APP

Take advantage of our mobile app! This wonderful tool provides details about workshops, seminars, exhibitors, speakers, networking events and much more, with options to create your own agenda and search for specific products and services. Download this free resource by searching "ISS World Expo" in the Apple App Store or Google Play.

## WHO'S HUNGRY?



We understand the lunch hour goes by fast, so we are now offering lunch for purchase: three boxed-lunch options on the first and last days of the show (Tuesday and Friday) and a spectacular buffet on the two middle days (Wednesday and Thursday). View menu details during the registration process!

# AGENDA AT-A-GLANCE

## TUESDAY, April 7

7 a.m. - 4 p.m.	<b>Event Registration</b>
8 a.m. - Noon	<b>Half-Day Workshops</b> <i>Separate registration required via All-Access Package or à la carte purchases.</i> <ul style="list-style-type: none"> <li>Development Workshop: Planning Phase</li> <li>Management Mastery Workshop</li> </ul>
1-3 p.m.	<b>Facility Tour</b> <i>Separate registration required.</i>
1-4 p.m.	<b>Preview Pavilion</b> <i>Open to all attendees.</i>
1-5 p.m.	<b>Half-Day Workshops</b> <i>Separate registration required via All-Access Package or à la carte purchases.</i> <ul style="list-style-type: none"> <li>Advanced Operations Workshop</li> <li>Development Workshop: Building Phase</li> </ul>
3-6 p.m.	<b>Women in Storage Education (WISE)</b> <i>Women only, please.</i>

## WEDNESDAY, April 8

7 a.m. - 4 p.m.	<b>Event Registration</b>
8-8:50 a.m.	<b>Keynote Address by Molly Bloom</b> <i>Open to all attendees and exhibitors.</i>
9 a.m. - 1:50 p.m.	<b>Seminar Education</b> <i>Seminar or All-Access Package required.</i>
	<b>Vendor Presentations</b> <i>Open to all attendees (exhibitors excluded).</i>
10 a.m. - 2:30 p.m.	<b>Overtime With the Experts</b> <i>Seminar or All-Access Package required.</i>
11 a.m. - 1 p.m.	<b>Preview Pavilion</b> <i>Open to all attendees.</i>
2-3 p.m.	<b>Table Talks</b> <i>Open to all attendees and exhibitors.</i>
3-7 p.m.	<b>Exhibits Open</b> <i>Open to all attendees and exhibitors.</i>
	<b>Charity Storage "Hoops for a Cause"</b> <i>Open to all attendees and exhibitors.</i>
3:30-6:30 p.m.	<b>Exhibitor Theater</b> <i>Open to all attendees.</i>
7-8:30 p.m.	<b>Party on the Plaza</b> <i>Open to all attendees and exhibitors.</i>

## TABLE TALKS

Wednesday, April 8, 2-3 p.m. | Open to all attendees and exhibitors.

Also known as "roundtable discussions," Table Talks are moderated, informal conversations focused on a wide range of specific industry topics. Each talk begins with a one- to three-minute presentation by the table host, leaving seven to nine minutes for open dialogue and Q&A before a rotation is suggested. The room moderator will alert participants every 10 minutes.



## BRING YOUR WHOLE TEAM

If registering eight or more people from the same company, please contact customer service at [registration@issworldexpo.com](mailto:registration@issworldexpo.com) about group discounts!

### THURSDAY, April 9

7 a.m. - 4 p.m.	<b>Event Registration</b>
8-11 a.m.	<b>Seminar Education</b> <i>Seminar or All-Access Package required.</i>
	<b>Vendor Presentations</b> <i>Open to all attendees (exhibitors excluded).</i>
9-11:30 a.m.	<b>Overtime With the Experts</b> <i>Seminar or All-Access Package required.</i>
11 a.m. - Noon	<b>Self-Storage Q&amp;A Sessions</b> <i>Open to all attendees and exhibitors.</i> <ul style="list-style-type: none"> <li>• Investing &amp; Development</li> <li>• Management &amp; Marketing</li> <li>• Technology &amp; Security</li> <li>• International Business</li> </ul>
Noon - 1 p.m.	<b>Speed Networking for Facility Operators</b> <i>Open only to managers and owners.</i>
1-5 p.m.	<b>Exhibits Open</b> <i>Open to all attendees and exhibitors.</i>
	<b>Charity Storage "Hoops for a Cause"</b> <i>Open to all attendees and exhibitors.</i>
1:30-3 p.m.	<b>Buyers &amp; Sellers Meeting</b> <i>Open to all attendees and exhibitors.</i>
1:30-4:30 p.m.	<b>Exhibitor Theater</b> <i>Open to all attendees.</i>
4-6 p.m.	<b>Legal Chat With Jeff Greenberger</b> <i>Open to all attendees and exhibitors.</i>

### FRIDAY, April 10

7-10 a.m.	<b>Event Registration</b>
7:30 a.m. - 6 p.m.	<b>Storage Redefined Masterclass</b> <i>Separate registration required via All-Access Package or à la carte purchases.</i>
8 a.m. - Noon	<b>Half-Day Workshops</b> <i>Separate registration required via All-Access Package or à la carte purchases.</i> <ul style="list-style-type: none"> <li>• Intensive Legal Workshop</li> <li>• Investing Workshop: Buy vs. Build</li> </ul>
1-5 p.m.	<b>Half-Day Workshops</b> <i>Separate registration required via All-Access Package or à la carte purchases.</i> <ul style="list-style-type: none"> <li>• Digital Marketing Workshop</li> <li>• Remote Management Workshop</li> </ul>

\*\*Agenda subject to change without notice.

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# WHAT'S IN IT FOR ME?

The **ISS World Expo** has something for everyone, regardless of your role in the business or level of expertise. Whether you're just getting started or well-seasoned in the business, you'll get the knowledge and resources you need to meet your personal and business goals and bolster your bottom line!

## MANAGERS

This show will help you better understand your role, successfully run your facility, become a master of your domain and enhance your professional skills. Learn what you need to land a job or take one to the next level.

## OWNERS

Get guidance, insight and data to help you to make better-informed decisions for your assets and maximize their revenue potential. From financing to staffing, we cover it all. You can also shop for products and explore new business opportunities.

## INVESTORS

Self-storage can be a lucrative investment, but it isn't for everyone. Learn what you need to make a smart decision or avoid a bad mistake. You can also source partners, network for funding, gather planning information and much more.

## DEVELOPERS

Whether you're developing a new facility or expanding or renovating an older one, you need products and knowledge to ensure you build it right. Learn about the latest materials, trends, designs, regulations and more to make your project a success.



# EDUCATION BY INDUSTRY ROLE

Whether you're new to self-storage or an industry veteran, use this guide to identify the events that will help you better understand your role and achieve your business goals.

	Managers	Owners	Investors	Developers
<b>SEMINARS</b>				
Building Track		X	X	X
Investing Track		X	X	
Management Track	X	X		
Ownership Track		X	X	
Technology Track	X	X		
Tomorrow Track	X	X	X	X
<b>WORKSHOPS</b>				
Advanced Operations Workshop	X	X		
Development Workshop: Building Phase		X	X	X
Development Workshop: Planning Phase		X	X	X
Digital Marketing Workshop	X	X		
Intensive Legal Workshop	X	X		
Investing Workshop: Buy vs. Build		X	X	
Management Mastery Workshop	X	X		
Remote Management Workshop	X	X		
Storage Redefined Masterclass		X	X	X
<b>OTHER EDUCATION/EVENTS</b>				
Buyers & Sellers Meeting		X	X	X
Charity Storage "Hoops for a Cause"	X	X	X	X
Exhibits	X	X	X	X
Exhibitor Theater	X	X	X	X
Keynote Address	X	X	X	X
Legal Chat With Jeff Greenberger	X	X		
Overtime With the Experts	X	X	X	X
Party on the Plaza	X	X	X	X
Preview Pavilion	X	X	X	X
Self-Storage Q&A: Investing & Development		X	X	X
Self-Storage Q&A: Management & Marketing	X	X		
Self-Storage Q&A: Technology & Security	X	X		
Self-Storage Q&A: International	X	X	X	X
Speed Networking for Facility Operators	X	X		
Table Talks	X	X	X	X
Vendor Presentations	X	X	X	X
WISE: Women in Storage Education	X	X	X	X

# NETWORKING EVENTS THAT FUEL SUCCESS

Unlock powerful networking opportunities with industry leaders, innovators, and peers who share your passion for self-storage excellence. Our carefully curated events create the perfect environment to build meaningful relationships, exchange valuable insights, explore partnerships and accelerate your professional growth. All are included with every registration package!

## WOMEN IN STORAGE EDUCATION (WISE) PROGRAM

Tuesday, April 7, 3-6 p.m.

*Space will be limited to 150 registrants on a first-come, first-served basis. Women only, please.*

Come join us for an empowering discussion on the role of women in self-storage evolution. Our female presenters will share their professional strategies, inviting questions and insights from the audience. Connect with like-minded, good-spirited women from all facets of the industry and experience shared awareness and inspiration.



## KEYNOTE ADDRESS BY MOLLY BLOOM

Wednesday, April 8, 8-8:50 a.m.

*Open to all attendees and exhibitors.*

Molly Bloom was a member of the U.S. Ski Team when an injury ended her athletic career in 2002. She then moved to Los Angeles, where she launched an underground poker game that attracted Hollywood celebrities, athletes, business tycoons ... and the attention of the FBI. Her bestselling memoir, "Molly's Game," was adapted into a film by Aaron Sorkin, starring Jessica Chastain. Come hear Molly's message of resilience reinvention, and get inspiration to rewrite your own story!

## CHARITY STORAGE "HOOPS FOR A CAUSE"

Wednesday, April 8, 3-7 p.m.; Thursday, April 9, 1-5 p.m.

*Open to all attendees and exhibitors.*

Are you a self-storage hot shot? Come prove it and raise money for a good cause! We've partnered with Charity Storage to generate funds for worthy organizations. Grab your buddies and visit booth #122 during expo-hall hours to play a round of Pop-A-Shot and show off your free-throw basketball skills. See how many baskets you can sink in 60 seconds!





## PARTY ON THE PLAZA

Wednesday, April 8, 7-8:30 p.m.

*Open to all attendees and exhibitors.*

Come relax and enjoy an evening of cocktails and appetizers on the gorgeous Forum Plaza, underneath the renowned High Roller observation wheel. Join your fellow attendees in mingling and socializing! This event is sponsored by Trachte Building Systems, which is celebrating its 125th anniversary this year!



## SPEED NETWORKING FOR FACILITY OPERATORS

Thursday, April 9, Noon - 1 p.m.

*Open only to managers and owners.*

This industry-specific twist on speed dating will allow you to talk one-on-one with others who work in the self-storage trenches just like you. You'll sit at a networking station with one to three other managers/owners, then draw a topic from our pile of "conversation starters."



## BUYERS & SELLERS MEETING

Thursday, April 9, 1:30-3 p.m.

*Open to all attendees and exhibitors.*

Do you have a property to sell? Are you looking to buy? If so, this is the event for you! Find properties available in your region and who's looking to acquire or offload properties. You'll be able to meet with buyers, owners and brokers.

## WANT EVEN MORE CONNECTIONS?

Join **Self-Storage Talk**, our vibrant online community, to connect with fellow attendees before the show! There's a thread dedicated to the ISS World Expo so you can start conversations, share insights and arrange meetups in Las Vegas. This platform helps you maximize your conference experience by building relationships that begin online and flourish in person. Your network awaits!

# SELF-STORAGE Q&A SESSIONS

**Thursday, April 9, 11 a.m. - Noon**

*Open to all attendees and exhibitors.*

We're continuing our popular open-forum Q&A so attendees can get answers to their questions! Choose from one of three topic-focused events, hosted by hand-picked experts with proficiency in these category verticals. No industry question is off-limits! Come ready to listen and engage.

## SELF-STORAGE Q&A: INVESTING & DEVELOPMENT

*Hosts: Brandon Grebe, CEO, Uplift Development Group;*

*Neal Gussis, Executive Director - Capital Markets, SPMI Capital*

Have questions about finance, real estate, development or construction? This is the session for you! Ask questions about capital markets, loans, rates, acquisitions, due diligence, feasibility, site selection, facility design, construction materials and methods, and so much more.

## SELF-STORAGE Q&A: MANAGEMENT & MARKETING

*Hosts: Rick Beal, Self-Storage Executive and Consultant;*

*Jessica Johnson, The Storage Group, Director of Marketing*

Have questions about successfully managing and marketing a self-storage business? This is the session for you! Ask questions about revenue management, sales strategies, customer service and experience, digital strategies, offline promotions, websites, site maintenance, staff issues, and so much more.

## SELF-STORAGE Q&A: TECHNOLOGY & SECURITY

*Hosts: Cori Garrod, Founder and Managing Member, Garrod Self Storage Solutions;*

*Mason Levy, CEO, Swivl*

Have questions about how to best use technology and security as part of your self-storage operation? This is the session for you! Ask questions about software, kiosks, mobile tools and apps, electronic locks, gate systems, PWAs, smart systems and so much more.

## SELF-STORAGE Q&A: INTERNATIONAL BUSINESS

*Hosts: David Allan, President, Apple Self Storage; Federico Rölz, CEO, Mr.[B] Self Storage*

Have questions about building, investing or operating self-storage in countries other than the U.S.? This is the session for you! Ask questions about how the industry differs in various global markets and how to find success across the seven continents.



## LEGAL CHAT WITH JEFF GREENBERGER

**Thursday, April 9, 4-6 p.m.**

*Open to all attendees and exhibitors.*

Get your legal questions answered in this open-forum-style Q&A. Make your list in advance and be ready to fire off your inquiries in this no-holds-barred, unrecorded session designed specifically to help you improve your operation as soon as you get back to the office.

# EXPO HALL: DISCOVER INNOVATION IN ACTION

Step into the ultimate self-storage marketplace featuring **250-plus cutting-edge exhibitors** who are showcasing the industry's most innovative, high-demand products and services. Connect directly with experts in every segment of the business, witness live product demonstrations and uncover game-changing solutions tailored to your unique challenges. Every aisle offers opportunities to modernize your business and boost profitability.

Walk the show floor to connect with the innovators behind the diverse and unique solutions for every element of your operation. From names you know to up-and-coming entrepreneurs, you'll meet suppliers specializing in:

- Building components
- Consulting services
- Finance packages
- General contracting
- Insurance
- Management software
- Marketing services
- Real estate brokerage
- Retail products
- Security equipment
- Technology
- Much more!

## PREVIEW PAVILION: AN EXCLUSIVE EXHIBITOR SNEAK PEAK

Tuesday, April 7, 1-4 p.m.

Wednesday, April 8, 11 a.m. - 1 p.m.

Get the first look at fresh innovations before the crowds arrive! This exclusive preview gives you early access to a select group of our exhibitors to discover the latest products, emerging trends and game-changing solutions. Connect in an intimate setting, ask detailed questions and gain valuable insights that'll shape your expo-hall strategy for maximum impact.

## EXHIBITOR THEATER

Wednesday, April 8, 3:30-6:30 p.m.

Thursday, April 9, 1:30-4:30 p.m.

Join us on the show floor to enjoy 20-minute product presentations and demos by some of this year's most enterprising exhibitors.



# YOUR A-Z GUIDE TO EXHIBITORS

Discover comprehensive solutions from exhibitors spanning every sector of the self-storage business. From cutting-edge technology to essential services, these industry leaders bring innovations designed to solve your toughest challenges. Use the following listings to strategically plan your expo-hall journey, prioritize must-see demonstrations and make the most of your valuable time on the show floor.

- 6Storage Software Solutions
- 7B Commercial Construction
- A&E Construction Co.
- AB Goodrich General Contractors
- ABR (Accent Building Restoration)
- Absolute Storage Management
- Access Control Technologies LLC
- Acero Building Components
- Ai Lean
- A-Lert Building Systems
- All- Purpose Storage
- Anytime Storage  
Property Management
- ARCO
- ARE Associates
- Argus Professional  
Storage Management  
Powered by SmartStop
- Argus Self Storage Advisors
- Atomic Storage Group
- AutoGate Inc.
- Automated Security
- Baja Carports
- Balaji Sprints Pvt. Ltd.
- Bank Five Nine
- Barantech
- BDA Systems Co.
- BETCO Inc.
- BID13.com  
Online Storage Auctions
- Bissell BigGreen Commercial
- Blink Signs/Blink Swag
- BMSGRP Self Storage Consulting
- Boxwell
- BSC Group, The
- Builtrite Storage Systems
- California Self Storage Association
- Cannon Storage Systems Inc.
- Capco Steel Inc./  
Capco General Contracting
- Central States Manufacturing
- Charity Storage
- Chateau Products
- ClearSpan Structures
- Compass Building Systems
- Consolidated Fire Protection
- Copper Storage Management
- Cover Roofing Solutions
- Crescendo Self  
Storage Management
- CSSI (Cost Segregation  
Services Inc.)
- Cubby
- CubeSmart
- Cubix Asset Management
- Cushman & Wakefield  
Self Storage Advisory Group
- DAI General Contracting
- DaVinci Solutions
- Deacon Construction LLC
- Dean Architects
- Deans & Homer
- Designhaus Architecture
- Development Services Inc.
- DoorKing Inc.
- DripStop
- DualEntry
- DuctSox
- Elevate Structures
- Elite Tax Consulting P.C.
- Engineered Tax Services
- Everbrite Inc.
- Extended Stay America
- Extra Space Storage
- Ezzi Signs Inc.
- Flat Pack Container
- Flatbox Storage Solutions
- Flex Storage Systems
- FlexSpace Nation
- Forge Building Co.
- Gatewise
- Go Local Interactive
- GYS General Contracting
- HW Engineering
- Inside Self-Storage
- Inside Self-Storage Store
- Interform
- IOA (Insurance Office of America)
- Iowa Spring Manufacturing/  
Southern Atlantic Spring/  
Northeast Spring
- iPostal1
- IronSite
- Janus International Group
- Jennings Denovich Group, The
- Johns Manville Roofing Systems
- Jordan Architects Inc.
- JustStorage
- Karnak Corp.
- Keep it Simple Storage
- Kinnovis
- Kiwi II Construction Inc.
- Late2Lien LLC
- Live Oak Bank
- Lockerfox
- Lumio Storage
- M Bar C Construction
- MakoRabco
- Marcus & Millichap  
National Self Storage Division
- Mariottini Construction Inc.
- Marketing.Storage
- Matthews Real Estate  
Investment Services
- McElroy Metal Inc.
- MetalCor Building Systems Inc.

This listing includes ISS World Expo exhibitors as of Jan. 20, 2026. Visit [issworldexpo.com](http://issworldexpo.com) for more information.

Metrolina Builders  
MiniCo Insurance  
Modern Storage  
Modern Storage Media  
Monarch Construction Management  
Monument  
National Storage Painting Services LLC  
NCDI  
O'Connor & Associates  
On The Move  
On Track Storage Management  
OpenTech Alliance/  
StorageTreasures.com  
Pacific Southwest Realty Services  
Paramount Metal Systems LLC  
Parham Group, The  
Peak Steel Buildings LLC  
Perlo Construction  
Portable Storage Box Co.  
Post Guard  
Priority Lighting  
PropRise  
PSE Consulting Engineers Inc.  
PTI Security Systems  
Public Storage  
Purely Storage  
Quest Climate  
QuikStor  
R.W. Rogers Co. Inc.  
R7 Group  
Radius+  
Rambar Steel LLC  
Rapid Building Solutions  
Reliable Commercial Construction  
ResinDek  
Resolve  
reSpots  
RFE Communications  
Rhombus  
Right Move Storage  
RKAA Architects Inc.  
Rytec Corp.  
SafeLease  
Safer4utavel.com/  
travelingsmart.com  
Safestor Tenant Insurance  
SBOA, The (Storage Business Owners Alliance)  
SBS Construction  
SecureLease  
Self-Storage Talk  
Self Storage 101  
Self Storage Association  
Self Storage Consulting Group  
Self Storage Investing  
Self Storage Manager  
Self Storage Seals  
SelfStorageSMS  
Sentinel Systems  
ShoulderDolly Moving Products  
Simon Roofing  
SiteWare  
Solid Steel Structures  
Sonny's - The Car Wash Factory  
Space Shop Self Storage  
SpareBox Technologies  
Spartan Construction Management  
Spiderdoor  
SS Solar  
Starr Commercial  
Steel & Metal Systems/  
Rollup Door Inc.  
SteelBlue  
Stellar Storage Containers  
Storable  
Storable Easy  
Storage Asset Management  
Storage Building Co.  
Storage Commander Software LLC  
Storage Construction  
Storage Group, The  
Storage Income Pros  
Storage Materials  
Storage Protectors  
Storage Xpress  
StorageDefender Inc.  
Storagely  
StorageMart/Manhattan  
Mini Storage  
StoragePRO Management  
StoragePug  
StorageReach  
StorApp  
StoreAssure  
Management Solutions  
StoreEase Inc.  
Storerganise  
StorQuest Self Storage  
StorSuite  
StorTrack  
StrongSeam Storage Solutions  
Summit Real Estate Financing  
SupplySide  
swivl  
Tell Manufacturing Inc.  
Tenant Inc.  
Tenant Property Protection  
Texas Self Storage Association  
Tilt-A-Way/  
Ideal Manufacturing Inc.  
Tilton Pacific Construction  
Toy Storage Nation  
Trachte Building Systems  
Trac-Rite Door  
TractIQ  
Truck Parking Club  
TrueGrid Pavers  
TruSteel Buildings  
U-Haul Self Storage  
Affiliate Network  
United Structural Design LLC  
Uniti AI  
Universal Storage Group  
Urestone Panels  
US LED Ltd.  
Warehouse Anywhere  
Wayne Dalton  
White Label Storage  
Wilshar Storage Solutions  
XPS Solutions  
Yardi  
Zion Call Management

# 6 STRATEGIC SEMINAR TRACKS FOR MAXIMUM IMPACT

Dive deep into 42 expert-led sessions organized across six essential tracks designed to elevate your competitive edge. This comprehensive two-day program delivers actionable insights for every role and experience level with content covering Building, Investing, Management, Ownership, Technology and Tomorrow. Whether you're building, buying, managing or innovating, you'll gain the knowledge to thrive in today's evolving marketplace. Here are the 2026 offerings. *Included with Seminar, All-Access and VIP Packages.*

## BUILDING TRACK

April 8	9 a.m.	Self-Storage Feasibility: What a Study Should Include and Why It's Vital to Have Boots on the Ground
	10 a.m.	It's All in the Coordination! Your Guide to Seamless Self-Storage Construction
	11 a.m.	Essentials vs. Extras: Setting the Right Scope on Your Next Self-Storage Build
	1 p.m.	Decoding the Mysteries of Self-Storage Design: Your Preconceived Notions, Exposed and Solved
April 9	8 a.m.	On the Bright Side: A Lighting-Retrofit Plan for Self-Storage Facilities
	9 a.m.	From Eyesore to Icon: Using Architecture to Define and Reinforce Self-Storage Brand Identity
	10 a.m.	A Focus on Functionality: Bridging the Gap Between Self-Storage Development and Operations

## INVESTING TRACK

April 8	9 a.m.	Self-Storage Investing 101: The Foundation You Need to Succeed
	10 a.m.	Navigating the Volatile Finance Market: Loan Types, Terms and Strategies for 2026
	11 a.m.	Fuel Business Expansion! Building Your Self-Storage Capital Stack
	1 p.m.	Seal the Deal: What You Need to Attain Assets in Today's Ruthless Self-Storage Market
April 9	8 a.m.	Self-Storage Investment Partnerships: Ensuring a Profitable Venture and Creating Strong Industry 'Street Cred'
	9 a.m.	Using Seller Financing for Self-Storage Acquisitions and Creative Ways to Structure the Deal
	10 a.m.	After the Ink Dries: A Playbook for the First 90 Days Following a Self-Storage Closing

## MANAGEMENT TRACK

April 8	9 a.m.	AI Can't Close the Deal! Why Sales Skills Still Matter in Self-Storage and How to Sharpen Your Own
	10 a.m.	Self-Storage Pricing Optimization: Revenue-Management Best Practices for 2026
	11 a.m.	Understanding the Self-Storage Delinquency Process, From Lease Signing to Lien-Sale Recovery
	1 p.m.	Fresh Revenue Streams: Ancillary Product and Service Strategies for Today's Self-Storage Operations
April 9	8 a.m.	Hidden Risks and Hard Truths: The Latest Dangers Facing Self-Storage and Ways to Protect Your Business
	9 a.m.	Linking the Physical With the Digital: Using One to Enhance the Other in Self-Storage Marketing
	10 a.m.	Remote, Not Removed: Maintenance Strategies for Hybrid or Unattended Self-Storage Facilities



## OVERTIME WITH THE EXPERTS

We've created a dedicated space where attendees can ask questions and communicate with speakers at the end of each seminar. Now there's no need to rush to the stage or feel pressed for time. Just head on over to the designated room to meet your speaker after the session ends and ask away!

*Included with the Seminar, All-Access and VIP Packages.*

Visit [issworldexpo.com](https://issworldexpo.com) for additional program details, speakers, bios and more.

## OWNERSHIP TRACK

April 8	<b>9 a.m.</b>	Third-Party Self-Storage Management: A Panel Discussion on Options, Advantages, Pain Points and More
	<b>10 a.m.</b>	David vs Goliath: How Independent Self-Storage Operators Can Beat the Big Chains
	<b>11 a.m.</b>	The Revenue You're Leaving on the Table: Real Talk on Self-Storage Pricing, Rate Increases and Risk
	<b>1 p.m.</b>	Getting Out of the Liability Loop: Asset-Protection Strategies for Today's Self-Storage Owner
April 9	<b>8 a.m.</b>	Self-Storage Staffing in 2026: Managing a Diverse, Multi-Generational, Semi-Remote Team
	<b>9 a.m.</b>	From Curb Appeal to Cash Flow: Facility Upgrades That Drive Meaningful Self-Storage Investment Returns
	<b>10 a.m.</b>	Making the Connection: Building a Self-Storage Brand People Actually Love

## TECHNOLOGY TRACK

April 8	<b>9 a.m.</b>	Technological Transformation: Evaluating and Adopting Contemporary Self-Storage Tools
	<b>10 a.m.</b>	Building Your Technology Dream Team: How to Select the Right Vendors and Get Your Money's Worth
	<b>11 a.m.</b>	Moving Beyond the Myth: The Strategy and Technology Behind Unmanned Self-Storage
	<b>1 p.m.</b>	Accepting AI, Here and Now: How to Effectively Harness Its Power in Self-Storage Operation
April 9	<b>8 a.m.</b>	The Technology You Need to Secure Your Self-Storage Facility and Creative Ways to Use It
	<b>9 a.m.</b>	From Data to Confident Business Decisions: Self-Storage Operators Discuss Dashboards, Metrics and More
	<b>10 a.m.</b>	The AI Tech Stack That Fuels My Self-Storage Facilities: Case Studies and Live Demos

## TOMORROW TRACK

April 8	<b>9 a.m.</b>	Peering Into the Future: Self-Storage Experts Envision the Next 10 Years
	<b>10 a.m.</b>	The Self-Storage Customer of 2031: How to Win—and Keep—the Next Generation of Renters
	<b>11 a.m.</b>	Go for Green: Sustainability and the Future of Self-Storage Development
	<b>1 p.m.</b>	Smarter Capital: How Technology Will Redefine Self-Storage Investment Performance
April 9	<b>8 a.m.</b>	Finding Success With Flex Space: A Plan for Forward-Thinking Self-Storage Developers
	<b>9 a.m.</b>	From SEO to GEO: How AI Is Shaping the Future of Self Storage Search Marketing
	<b>10 a.m.</b>	Future-Proofing Your Self-Storage Business Against the Legal Issues That Lie Ahead

# HALF-DAY WORKSHOPS

Seeking a more profound education experience? Our workshops offer a unique, deep-dive approach. Enhance your professional development by choosing from these eight half-day workshops. Whatever your role in the business, there's an option for you! *(Separate registration required via All-Access Package or à la carte purchases.)*

## Tuesday, April 7

**8 a.m. - Noon**

### Development Workshop: Planning Phase

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*Moderated by Steve Hajewski, Regional Sales Manager, Trachte Building Systems  
(View a full list of panelists at [issworldexpo.com](http://issworldexpo.com).)*

Before you can begin construction on a self-storage project, you must complete a great deal of legwork. This workshop will provide an overview of the development climate, including some statistics on national building activity. Our presenters will also address feasibility and site selection, considerations in assembling a support team, site design, and the zoning and approvals process. If you're planning a new build in 2026, this is a workshop you can't afford to miss.

### Management Mastery Workshop

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*Presented by Josh and Melissa Huff, Co-Owners, Lighthouse Storage Solutions*

Self-storage managers drive facility success in many ways including revenue impact, site condition, and reputation management. This workshop reveals how sales, service, security, and maintenance interconnect to create operational excellence. Learn to see the big picture, make strategic decisions and implement proven strategies. Leave with a comprehensive checklist to tackle real problems, boost productivity, enhance efficiency and maximize income potential.

**1-5 p.m.**

### Advanced Operations Workshop

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*Presented by Lou Barnholdt, Vice President of Sales and Development,  
Sarah Beth DeFazio, Vice President of Sales and Development,  
Kim Hoelting, Vice President of Marketing and Training, and Mary Hunter, Sales Manager, Universal Storage Group*

In today's fast-evolving self-storage industry, operators must think beyond basics to stay competitive. This workshop explores systems, strategies and technologies driving operational excellence. Walk away with actionable tactics to increase efficiency, elevate customer experience and drive revenue without increasing overhead. Through discussion, live demos and interactive exercises, you'll rethink the way you manage, market and measure your business for modern, profitable, sustainable success.

### Development Workshop: Building Phase

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*Moderated by Steve Hajewski, Regional Sales Manager, Trachte Building Systems  
(View a full list of panelists at [issworldexpo.com](http://issworldexpo.com).)*

Once you know your land is suitable for self-storage development, you need to maximize it for the best customer experience and return on investment. This workshop will explain important building strategies for any type of project. Our presenters will address considerations for traditional and multi-story construction, conversions, and facility renovations and expansions. Discover which approach is right for your investment with insight from this group of experts.

Visit [issworldexpo.com](http://issworldexpo.com) for additional workshop details, speakers, bios and more.



## STORAGE REDEFINED MASTERCLASS

Friday, April 10 | 7:30 a.m. - 6 p.m.

This intensive full-day course by Toy Storage Nation is specifically designed for developers, investors and facility-operations leaders seeking to master high-growth, specialized real estate assets beyond traditional self-storage. Attendees will gain expert strategies across four high-demand storage sectors: RV & boat storage, truck parking, flex space and marinas and wet/dry slips.

*Please note: This is special partnership offering. It is not included in any registration package. It is available a la carte only. Separate registration required.*

## Friday, April 10

8 a.m. - Noon

### Intensive Legal Workshop

*Presented by Jeff Greenberger, Partner, Greenberger & Brewer LLP*

Self-storage operators face daily legal challenges with rental agreements and tenant defaults. This workshop addresses these critical topics plus others impacting business success. Learn essential lease provisions, new clauses to consider and liability protection during default enforcement. Discover verbiage to avoid with tenants and latest industry legal trends. This intensive workshop delivers tremendous value for anyone owning or managing self-storage facilities.

### Investing Workshop: Buy vs. Build

*Presented by RK Kliebenstein, Principal, Self-Storage LLC*

Whether you're new to self-storage or a seasoned investor, choosing between acquiring existing assets or building from scratch is crucial. Each option has compelling pros and cons in 2026. This four-hour workshop, led by an expert who has both acquired and built facilities for major industry players, provides actionable, lender-grade strategies to weigh opportunities, compare risks and chart your path to long-term profitability.

1-5 p.m.

### Digital Marketing Workshop

*Presented by Darby Bozeman, Senior Sales Representative, and Tommy Nguyen, Cofounder and Chief Operating Officer, StoragePug*

Digital marketing is tricky for most self-storage operators, and keeping up with trends is challenging. Like building a facility, you need a solid foundation before adding components that fit your business. This workshop covers key elements of successful digital marketing, starting with fundamentals, then advanced tactics to outpace competition. Whether you're a veteran or beginner, you'll gain practical tips and actionable advice to generate more leads and rent more units.

### Remote Management Workshop

*Presented by Bob Copper, Owner, and Brett Copper, Partner and President, Copper Storage Management*

Remote management is rapidly growing in self-storage as operators leverage technology for hands-off facilities and contactless customer experiences. While facilities need some human attention, unmanned models benefit owners and tenants alike. This workshop explores why remotely managed facilities are expanding, future industry implications and potential impacts on your operation. Our father-and-son speaker team shares essential do's and don'ts for successful transitions in this evolving industry.

# LEARN FROM INDUSTRY POWERHOUSES

Connect with the self-storage industry's most accomplished leaders and innovators who bring decades of real-world experience, battle-tested strategies and forward-thinking insights directly to you. From seasoned operators to visionary entrepreneurs, each presenter offers practical wisdom to help you navigate challenges and accelerate your success. Here are just a few of the presenters who'll be sharing their expertise and insight with you:



**Cameron Barsanti, Owner/Operator**  
**StorageLife**

*INVESTING TRACK - Self-Storage Investing 101: The Foundation You Need to Succeed*



**Rob DuBroc, CEO/Founder**  
**On Track Storage**

*TECHNOLOGY TRACK - Technological Transformation: Evaluating and Adopting Contemporary Self-Storage Tools*



**Wayde Elliott, Founder/Visionary**  
**StoreIT**

*INVESTING TRACK - Self-Storage Investment Partnerships: Ensuring a Profitable Venture and Creating Strong Industry 'Street Cred'*



**Camille Gulley, President**  
**Self Storage Advisors LLC**

*OWNERSHIP TRACK - The Revenue You're Leaving on the Table: Real Talk on Self-Storage Pricing, Rate Increases and Risk*



**Jonah Hall, President/Chief Investment Officer**  
**Cedar Creek Capital**

*TOMORROW TRACK - Smarter Capital: How Technology Will Redefine Self-Storage Investment Performance*



**Alese Johnston, Cofounder**  
**StorageTrader**

*INVESTING TRACK - After the Ink Dries: A Playbook for the First 90 Days Following a Self-Storage Closing*



**Jessica Lamb**, Vice President of Self-Storage  
**nodaFi**

*MANAGEMENT TRACK - Remote, Not Removed: Maintenance Strategies for Hybrid or Unattended Self-Storage Facilities*



**Stacie Maxwell**, Director of Insurance  
**On The Move Inc.**

*TOMORROW TRACK - The Self-Storage Customer of 2031: How to Win—and Keep—the Next Generation of Renters*



**Robin Murphy**, Senior Principal/President  
**Jackson | Main Architecture P.S.**

*BUILDING TRACK - From Eyesore to Icon: Using Architecture to Define and Reinforce Self-Storage Brand Identity*



**Tommy Nguyen**, Cofounder/Chief Operating Officer  
**StoragePug**

*TECHNOLOGY TRACK - Building Your Technology Dream Team: How to Select the Right Vendors and Get Your Money's Worth*



**Jim Ross**, Founder/Owner  
**3 Mile Storage Management**

*TECHNOLOGY TRACK - The AI Tech Stack That Fuels My Self-Storage Facilities: Case Studies and Live Demos*



**Melanie Tershchak**, Vice President of Digital Solutions  
**Go Local Interactive**

*TOMORROW TRACK - From SEO to GEO: How AI Is Shaping the Future of Self Storage Search Marketing*

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