



A NATIONAL DESIGNATION CLASS

Brought to you by the Detroit Metropolitan Apartment Association



NALP

National Apartment Leasing Professional



Leasing Professionals are typically the first people prospective residents meet, and often their only measure of an apartment community's staff. This course is designed to teach these professionals the skills to help them become top producers!!

November 27th, 29th, and December 4th, 7th, 2007

9: 00 a.m. - 4:00 p.m.

In order to become designated, all classes must be completed in a 1-year time period. Tests are given after each class and a 3-5 minute oral presentation will be scheduled after completion of all class work.

- Keys to Success in Leasing** ▶ **Leasing and The Internet**
Leasing Demonstration and Resolving Objections
Legal Aspects ▶ **Rental Policies and Procedures** ▶ **Telephone Presence**
The Leasing Interview ▶ **Qualifying Residents**

Cost: \$340 for Members / \$510 for Non-Members

Location: DMAA Training Offices
30700 Telegraph Road, Suite 2665, Bingham Farms MI 48025

RSVP for NAA Designations. Cancellations must be received 1 week prior to class. No shows will be billed.

Fax to 248-594-9804 or e-mail attendees names to info@dmaa.net or Call 248-594-9803

Company/Property/Name _____ Management Company (if applicable) _____

Street Address, City, State, Zip _____

Phone _____ Fax _____ E-mail address _____

Please check the appropriate Designation:

Please List Individual Names of those attending:

NALP (Leasing)

Enclosed payment: Check # _____ Amount \$ _____ Are you a DMAA Member? _____

Make check payable and mail to "DMAA" 30700 Telegraph Road, Suite 2665, Bingham Farms, MI 48025