



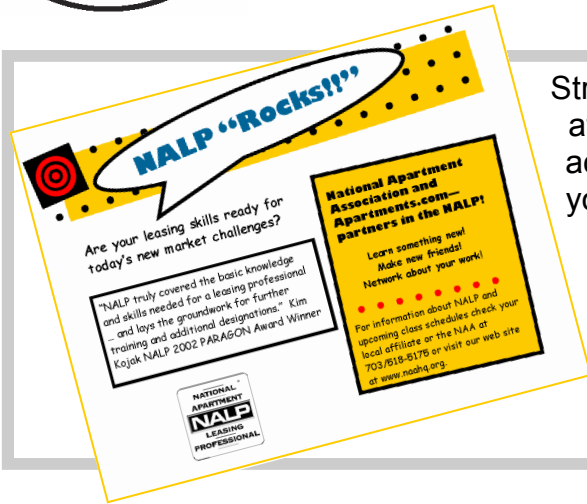
The Detroit Metropolitan Apartment Association Presents...

A NATIONAL APARTMENT ASSOCIATION (NAA) DESIGNATION CLASS



## National Apartment Leasing Professional (NALP)

Strengthen your leasing power and gain nationwide recognition by attaining your NALP designation. Stand out with this prestigious accomplishment, all while gaining the tools necessary to increase your personal bottom line. This course benefits newcomers to the industry as well as established leasing consultants. Seasoned industry experts offer fresh approaches to old leasing concepts. Individuals wishing to achieve the NALP designation will need to attend all sessions and complete the Market Survey project. Registration is open to anyone interested in taking individual sessions. You may enroll in any number of courses.



### Expert Instructors

- **Kathy Banker, CAS** - Marketing and Training Specialist, Banker and Associates, LLC.
- NAA Education Institute Faculty Member
- **Jim Gromer, Esq.** - Trowbridge Law Firm
- **Marianne Holman, CPM, CAPS**, Former Regional Vice President-Home Properties, NAA Education Institute Faculty Member
- **Karole Torres, CPM, Asset Manager**, Continental Management, LLC., NAA Education Institute Faculty Member

### Dynamic Topics

#### Tuesday, November 27th, 2007

- AM - Keys to Success in Leasing
- PM - Leasing and the Internet

#### Thursday, November 29th, 2007

- AM - Telephone Presentation
- PM - The Leasing Interview and Qualifying Residents

#### Tuesday, December 4th, 2007

- AM - Leasing Demonstration and Resolving Objections
- PM - Rental Policies and Procedures

#### Thursday, December 6th, 2007

- AM - Leasing Aspects
- PM - Market Survey Project

**Time:** 9:00 a.m. - 4:00 p.m. **Cost:** \$340 for Members (\$55 per module) / \$510 for Non-Members (\$85 per module)

**Location:** DMAA Training Center (30700 Telegraph Road, Suite 2665, Bingham Farms MI 48025)

**Fax** to 248-594-9804 or **e-mail** attendees names to [info@dmaa.net](mailto: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:*

- ☐ NALP
- ☐ Keys to Success in Leasing **Only**
- ☐ Leasing and the Internet **Only**
- ☐ Telephone Presentations **Only**
- ☐ Leasing Interview and Qualifying Residents **Only**
- ☐ Rental Policies and Procedures **Only**
- ☐ Leasing Aspects **Only**

*Please list individual names of those attending:*

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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**

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