

National Apartment Association

The National Apartment Association (NAA) is America's leading advocate for quality rental housing. NAA's mission is to serve the interests of multi-family owners, managers, developers and suppliers and maintain a high level of professionalism in the multifamily industry to better serve the rental housing needs of the public. NAA is a federation of 165 state and local affiliates, comprised of more than 30,000 multifamily housing companies representing more than 5.0 million apartment homes throughout the United States and Canada.

The NALP designation is one of six nationally recognized programs for leasing professionals, on-site managers, maintenance professionals, multi-site supervisors and industry suppliers.

The Education Department provides industry training products and support to members across the United States. Contact them for more information about available programs and training development.



National Apartment Association

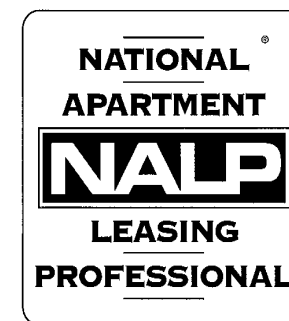
201 North Union Street
Suite 200
Alexandria, Virginia
22314

Phone: 703-518-6141
Fax: 703-518-6191
Email: education@naahq.org

National Apartment Association

**NATIONAL
APARTMENT
LEASING
PROFESSIONAL**

*Building success through
knowledge and professionalism*



Tel: 703-518-6141
www.naahq.org

Earn recognition as an Industry Professional

Increase your effectiveness by enhancing your knowledge of the multifamily industry and the career you have chosen. The NALP (National Apartment Leasing Professional) curriculum is focused on the needs of the property leasing consultant and the contribution this professional makes to the successful property. In class, you will gain a new understanding of the many roles you serve to support the management function at your property. At the same time, you will have a new opportunity to share your experiences with other dedicated peers, establishing valuable contacts for the future and increasing your own experience level.

Make a Difference!

Your enrollment will enhance and advance your own career by demonstrating your commitment to education and higher standards of excellence. All this at the same time you build partnerships and network on group activities and assignments.

The program is ideal for all leasing professionals who seek a refresher on leasing techniques or who have recently joined the industry and want to learn more while acquiring their experience.



CURRICULUM

The NALP course requires attendance at all seven programs. In addition, a presentation of a Market Survey is required. Required programs are:

Keys to Success

Leasing and the Internet

Leasing Demonstrations & Resolving Objections

Legal Aspects

Rental Policies and Procedures

Telephone Presentations

The Leasing Interview & Qualifying Residents

Courses are offered at local and state affiliates and may be taken in any order so long as they are completed within the candidacy period.

CANDIDACY



Learn more
about the
industry you
love!

Candidacy requirements include completion of the NALP Curriculum and fulfillment of experience requirements. The candidate has one year to complete the program. To receive the designation, the candidate must have six months of apartment industry experience.

The designation is renewable each year with the submission of three continuing education credits (CEC's) and renewal dues.

Don't wait another minute! Take this valuable step towards your future today! ***"Taking this course has improved my skills as a leasing professional. Due to my improvement, I've been promoted to Leasing Manager!" Denise Nicanor, NALP.***



Check with the NAA and your local affiliate for schedules and programs in your area. We're happy to assist you with any concerns or questions you may have. We want you to be successful!

National Apartment Association

201 North Union Street
Suite 200
Alexandria, Virginia
22314

Phone: 703-518-6141
Fax: 703-518-6191
Email: education@naahq.org
Check us out at: www.naahq.org
4/04