

*Detroit Metropolitan Apartment Association presents:*

## Focused on Fair Housing



**Register On-Line**  
**www.dmaa.net**



**Rich George, CAPS**, is *The NOI Coach* and a published author and nationally recognized speaker. A successful business person with over 20 years of experience, Rich brings a no-nonsense approach to strategic planning and a passion for employee development and culture building. Rich's background includes the management of over two billion dollars of real-estate assets, and over 50 million dollars of capital re-investment strategies. Rich has been involved with successful acquisitions, dispositions, merger facilitation, and repositions. NOICoach.com

### Meet the Speakers



**Leah Brewer, NALP, CAM** is known as *The Leasing Queen* for the creative and compelling leasing techniques she employs to fill apartment vacancies. In 2011, she celebrates 26 years in the multifamily industry, from a leasing consultant to a consultant for leasing. Leah was awarded the Fair Housing Leadership Award from the Fair Housing Center of Metropolitan Detroit for her continued involvement in fair housing and related educational offerings to the apartment industry. FullHouseMarketing.com

**Thursday, April 21, 2011**

**8:30 a.m.** Registration and Breakfast

**9:00 a.m. to 1 p.m.** Seminar

**Cost:** \$79 Members; \$119 Non-Members

**Location:** Bingham Farms Office Center/Southfield  
30800 Telegraph Road, Suite 1751 Bingham Farms, MI  
On East side of Telegraph, just South of 13 Mile Road



*Target Audience:* ALL on-site and supervisory personnel.

*What you **NEED** to Know*

*What you **WANT** to Know*

**Take the fear out of Fair Housing laws through better understanding of their creation, purpose and implementation. Join us for an interactive session full of exciting learning activities!**

*You will learn and discuss:*

- ♦ How historical events shaped current housing laws and amendments
- ♦ Definitions of the 7 federally protected classes
- ♦ Additional protected classes to be aware of
- ♦ When to accommodate individuals with specific needs and requests
- ♦ Management practices to help avoid lawsuits
- ♦ Words and phrases to avoid
- ♦ Fair Housing compliance in advertising
- ♦ Your personal involvement and accountability
- ♦ How to apply Fair Housing knowledge to business today
- ♦ Examples and case studies
- ♦ 10 Commandments of Fair Housing



Please RSVP by Monday, April 18, 2011

To Register go to [www.dmaa.net](http://www.dmaa.net) or email [info@dmaa.net](mailto:info@dmaa.net) or fax 248.594.9803 **No-Shows will be billed**

**Name:** \_\_\_\_\_ **Company/Community:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_ **Fax Number:** \_\_\_\_\_ **Email:** \_\_\_\_\_

Make checks payable to "DMAA" 30800 Telegraph Rd, Suite 1704, Bingham Farms, MI 48025  
Reference "Focused on Fair Housing"