



Detroit Metropolitan Apartment Association Presents...



National Apartment Leasing Professional

NALP

NATIONAL APARTMENT LEASING PROFESSIONAL

WHEN

February 3, 10, 17 and 24, 2010

TIME

9:00 am to 5:00 pm

COST

\$449 Members/ \$649 Non-Members

LOCATION

DMAA Training Office
30800 Telegraph Rd, Suite 1704
Bingham Farms, MI 48025

REGISTER BY Wednesday, January 26, 2011

Online: www.dmaa.net
Email: info@dmaa.net
Fax: 248.594.9804

Make checks payable to "DMAA" 30800 Telegraph Road, Suite 1704, Bingham Farms, MI 48025
Reference "NALP"
No-Shows Will be Billed

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!

Training Includes

- Keys to Success in Leasing
- Leasing and the Internet
- Leasing Demonstration & Resolving Objections
- Legal Aspects
- Rental Policies & Procedures
- Telephone Presentation
- The Leasing Interview & Qualifying Residents

Instructors:

- Kathy Banker, *Lease UP*
- James Gromer, *Continental Management*
- Clio Hanks, *Associated Management*
- Elaine Simpson, *Buckingham Real Estate Advisors*

To obtain a NALP designation you must have worked in the apartment industry for six months, successfully completed all seven courses as well as a market survey presentation and meet all examination requirements within 12 months of declaring your candidacy for NALP

Name: _____ Company Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email: _____

REGISTER EARLY! LIMITED AVAILABILITY!