



# A NATIONAL DESIGNATION CLASS



Brought to you by  
The Detroit Metropolitan Apartment Association

## NALP—National Apartment Leasing Professional



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

Get your designation in only 4 days:  
**November 28, 30, & December 5, 7, 2006.**  
**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.

**Cost for course and designation is \$325 for Members (\$425 for non-members).**

**Required Topics Include:**

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

**Location: DMAA Training Room 30700 Telegraph Road Suite 2665 Bingham Farms, MI**

**Instructors: Full House Marketing Trainers**

**To Register Call the DMAA Hotline at 248-594-9803**

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](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 Note 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**