

NALP

National Apartment Leasing Professional

REGISTER TODAY!

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.

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.



If you would like to register, please fax this form to (803) 252-0589 by **Thursday, May 18**. Cancellations made after **May 18** will not be accepted and you will be responsible for the **FULL** amount regardless of whether you attend the sessions. **NO EXCEPTIONS.**

Name: _____

Apartment Community: _____

Address: _____ City/State/Zip: _____

Phone: _____ Fax: _____

E:mail: _____

Payment: **Check Enclosed #** _____

Please bill me (members only)

[To pay by Credit Card, please contact the AAGC office at (803) 252-5032]

Curriculum

- ✓ Bringing in New Residents: Be Prepared
- ✓ Marketing & Maintaining Your Community
- ✓ Why Your Competition Matters
- ✓ Relevant Laws & How to Apply Them
- ✓ The Sales Process & Building Relationships
- ✓ Effectively Meeting the Needs of Current Residents
- ✓ The Market Survey
- ✓ NALP has been enhanced with FranklinCovey video-based courses!

Candidacy

Candidacy requirements include the 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 continuing education credits (CECs) and renewal dues.

Schedule

Classes for the NALP designation are scheduled for **May 30-31 and June 1**. All classes will be held at BELFOR and will begin promptly at 9 a.m. and conclude at 5 p.m. The cost is \$375 for members and \$525 for non-members.