



Strengthen Your Front Line to Increase Your Bottom Line

Leasing professionals are the front line of your community, so with improved and polished skills, your leasing professionals can help you to increase your bottom line, even in this economy. Register your leasing employees for the **National Apartment Leasing Professional (NALP)** training courses. This program is sponsored by the Rental Housing Association.

When: April 2-4, 2012, at the RHA Office, located at One Center Plaza, Mezzanine Suite, Boston, MA 02108.

Who should attend:

- All members of your leasing team who have at least six months of apartment industry experience.

Course Price:

- Members: \$540. Register by 3/12/12 and receive a discounted rate of \$470.
- Non-Members: \$605. Register by 3/12/12 and receive a discounted rate of \$535.

Instructor:

Sherre Helmer: Sherre is a CPM, CAM, NALP and a Real Estate Broker in Indiana and Illinois. She recently revised the NALP program for the National Apartment Association Education Institute and completed the Advanced Instructor Training course offered by NAAEI.

NALP is a nationally recognized designation.

Training covers:

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

NALP 

**NATIONAL APARTMENT
LEASING PROFESSIONAL®**

For more information contact Josh at
jcooke@gbreb.com or 617/399-7860.

Rental Housing Association

**One Center Plaza, Mezzanine Suite | Boston, MA 02108
617/399-7860 | 617/812-4793 FAX | www.rhaboston.org**



NALP 

**NATIONAL APARTMENT
LEASING PROFESSIONAL®**

Registration Form

National Apartment Leasing Professional (NALP) Training

Sign me up for:

The NALP Designation
April 2-4, 2012

The Member price is \$540. Register by 3/12/12 and receive a discounted rate of \$470.
The Non-Member price is \$605. Register by 3/12/12 and receive a discounted rate of \$535.
All courses will be held 9:00 a.m. to 5:00 p.m. at the Rental Housing Association, located at
One Center Plaza, Mezzanine Suite, Boston, MA 02108.

Name: _____

Payment: (circle one)

Company: _____

VISA AMEX MC

Address: _____

Card Number: _____

Exp Date: _____

Phone: _____

Name on the Card: _____

E-mail: _____

Rental Housing Association Cancellation Policy:
Registrations must be pre-paid to insure a seat.
Cancellations made five or fewer business days before a
class will not be refunded unless a replacement is found.
No shows will not be refunded. Initials _____

**For more information please contact Josh at
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