



# 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 National Apartment Association Education Institute and the Greater Charlotte Apartment Association.

## When:

August 21-23, 2012, from 9:00 a.m. to 5:00 p.m. at the GCAA Career Development Center located at 6060 Piedmont Row Drive South, Suite 575A, Charlotte, NC 28287 (Located in the One SouthPark Center Building).

## Who should attend:

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

## Course Price:

- Members: \$389 for the entire designation.
- Non-Members: \$499 for the entire designation.

## Instructor:

Susan Weston, CAM, CAPS, an instructor with 30 years of experience in the property management industry. Susan served as Vice President, Learning & Development, and guided all learning initiatives for Pinnacle's 4,700 employees. She was awarded the NAAEI ACE Award for excellence in industry training and career development. She currently serves on the Board of Directors for the National Apartment Association Education Institute.

To register contact Kim McCrossen at 703/518-6141, ext. 121 or [kimberlymccrossen@naahq.org](mailto:kimberlymccrossen@naahq.org).

**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



**NATIONAL APARTMENT  
LEASING PROFESSIONAL®**

## Greater Charlotte Apartment Association

6060 Piedmont Row Drive South, Suite 575 | Charlotte, NC 28287

704/334-9511 | 704/333-4221 FAX | [www.greatercaa.org](http://www.greatercaa.org)



# Registration Form

## National Apartment Leasing Professional (NALP) Training

Sign me up for:

The NALP Designation

**The price is \$389 for members and \$499 for non-members for the entire NALP designation.**

All courses will be held August 21-23, 2012 from 9:00 a.m. to 5:00 p.m. at the  
GCAA Career Development Center located at  
6060 Piedmont Row Drive South, Suite 575A, Charlotte, NC 28287

### NAAEI Refund Policy

Absolutely no refunds will be issued. If for any reason you cannot attend the course, you or your company may send someone in your place. If you choose to drop the class and cannot replace your seat, you may receive a credit towards another National Training course.

Name: \_\_\_\_\_

Payment: (circle one)

Company: \_\_\_\_\_

VISA          AMEX          MC

Address: \_\_\_\_\_

Card Number: \_\_\_\_\_

\_\_\_\_\_

Exp Date: \_\_\_\_\_

Phone: \_\_\_\_\_

Name on the Card: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Fax your completed form and payment to  
Kim McCrossen at 703/248-8370.**

Make checks payable to NAAEI and mail to:

Kim McCrossen

NAAEI

4300 Wilson Blvd.

Suite 400

Arlington, VA 22203



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