

**April 2012**



*NAAEI Professional Designation Course*

**NALP**

Instructed by Jackie Ramstedt, CAM, CAPS, CAS  
April 25, 26, 27 (9am-5pm)  
\$295.00 per person for AAA members  
Location: AAA Education Classroom  
4701 Medical Pkwy Ste. 103 / Austin, TX 78756

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

The NALP course includes:

Legal Aspects

Leasing and the Internet

Telephone Presentations

Keys to Success in Leasing

Rental Policies & Procedures

The Leasing Interview & Qualifying Residents

Leasing Demonstration & Resolving Objections

A Comprehensive Student-compiled Market Survey

**81%**

**Improved Closing Ratio**

**77%**

**Improved Morale & Confidence**

**54%**

**Improved Resident Retention**

**54%**

**Improved Ability to Overcome Objection**

**Reasons why students take the NALP Course...**

- ✓ To help my career progression
- ✓ To further my knowledge of the industry
- ✓ To learn more about my position's role.
- ✓ To have better knowledge of leasing concepts.

**Register Now!!**

**NALP Registration Information**

Cost: \$295.00 (AAA members) \$442.50 (non-members)

Check your membership option:

AAA Member Registration

Non-AAA Member

Print Name \_\_\_\_\_ Job Title \_\_\_\_\_

Property Name \_\_\_\_\_ Company Name \_\_\_\_\_

Contact Email \_\_\_\_\_ Phone # \_\_\_\_\_

Referred By \_\_\_\_\_

**Payment Options**

**Billing Option NOT Available**

**Full Amount Due by 4/18/12**

Check Enclosed  Please contact me for payment information (AAA Staff will contact you & provide you with an invoice for payment – due 4/18/12)

Visa  MasterCard  Discover  AMEX

Card # \_\_\_\_\_ Exp Date \_\_\_\_\_ CVV # \_\_\_\_\_

C.C. Billing Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Print Cardholder Name \_\_\_\_\_

Cardholder Signature \_\_\_\_\_



Mail Registration to: AAA / 4107 Medical Pkwy. / #100 / Austin, TX 78756  
Fax registration to 512 -323-2979

**REGISTER ONLINE AT AUSTINAPTASSOC.COM**