



# 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 Roanoke Valley Apartment Association.

## When:

March 6-8, 2012, from 9:00 a.m. to 5:00 p.m. at the Pebble Creek Clubhouse. Please contact Megan Beckett at 540/344-1842 for directions.

## Who should attend:

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

## Course Price:

- \$350 for the entire designation.
- Group discounts available.

## Instructor:

Paula Williams, ARM, CPM, CAPS, joined Stonemark Management in 1995. She has extensive experience in property management, budgeting and overall property operations. Paula currently oversees properties in Virginia and North Carolina, encompassing seven properties totaling almost 1,900 units.

**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®

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

Roanoke Valley Apartment Association  
P.O. Box 3023 | Roanoke, VA 24015  
540/989-3323 | 540/772-1828 FAX | [www.rvaa.org](http://www.rvaa.org)



# Registration Form

## National Apartment Leasing Professional (NALP) Training

Sign me up for:

The NALP Designation

**The price is \$350 for the entire NALP designation.**

All courses will be held March 6-8, 2012 from 9:00 a.m. to 5:00 p.m. at the Pebble Creek Clubhouse.

Please contact Megan Beckett at 540/344-1842 for directions.

### 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: \_\_\_\_\_



**NATIONAL APARTMENT  
LEASING PROFESSIONAL®**

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

Make checks payable to NAAEI and mail to:

Kim McCrossen

NAAEI

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