



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 Savannah Apartment Association.

When:

May 22-25, 2012, You must attend ALL sessions to be eligible for testing. After testing you will have 4 weeks to complete your Market Survey Presentation.

Where:

Location of each session will be determined by the class size and will be announced several weeks before the sessions begin.

Who should attend:

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

Course Price:

- Members: \$300 for the entire designation.
- Non-Members: \$450 for the entire designation.

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 for this designation course: Fax this form to 912/965-1912. ** For more information about this course and its requirements, please contact Tabatha Rewis at 912/964-9211.

Savannah Apartment Association
PO Box 13247 | Savannah, GA 91416
912/920-3207 | 912/965-1912 FAX | www.savaptassoc.org



Registration Form

National Apartment Leasing Professional (NALP) Training

Sign me up for:

The NALP Designation

The price is \$300 for members and \$450 for non-members for the entire NALP designation.

All courses will be held May 22-25, 2012.

You must attend ALL sessions to be eligible for testing.

After testing you will have 4 weeks to complete your Market Survey Presentation.**

The location of each session will be determined by class size
and will be announced several weeks before the sessions.

Name: _____

Email: _____

Property: _____

Phone: _____

Management Company: _____

Fax: _____

Address: _____

Years in Property Management: _____

**Fax your completed form and payment to
Tabatha Rewis at 912/965-1912.**



NATIONAL APARTMENT
LEASING PROFESSIONAL®



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