



NATIONAL APARTMENT
LEASING PROFESSIONAL



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. Launch your career by earning your NALP credential!

Dates:

Thursday, October 17, 2019 • 8:30 a.m.- 5:00 p.m. *First Day Only!*

Friday, October 18, 2019 • 9:00 a.m.- 5:00 p.m.

Saturday, October 19, 2019 • 9:00 a.m.- 3:30 p.m.

NALP Presentations: Thursday, November 14, 2019 • 9:00 a.m.- 1:30 p.m.

Please note that any registrations received within three days of the course will be assessed a \$75 administrative fee to cover shipping costs for course materials.

NALP Course Outline

NALP Credential Program Fee

TAA Members: \$519

Non-Members: \$644

- Bringing in New Residents: Be Prepared
- Marketing and Maintaining Your Community
- Why Your Competition Matters
- Relevant Laws and How to Apply Them
- The Sales Process and Building Relationships
- Effectively Meeting the Needs of Current Residents
- Market Survey

NALP: Candidacy requirements include completion of the NALP curriculum, successfully passing the online exam, successfully completing three market surveys and making a comparison of those surveys in a verbal/written presentation and six months of on site experience in a leasing role (This can be obtained while taking the course; you will receive a provisional certificate until this requirement is met.)

No money in the budget? TAAEF is now accepting 2019 NALP Scholarship Applications until September 9, 2019. For TAA Members Only! The application is available online under Education on the TAA website: www.triangleaptassn.org.

REGISTRATION FORM

Non-Members are not fully registered and will not retain a seat in any TAA course/seminar until payment is received in full.

Name: _____

Property: _____

Company: _____

Address: _____

City/State/Zip: _____

Telephone: (W) _____ (C) _____

Fax: _____

Email: _____

Billing Party: _____

Payment Options

- ☐ Please invoice me (TAA Members only)
- ☐ Please invoice me a 2-month payment plan of \$259.50
- ☐ Payment enclosed
- ☐ Credit Card Option:

Visa _____ MasterCard _____ American Express _____

To pay with a credit card over the phone, please contact the TAA accounting department at 919-782-1165 ext. 9 or 215.

Mail/Fax Payment To:

Triangle Apartment Association,
7920 ACC Blvd, Ste 220, Raleigh, NC 27617
Ph: 919.782.1165 Fax: 919.782.1169

NALP registration deadline is 9/26/19. **Cancellations must be in writing.** Registration fee(s) must be paid prior to the registration deadline in order to receive text material and attend classes, except those who have selected the 2-month easy payment plan option. Cancellations must be in writing. Cancellations received one month prior to individual course module will receive a full refund; received three weeks prior, a 75% refund; received two weeks prior, a 50% refund; received one week prior, a 25% refund; and cancellations received less than one week prior will not be entitled to any refund.

As you register for TAA courses and seminars, please keep in mind that all fees are due by the seminar date or first day of specific course. No-shows are responsible for the entire amount of the course fee.

I have read, understand and agree to the TAA Registration Policies:

Signature _____ Date _____



Providing quality educational opportunities for
the Triangle Apartment industry for **35** years!