



# Take your first step toward establishing your career in the apartment industry!

## Supplier Success

### SUPPLIER SUCCESS

**WE RECOMMEND THIS COURSE** for suppliers of apartment products or services.

Required as part of the CAS credential, the Supplier Success course provides an overview of the apartment industry. The course also highlights ways suppliers can maximize partnerships with apartment owners, apartment management companies, and apartment association members.

### YOU'LL LEARN ABOUT:

- Apartment associations and building lines of business
- Types of multifamily housing, apartment ownership, and property management
- Apartment community performance measures
- Apartment management company structures
- Defining product or service value
- Using property performance measures to demonstrate product value



Available in person and online  
Online member price: **\$99**  
[www.GoWithVisto.org](http://www.GoWithVisto.org)

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