



# Take your first step toward building apartment industry business!

## SUPPLIER SUCCESS

### 2017 Webinar Schedule

- February 27 and March 1
- September 18 and 20
- December 12 and 14

If you're a **supplier of apartment products or services** we recommend this course!

*"If you are new to the industry or a veteran supplier partner, this session will provide you with the tools to up your game."*

*Charles Stroud, CAS  
2016 Chairman  
NAA-National Suppliers Council  
Irving, TX*

## SUPPLIER SUCCESS

As a requirement to earning the Certified Apartment Supplier (CAS) credential, the Supplier Success course is designed to offer an overview of the apartment industry, and it recommends ways for suppliers to 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 measurements
- Apartment management company structures
- Defining product or service value
- Using property performance measurements to demonstrate product value



**Available in person and online!**

**For more information, visit [naahq.org/suppliersuccess](http://naahq.org/suppliersuccess)**

To locate an affiliate offering this course near you, visit [naahq.org/learn/education/find-course](http://naahq.org/learn/education/find-course).