



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 Greater Nashville Apartment Association.

When: April 13-15, 2010 at the Greater Nashville Apartment Association, located at Two International Plaza, Suite 201, Nashville, TN 37217

Who should attend:

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

Course Price:

- \$599 for the entire designation.
 - Scholarship opportunities available.
- Contact Brittany Crumby 615/365-3047

Instructor:

Doug Chasick, CAPS, CPM, SLE, an instructor with 34 years of experience in managing, leasing, marketing, focusing on multifamily properties. In his career, Doug has managed portfolios in excess of 28,000 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.

Greater Nashville Apartment Association
Two International Plaza | Suite 201 | Nashville, TN 37217
615/365-3047 | 615/365-3571 FAX | www.nashvilleaptasn.org



Registration Form

National Apartment Leasing Professional (NALP) Training

Sign me up for:

The NALP Designation

Scholarship opportunities available. Contact Brittany Crumby 615/365-3047

The price is \$599 for the entire NALP designation.

All courses will be held 9:00 a.m. to 5:00 p.m. at the Greater Nashville Apartment Association, located at Two International Plaza, Suite 201, Nashville, TN 37217

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: _____

Phone: _____

Exp Date: _____

E-mail: _____

Name on the Card: _____



**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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