



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. Courses will be offered in 2010, sponsored by the National Apartment Association Education Institute and the Apartment and the Roanoke Valley Apartment Association.

When: March 15-17, 2010, from at the Pebble Creek Clubhouse. Please contact Joanna Merritt at 540/989-3323 for directions.

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®

Who should attend:

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

Course Price:

- \$350 for the entire designation.
- Group discounts available.

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.

To register contact Kim McCrossen at 703/518-6141, ext. 121 or kimberlymccrossen@naahq.org.

Roanoke Valley Apartment Association
P.O. Box 3023 | Roanoke, VA 24015
540/989-3323 | 540/772-1828 FAX | www.rvaa.org



Registration Form

National Apartment Leasing Professional (NALP) Training

Sign me up for:

The NALP Designation

The price is \$350 for the entire NALP designation.

All courses will be held 9:00 a.m. to 5:00 p.m. at the Pebble Creek Clubhouse.

Please contact Joanna Merritt at 540/989-3323 for directions.

Name: _____

Payment: (circle one)

Company: _____

VISA AMEX MC

Address: _____

Card Number: _____

Exp Date: _____

Phone: _____

Name on the Card: _____

E-mail: _____

**Fax your completed form and payment to
Kim McCrossen at 703/248-8370.**

Make checks payable to NAAEI and mail to:

Kim McCrossen

NAAEI

4300 Wilson Blvd.

Suite 400

Arlington, VA 22203



**NATIONAL APARTMENT
LEASING PROFESSIONAL®**



NAAEI Refund Policy

Cancellation requests must be received in writing. You are entitled to a 100% refund less a \$25 administrative fee up to two weeks prior to each scheduled course. No cash refunds will be issued within the two week window. If you choose to cancel within the two week window you may apply it towards a future class.



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