

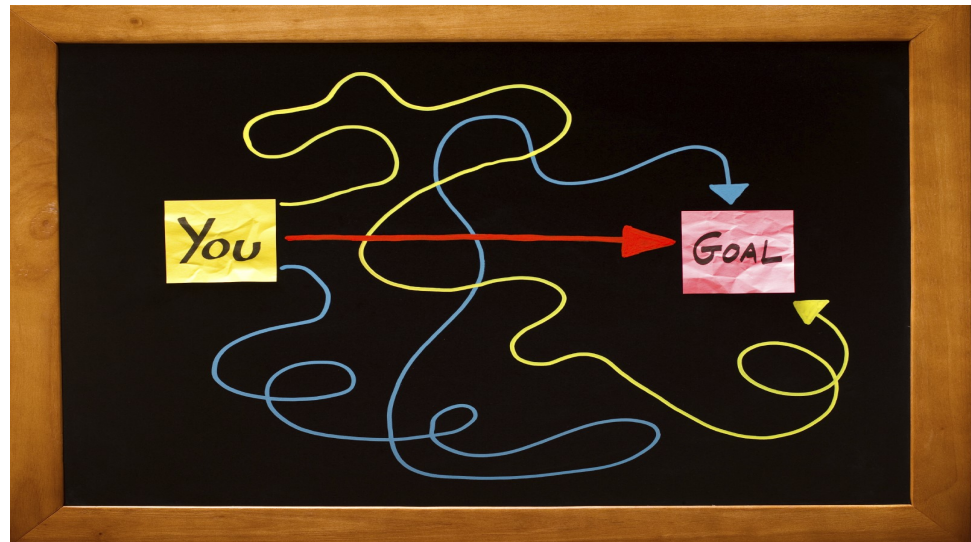
Introducing the New NALP



All Classes will be held at the AAKC office at 6700 Squibb Road Suite 200 Mission, KS 66202

Classes are from 9am to 5pm

Cost: \$375.00 for Members
\$750.00 for Non-Members



Earn your National Apartment Leasing Professional designation and enhance your leasing skills. NAAEI developed the NALP program to assist apartment industry professionals in advancing their apartment leasing career. Whether you are a new or an experienced leasing consultant, you can improve your:

- * Leasing Presentation
- * Ability to Overcome Objections
- * Closing Ratio
- * Resident Retention

NALP Modules

- Bringing in New Residents: Be Prepared
- Marketing & Maintaining Your Community
- Why Your Competition Matters
- Relevant Laws & How to Apply Them
- The Sales Process & Building Relationships
- Effectively Meeting the Needs of Current Residents
- The Market Survey
- NALP has been enhanced with FranklinCovey video-based



AAKC

APARTMENT ASSOCIATION
OF KANSAS CITY

NALP



NATIONAL APARTMENT
LEASING PROFESSIONAL®

Orientation: September 27th, 9:00 a.m. to 10:30 a.m.

Class Dates: October 4th, 11th, 18th & 25th

Register Online at aakc.us or call the AAKC office at 913-248-0355