



NATIONAL APARTMENT LEASING PROFESSIONAL

Leasing professionals are the first people prospective residents meet, and often their only gauge of the property staff. This course is designed to teach these professionals skills to help them become top producers.

Dates:

- Thursday, October 13, 2016 • 8:30 a.m.- 5:00 p.m. First Day Only!
- Friday, October 14, 2016 • 9:00 a.m.- 5:00 p.m.
- Saturday, October 15, 2016 • 9:00 a.m.- 4:00 p.m.
- NALP Presentations: Friday, November 18, 2016 • 9:00 a.m.- 1:30 p.m.

Please note that new registrations received within three days of the course will be assessed a \$50 administrative fee to cover shipping costs for course materials.

NALP Course Outline

NALP Designation Course Fee
TAA Members: \$459
Non-Members: \$589

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

NALP: Candidacy requirements include completion of the NALP Curriculum, successfully passing the online exam (score 70 or above), successfully completing three market surveys and making a comparison of those surveys in a verbal/written presentation and six months of apartment industry experience.

No money in the budget? TAAEF is now accepting 2016 NALP Education Scholarship Applications until **September 6, 2016**. For TAA Members **Only!** The application is available online under Education on the TAA website: www.triangleaptassn.org.

REGISTRATION FORM

Non-Members are not fully registered and will not retain a seat in any TAA course/seminar until payment is received in full.

Name: _____

Property: _____

Company: _____

Address: _____

City/State/Zip: _____

Telephone: (W) _____ (C) _____

Fax: _____

Email: _____

Billing Party: _____

Payment Options

- Please invoice me (TAA Members only)
- Please invoice me the 2-month payment plan of \$229.50 (September & October) or (October & November)
- Payment enclosed
- Credit Card Option:

Visa _____ MasterCard _____ American Express _____

To pay with a credit card over the phone, please contact the TAA office at 919-782-1165 ext. 9.

Mail/Fax Payment To:

Triangle Apartment Association,
7920 ACC Blvd, Ste 220, Raleigh, NC 27617
Ph: 919.782.1165 Fax: 919.782.1169

Registration deadline is 9/27/16. Cancellations must be in writing. Cancellations received by September 15, 2016 will receive a full refund. Cancellations received by September 22, 2016 will receive a 75% refund. Cancellations received by September 29, 2016 will receive a 50% refund. Cancellations received by October 6, 2016 will receive a 25% refund. Cancellations received less than one week prior to course will not be entitled to any refund.

As you register for TAA courses and seminars, please keep in mind that all fees are due by the seminar date or first day of specific course. *No-shows are responsible for the entire amount of the course fee.*

I have read, understand and agree to the TAA Registration Policies:

Signature _____ Date _____



Providing quality educational opportunities for the Triangle Apartment industry for **32** years!