

Upper State Apartment Association Proudly Introduces the NEW

National Association Leasing Professional Designation

**Increase
Occupancy**

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 Franklin Covey video-based courses!



Class Dates: August 16th, 24th, 30th, September 6th, 2016

Class Times: 9:00 am – 4:00 pm each day

**Location: USAA Education Center, 37 Villa Rd, Suite 412,
Greenville**

Member Cost: \$400 per attendee

To Register: email rose@upperstate.org or visit:

