



Take your career to the next level by earning a nationally recognized designation!

Instructed by Terry Ragland CAM, CAPS, CPM & Regional Manager with Blue Ridge Companies

When:

March 21-23, 2017

8:00-5:00 Each Day

Exam & Presentation

April 13, 2017

9:00-12:00

Where:

Highpointe Apartments Clubhouse
1290 W. Gov. Street | Brandon

Cost: Due by 3/21/17

Members: \$400

Non-Members \$550

Requirements:

Worked in the apartment industry for 6 months. Must attend all classes and pass exam within 12 months.

Registration:

Attendees must pre-register by 3/6/17 in order for materials to be ordered.

KEY LEASING PERFORMANCE INDICATORS ADDRESSED IN NALP:

- Using Technology to Generate Traffic
- Reputation Monitoring and Management
- Daily Inspection of Leasing Center, Tour Route, Model and Vacant Apartment
- Relationship-Building while Shopping the Competition
- Application of Fair Housing Laws
- Proper Screening of a Prospective Resident's Qualifications
- Ability to Review Lease with New Resident
- Application of the Relationship Sales Process
- Managing Objections
- Managing the Move-In Process
- Work with the Team to Manage Resident Issues and Maintenance Requests
- Building Relationships with Residents and a Sense of Community
- Securing and Processing Lease Renewals

Email registration form to Meghan@msaptassoc.org or Fax to 601-861-4933

Please Circle One: Member: \$400 Non- Member \$550

Name: _____ Property/Mgm.t Co: _____

Title: _____ Email: _____ Phone: _____

Property Address: _____ City: _____ Zip Code: _____

Payment Options: All Payments Due by 3/21/17

_____ Please Invoice Me For The Full Amount (Members Only)

_____ Please Invoice Me In 2 Monthly Installments

_____ Charge My Credit Card (A 3.5% convenience fee will be charged)

Card Number: _____ Exp: _____ Security Code: _____

Cancellation Policy:

Cancellations must be made in writing by March 6, 2017 in order to receive a complete refund. Failure to cancel by March 6th or any no shows will be charged full amount plus a \$75 restocking fee.