

NALP



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.



Topics in the NAAEI NALP include:

- 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

Programs may be taken as stand-alone seminars or in full to earn the industry designation. All programs were reviewed and updated on 2003. Success is waiting for you!

Designate Benefits:

- Listing as NAA designate
- Annual subscription to *units* Magazine
- Discounted prices for industry products
- Designation certificate, pin and wallet card

SLAA hosts the National Apartment Leasing Professional (NALP) designate course in November of each year. 2010 classes are scheduled for November 3, 10 & 17, from 8:30 am to approximately 3:00pm each day, in the SLAA Office in Creve Coeur Missouri. The cost is \$300.00/per person.

If you are interested in participating, please complete the next portion and fax to the SLAA Office – 314-205-1410.

Name _____

Management Company/Property _____

Telephone _____ **Email** _____