



Strengthen Your Front Line to Increase Your Bottom Line

Leasing professionals are the front line of your community, so with improved and polished skills, your leasing professionals can help you to increase your bottom line, even in this economy. Register your leasing employees for the **National Apartment Leasing Professional (NALP)** training courses. Courses will be offered in 2012, sponsored by the National Apartment Association Education Institute and the Apartment and Office Building Association of Metropolitan Washington.

When: April 9-11, 2012 at Halpine View Apartments located at 13013 Crookston Lane, Rockville, MD 20851 from 9am - 5pm.

NALP is a nationally recognized designation.

Training covers:

- 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

NALP 

NATIONAL APARTMENT
LEASING PROFESSIONAL®

Who should attend:

- All members of your leasing team who have at least six months of apartment industry experience.

Course Price:

- \$599 for the entire designation.

Instructor:

Doug Chasick, CAPS,CPM,SLE, an instructor with 34 years of experience in managing, leasing, marketing, focusing on multifamily properties. In his career, Doug has managed portfolios in excess of 28,000 units.

To register contact Kim McCrossen at 703/797-0610 or kimberlymccrossen@naahq.org.

Apartment and Office Building Association of Metropolitan Washington
1050 17th Street, NW | Suite 300 | Washington, DC 20036
202/296-3390 | 202/296-3399 FAX | www.aoba-metro.org



Apartment and Office Building Association
of Metropolitan Washington



Registration Form

National Apartment Leasing Professional (NALP) Training

Sign me up for:

- The NALP Designation
April 9-11, 2012

The price is \$599 for the entire NALP designation.

All courses will be held 9:00 a.m. to 5:00 p.m. at Halpine View Apartments, located at
13013 Crookston Lane, Rockville, MD 20851

Name: _____

Payment: (circle one)

Company: _____

VISA AMEX MC

Address: _____

Card Number: _____

Phone: _____

Exp Date: _____

E-mail: _____

Name on the Card: _____



**NATIONAL APARTMENT
LEASING PROFESSIONAL®**

**Fax your completed form and payment to
Kim McCrossen at 703/248-8370.**

Make checks payable to NAAEI and mail to:
Kim McCrossen (DC NALP)

NAAEI
4300 Wilson Blvd.
Suite 400
Arlington, VA 22203



Apartment and Office Building Association
of Metropolitan Washington



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