



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

**When:**

September 23-25, 2019

8:00-5:00 Each Day

**Presentation**

October 9, 2019

9:30-11:00

**Where:**

The Met Apartments  
27 Lake Forgetful Drive | Hattiesburg

**Cost: Due by 9/6/19**

Members: \$300

Non-Members \$400

**Requirements:**

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

**Registration:**

Attendees must pre-register by 9/6/19 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: \$300    Non-Member \$400**

Name: \_\_\_\_\_ Property/Mgm.t Co: \_\_\_\_\_

Title: \_\_\_\_\_ Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Property Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip Code: \_\_\_\_\_

**Payment Options: All Payments Due by 9/6/19**

\_\_\_\_\_ Please Invoice Me For The Full Amount

\_\_\_\_\_ Please Invoice Me In 2 Monthly Installments (Members Only, Balance Must Be Paid by 9/6/19)

\_\_\_\_\_ 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 September 6, 2019 in order to receive a complete refund. Failure to cancel by 9/6/19 or any no shows will be charged full amount plus a \$75 restocking fee.**