

Introducing the

New NALP

Attend all 3
days for only
\$250

Coming to:

Sioux Falls, SD

October
13, 20 & 27



Register for NALP today!

Register today at:
www.sdmha.com

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 **FranklinCovey** video-based courses!

**Increase
Occupancy!**

NALP

NATIONAL APARTMENT
LEASING PROFESSIONAL

NAA
NATIONAL APARTMENT ASSOCIATION

Education Institute

Presented by:

YARDI

For More Information Visit: WWW.NAAHQ.ORG/NALP