



## Register for the 2011 NALP Course

*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 Lease Apartments, Satisfy Residents, and Increase Resident Retention.*

### **Programs Included in the class will consist of:**

- Keys to Success in Leasing
- Leasing and the Internet
- Leasing Demonstration and Resolving Objections
- Legal Aspects
- Rental Policies and Procedures
- Telephone Presentations
- The Leasing Interview and Qualifying Residents
- The Marketing Survey Presentation

*To obtain a NALP designation you must have worked in the apartment industry for 6 months, successfully complete the courses, and meet all examination requirements within 12 months of declaring your candidacy.*

### **REGISTRATION FORM**

Please complete and return by Monday, February 1, 2011

Fax : 724-371-0741 OR Email: thewpaa@aol.com

Property or Company Name: \_\_\_\_\_

Telephone #: \_\_\_\_\_

WPAA MEMBERS

NON MEMBERS

Please list individual names of those attending:

\_\_\_\_\_  
\_\_\_\_\_

Check # \_\_\_\_\_  Invoice Me  Credit Card ( WPAA should contact me)

Cost Per Attendee: \_\_\_\_\_ Total Amount Due: \_\_\_\_\_



**Dates: February 15, 16, and 17 Times: 8:30AM to 5:30PM (lunch provided each day)**

**Location: Mongiovi and Son Plumbing Services  
190 Bilmar Drive Suite 100  
Pittsburgh PA 15205**

**Cost: \$399 member \$525 non-member**

**Instructor: Jerry Molique, past president of NAA**

*A longtime lecturer and teacher in the apartment industry, Jerry Molique has a life-long commitment to the apartment industry. Jerry's apartment association involvement began in 1974, when desiring to give something back to the industry, he taught the first of many courses for apartment managers in Kentucky. Jerry has also instructed the CAM course for the WPAA earlier this year.*

Please visit [www.thewpaa.com](http://www.thewpaa.com) for additional registration forms.