



Strengthen Your Front Line to Increase Your Bottom Line

Leasing Professionals and Community Managers are the backbone of apartment communities, so with improved and polished skills, your front line staff can help to increase your bottom line, even in this economy. Register your experienced leasing employees and managers for the nationally recognized, **Certified Apartment Manager (CAM)** training courses. Courses will be offered in 2011, sponsored by the National Apartment Association Education Institute and the Western Pennsylvania Apartment Association. CAM will be offered as a blended learning program, online and in the classroom.

When: March 23-24, April 28-29 2011 at Nob Hill Apartments, located at 3000 Swallow Hill Road, Pittsburgh, PA 15220.

Who should attend:

All members of your leasing or community management team who have at least one year of apartment industry experience.

Course Price:

- \$850 for members
- \$1,050 for non-members

Instructor:

Susan Weston, CAM, CAPS, an instructor with 30 years of experience in the property management industry. Susan served as Vice President, Learning & Development, and guided all learning initiatives for Pinnacle's 4,700 employees. She was awarded the NAAEI ACE Award for excellence in industry training and career development. She currently serves on the Board of Directors for the National Apartment Association Education Institute.

To register contact Marcia Cashdollar at 412/288-9780 or thewpaa@aol.com.

Classroom Training:

- March 23 - Human Resource Management
- March 24 - Risk Management
- April 28 - Financial Management
- April 29 - Marketing

Online Training: *Online modules must be completed by April 28*

- Online - Management of Residential Issues
- Online - Legal Responsibilities
- Online - Fair Housing
- Online - Property Maintenance for Managers
- May 10 - Webinar - Community Analysis

CAM

**CERTIFIED APARTMENT
MANAGER®**

Western Pennsylvania Apartment Association

P.O. Box 15790 | Pittsburgh, PA 15244

412/288-9780 | www.thewpaa.com



Registration Form

Certified Apartment Manager (CAM) Training

Classroom Training:

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March 24 - Risk Management
April 28 - Financial Management
April 29 - Marketing

Online Training:

Management of Residential Issues
Legal Responsibilities
Fair Housing
Property Maintenance for Managers
Community Analysis (Webinar on May 10)

**Online modules must be completed by April 28*

The price is \$850 for members, \$1,050 for non-members.

All courses will be held from noon to 9:00 a.m. to 5:00 p.m.
at Nob Hill Apartments, located at 3000 Swallow Hill Road, Pittsburgh, PA 15220.

Name: _____

Payment: (circle one)

Company: _____

VISA AMEX MC

Address: _____

Card Number: _____

Phone: _____

Exp Date: _____

E-mail: _____

Name on the Card: _____



**CERTIFIED APARTMENT
MANAGER®**

**Fax your completed form and payment to
Marcia Cashdollar at 724/371-0741 or
thepaa@aol.com.**

Make checks payable to the Western Pennsylvania
Apartment Association and mail to:
P.O. Box 15790
Pittsburgh, PA 15244

