



National Apartment Leasing Professional (NALP) Course
Schedule
2020



AAGK
PH: 865-588-8961
E-mail: info@aagk.org Web site: www.aagk.org

Course dates: September 18, 23, 24. ALL Classes Start at 9:00 a.m.

September 18th

9:00 a.m.-Noon: Bringing in New Residents

1:30—4:30 p.m.: Marketing & Maintaining Your Community

September 23rd

9:00 a.m.-Noon: Relevant Laws

1:15 p.m.-4:45: The Sales Process

September 24th

9:00 a.m.-3:00: Why Your Competition Matters, Effectively Meeting the Needs of Residents

3:00 —4:30: Market Survey,

Market Survey Presentation date will be determined by the class.

AAGK members \$360, cancellations after the deadline will result in a \$75 fee

NALP Registration Deadline is Sept. 11th 2020.

Student Name: _____ Company: _____

E-mail/Phone: _____ Authorized Signature: _____

