

NORTHEAST OHIO APARTMENT ASSOCIATION



# **CERTIFIED** **LEASING** **PROFESSIONAL**

**CLASS IS IN SESSION:  
APRIL 12TH, 13TH, 14TH**



# Class Schedule:

9:00 AM - 3:00 PM - Tuesday April 12<sup>th</sup>

9:00 AM - 3:00 PM - Wednesday April 13<sup>th</sup>

# Final Exam:

9:00 AM - Thursday April 14<sup>th</sup>

## COURSE INFO

**Instructor:** Stephanie Sturzinger

**Location:** NOAA Offices

1468 West 9<sup>th</sup> Suite 110

Cleveland, OH 44113

**Dates:** April 12<sup>th</sup> - 14<sup>th</sup>

**Cost:** \$279 - \$379

**Lunch:** Included!

**Time:** 9:00 AM - 3:00 PM

## CURRICULUM

Throughout the Certified Leasing Professional course we'll discuss the evolution of our industry over the last several years and how these changes have impacted the approach we take in capturing residents. The key elements of the course will provide attendees with a basic understanding behind traffic generation and lease capture from incorporation of leveraged social media, E-commerce, ILS, Mobile Marketing and Interactive Print initiatives.

What's more, attendees will be armed with best practices, tips, tricks, and first-hand experiences of how leads can be converted to leases. We will also cover basic leasing techniques such as telephone practices, handling objections, closing principles and follow up procedures.

## Tuition:

**NOAA Members: \$279**

**Non-Members: \$379**



- The Apartment Guide
- apartments.com
- Belfor USA
- Carrara Companies
- CORT
- For Rent Media Solutions
- hhgregg
- IGS Energy
- Javitch, Block & Rathbone
- Neace Lukens Insurance
- The Plain Dealer
- Powers Friedman Linn, PLL
- Schill Grounds Management
- The Sherwin Williams Company
- Time Warner Cable

## Register for Spring 2011:

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Class Mates: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### Payment Method:

MC  Am Ex  Check  Visa

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Guests: # \_\_\_\_\_ x \$ \_\_\_\_\_ = Total \$ \_\_\_\_\_

Signature: \_\_\_\_\_

Submit Form

**For more information and to register online visit:**  
[www.noamembers.com/events.html](http://www.noamembers.com/events.html)  
**Fax completed form or call Jacqui to reserve your seat**  
**P: (216) 241-1635 F: (216) 241-1636**