

Coaching/ HR Track



APR
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Stephanie Oehler

The Power of
1-on-1s: Building a
Feedback Loop



JUN
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Pam Pederson

Embracing
Challenges:
Transforming
Objections into
Success Stories



AUG
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Rebecca Rosario

Like a Pro:
Reducing Turnover
with Connection,
Clarity & Culture



SEP
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Sue Weston

DIY Onboarding



NOV
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Megan Orser

Make Every
Minute Count

Customer Service Track



MAR
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Mindy Price

The First Five Minutes: How to Lead a Conversation Before It Goes Sideways



JUN
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Maria Pietroforte

Temper, Temper: Dealing with Angry Residents



NOV
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Stephanie Oehler

Conquering Call Reluctance



SEP
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Pam Pederson

The Resident is NOT the Problem!

Finance Track



MAR
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Maria Pietroforte

Mastering
Multifamily
Financials: Turning
Numbers into
Strategy



JUN
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Alex Jackiw

Temper, Temper:
Dealing with Angry
Residents



OCT
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Maria Pietroforte

Strategic NOI
Optimization:
Beyond Rent
Growth

Leadership Track



APR
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Michelle Molinaro

From Basic to Brilliant: Turning Average Teams into Standouts



JUL
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Mindy Price

How to Lead When You Don't Have Authority: Influence Without the Title



DEC
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Sue Weston

What Got You Here Won't Get You There

Leasing/ Sales Track



APR
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Megan Orser
Leasing in a Concession
Driven Market



JUL
14

Michelle Molinaro
Close the Sale with Confidence:
5 Strategies That Work Today



SEP
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Rebecca Rosario
Human Superpowers in an AI
World. How to Build Unbreakable
Connections in Leasing



OCT
06

Stephanie Oehler
Follow-Up That Gets Follow-Through



OCT
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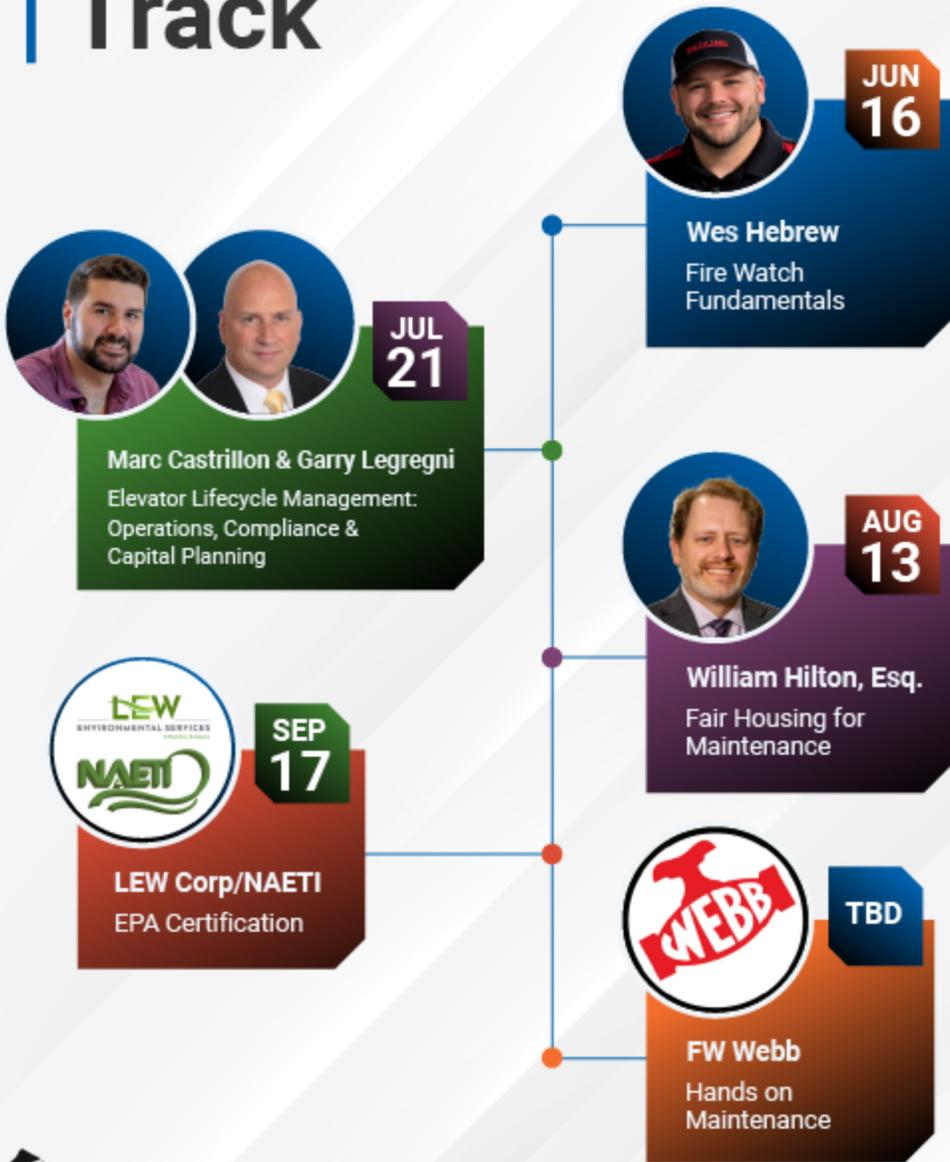
Alex Jackiw
Marketing to Multiple
Generations



NOV
05

Michelle Molinaro
Building a 5-Star Reputation

Maintenance Track



NAA Designations



APR
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Maria Pietroforte
Certified Apartment
Leasing Professional
(CALP) - Spring



MAR
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Rebecca Rosario
Certified Apartment
Manager (CAM) - Spring



OCT
02

Rebecca Rosario
Certified Apartment
Leasing Professional
(CALP) - Fall



NOV
09

Maria Pietroforte
Certified Apartment
Manager (CAM) - Fall

Risk/Compliance/ Safety Track

