

Coaching/ HR Track



APR
14

Stephanie Oehler

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



JUN
23

Pam Pederson

Embracing
Challenges:
Transforming
Objections into
Success Stories



AUG
11

Rebecca Rosario

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



SEP
22

Sue Weston

DIY Onboarding



NOV
19

Megan Orser

Make Every
Minute Count

Customer Service Track



MAR
17

Mindy Price

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



JUN
10

Maria Pietroforte

Temper, Temper: Dealing with Angry Residents



NOV
03

Stephanie Oehler

Conquering Call Reluctance



SEP
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Pam Pederson

The Resident is NOT the Problem!

Finance Track



MAR
24

Maria Pietroforte

Mastering
Multifamily
Financials: Turning
Numbers into
Strategy



JUN
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Alex Jackiw

Preparing the
Annual Budget



OCT
28

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
07

Mindy Price

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



DEC
15

Sue Weston

What Got You Here Won't Get You There

Leasing/ Sales Track



JUL
14

Michelle Molinaro

Close the Sale with Confidence:
5 Strategies That Work Today



OCT
06

Stephanie Oehler

Follow-Up That Gets Follow-Through



NOV
05

Michelle Molinaro

Building a 5-Star Reputation



APR
28

Megan Orser

Leasing in a Concession
Driven Market



SEP
15

Rebecca Rosario

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



OCT
13

Alex Jackiw

Marketing to Multiple
Generations

Maintenance Track



JUN
16

Wes Hebrew
Fire Watch
Fundamentals



JUL
21

Marc Castrillon & Garry Legregni
Elevator Lifecycle Management:
Operations, Compliance &
Capital Planning



AUG
13

William Hilton, Esq.
Fair Housing for
Maintenance



SEP
17

LEW Corp/NAETI
EPA Certification



TBD

FW Webb
Hands on
Maintenance

NAA Designations



**APR
09**

Maria Pietroforte
Certified Apartment
Leasing Professional
(CALP) - Spring



**MAR
20**

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



Wes Hebrew

Fire Watch Fundamentals

JUN
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Jennifer Alexander, Esq.

Fair Housing with the NJLAD - April Session

APR
29



Jenel Marraccini, Esq.

Landlord Tenant Law A to Z

AUG
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Marc Castrillon &
Garry Legregni

Elevator Lifecycle Management: Operations,
Compliance & Capital Planning

JUL
21



Jennifer Alexander

Fair Housing with the NJLAD -
September Session

SEP
30



Derek Reed, Esq.

Fair Chance in Housing

SEP
24



Derek Reed, Esq.

Fair Housing with the NJLAD -
November Session

NOV
04



Maria Pietroforte

Managing Resident Risk and Emergencies

OCT
01



Jenel Marraccini, Esq.

All About Assistance Animals

DEC
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