



# Leasing 101

**Wednesday, March 29, 2017**

Lake in the Woods Clubhouse

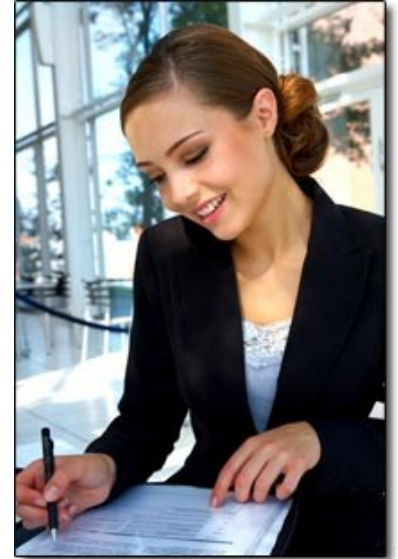
333 Lake in the Woods Dr, Melbourne, FL

10:00 am - 5:00 pm

Check-in begins at 9:30 am

\$50/Member and \$65/Non-Member  
(6 CEC's)

With *Desiree Starr*, Senior Vice President, AAGO



**Are you new to the industry?**

**Do you have a staff member needing a refresher?**

**Course topics include:**

- ◆ **Introduction to the Apartment Industry**
- ◆ **Vital key terms**
- ◆ **Learning to identify your competition**
- ◆ **Fundamentals of Fair Housing**
- ◆ **Using your telephone as a tool**
- ◆ **Greetings, Demonstrations and Closings**
- ◆ **Effective Follow-up**

**REGISTER NOW:**

Fax this form to (407)401-8794

or Email [Liz@scaaf1.org](mailto:Liz@scaaf1.org)

Registration Form

NAME(S): \_\_\_\_\_

Property: \_\_\_\_\_ Management Co. \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Membership Status:  Member  Non-Member

**All invoices will be charged a \$5 invoice fee**

**No Shows will be billed for full amount of class**