

Advanced Leasing: The Keys to Building on Your Confidence as a Leasing Professional!

Overview

This interactive class is builds on the tools and skills leasing professionals have to continue to increase confidence in sales, leasing & resident retention

Course Objectives

- **Participants will identify their strengths and we will build on those in the session.**
- **Tips to find the hidden cues in correspondence and use that information to respond and not just reply**
- **Connection still matters! We'll explore ways to be more than a sales person and instead be a trusted resource.**
- **The relationship should not be over when the sale is closed. Find new ways to set your future residents up for a successful move-in and create lifelong customers.**

Takeaways

- **Each attendee will create an action plan that will help ensure implementation and accountability.**