



Tuesday, November 6th, 2018
Choose morning or afternoon session

Leasing/Sales to POWER UP your skills

**Presented by Vickie Sharp,
With Sharp Solutions**

This session is geared to the leasing, management and supplier who may have “closing the sale” experience yet are still needing that push to the next level.

There will be a quick self assessment, using the SWOT (successes, weaknesses, opportunities and threats) method. Then detailed discussions about the first point of contact through the entire transition process.

We will share terrific model ideas and how to use these to close the deal!
There will be a short discussion about upgrades and when they are appropriate.
There will be real life examples of qualifying criteria and discussions about the new service/emotional support animals and criminal background challenges.

Lastly we will spend some time on closing, showing up, transitioning the prospects to the resident or completing the sale.

Complete the attached registration before October 16th, 2018
After October 16th 018 an additional \$10 fee per person will be added.

Piney Woods Apartment Association
Mary Mocniak, CAM, NALP
Pwaa.o7ae@yahoo.com
936-569-6690

Registration for **POWERING UP YOUR SKILLS**

Come join your peers in the Multi-Family Housing Industry to learn together! A three- hour session at one low price of \$40, receive 2.5 CEU's for those with certifications. Choose morning or afternoon- Both will cover same material.

_____ \$40.00 session (registration before October 16th, 2018)

_____ \$50.00 session (registration after October 16th, 2018)

Company name _____

Address: _____

Phone: _____

Email: _____

(Place name of attendee at the time slot chosen)

Lufkin (McWilliams & Son Heating & AC, 918 E Denman Ave. 75901)

9:00AM-12 Noon _____

Nacogdoches (3220 North Street Apartments, 75965)

1:30PM- 4:30 PM _____

Mail payment with this registration form to

PWAA

P.O Box 631280

Nacogdoches Texas, 75965-1280

_____ I need an invoice to pay from.

Office use:

_____ check# _____ Date received _____ Invoice sent