

2019 NJAA Education Calendar

NAA National Designation Courses

The New Jersey Apartment Association offers several industry designations. These programs are the premier accreditations for multifamily professionals, recognized by industry leaders across the nation.

CAMT *Certificate for Apartment Maintenance Technician*

CAMT serves as both an introduction for new maintenance professionals or as a refresher for veterans. The hands-on curriculum provides the knowledge and tools necessary to run an effective maintenance program and advance your career.

CAMT Training Costs:
\$875 for designation (NJAA members)
\$250 per module (NJAA members)
\$1,125 for designation (non-members)
\$350 per module (non-members)

CAM/CAS *Certified Apartment Manager & Certified Apartment Supplier*

CAM and CAS are taught simultaneously. CAM teaches property managers to become vital links between the community, owners, and staff, helping to improve the bottom line.

CAS allows vendors to hear the challenges faced by their apartment manager customers. This training helps you position your products and services to stand out above the rest.

CAM Training Costs:
\$855 (NJAA members)
\$1,125 (non-members)

CAS Training Costs:
\$355 (NJAA members)
\$480 (non-members)

Supplier Success is a prerequisite for earning the CAS but is also offered as a standalone class. The course, priced at \$99 for NJAA members and \$129 for non-members, provides an overview of the industry and recommends ways to maximize partnerships with apartment owners, management companies, and members of NJAA.

NALP *National Apartment Leasing Professional*

NALP provides the necessary skills to help industry professionals become top producers. Course topics include application of Fair Housing laws; managing objections and the move-in process; securing and processing lease renewals; and conducting a market survey.

NALP Training Costs:
\$470 (NJAA members)
\$570 (non-members)

CAPS *Certified Apartment Portfolio Supervisor*

CAPS is an in-depth review of property management principles and techniques used by professional supervisors. Offered every other year, this four-day course helps students apply textbook concepts to on-the-job performance, fast-tracking and elevating their professional career.

Topics include: client services and stakeholder relations; investment management; improving asset performance; talent management; asset evaluation and contemporary issues in multifamily housing.

CAPS Training Costs:
\$1,100 (NJAA members)
\$1,500 (non-members)

Fair Housing

Fair Housing & Beyond uses real-life scenarios to demonstrate the consequences of incorrect responses and provides suggestions to avoid costly mistakes. This course is \$89 for NJAA members and \$119 for non-members.

Fair Housing for Maintenance examines Fair Housing laws as they apply to maintenance professionals. This seminar provides suggestions on interacting with residents, follow-ups, and handling complaints. This course is free for NJAA members and \$75 for non-members.

Free Seminars

Free for NJAA members; \$75 for non-members.

Soft Skills will give you the tools on how to develop your team's soft skills such as analytical thinking, leadership and more.

Time Management teaches students how to prioritize tasks and take control of their daily routine.

Tradeshow Panel teaches tips and tricks for exhibiting vendors at the NJAA Conference.

Continuing Education Credits

If you are a NAAEI credential holder, don't forget to earn CECs toward your annual renewal requirements. To find out which NJAA classes fulfill CECs, please visit www.njaa.com.

Have Questions?

Contact education@njaa.com or 732-992-0600.

2019 Save the Date

**FEBRUARY
13**

Soft Skills: Mastering The Most Sought After Skills of 2019

*Marla Posey, Spark
Multifamily Learning +
Consulting*

9:00am-11:00am

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**FEBRUARY
20-21**

Electrical Maintenance and Repair

(CAMT Module 1)
Brian Goldojarb, HD Supply

9:00am-4:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**FEBRUARY
27**

Plumbing Maintenance and Repair

(CAMT Module 2)
Brian Goldojarb, HD Supply

9:00am-4:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**FEBRUARY
28**

Time Management

*Andy Cohen, Rock
Properties*

10:00am-12:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**MARCH
12-13**

Basic Appliances Maintenance and Repair

(CAMT Module 3)
Brian Goldojarb, HD Supply

9:00am-4:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**MARCH
19**

Industry Essentials and Financial Management

(CAM Module 1 and CAS
Module 1)

*Robin Flagler, AION
Management*

9:00am-4:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**MARCH
20**

Marketing

(CAM Module 2)
*Melissa Sampson, AION
Management*

9:00am-4:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**MARCH
21**

Fair Housing and Beyond (North)

*Jennifer Alexander Esq.,
Griffin Alexander*

10:00am-3:00pm

Location: Planned
Companies, 150 Smith
Road, Parsippany

**APRIL
3-4**

HVAC Maintenance and Repair

(CAMT Module 4)
Brian Goldojarb, HD Supply

9:00am-4:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**APRIL
10**

Fair Housing and Beyond (South)

*Jenel Marraccini, Esq.,
Cohen Marraccini, LLC*

10:00am-3:00pm

Location: Multi-Housing
Depot by ARI, 511 Elbow
Lane, Burlington

**APRIL
11**

Property Maintenance for Managers

(CAM Module 3)
*Heather Kamasa, Acadia
Windows & Doors*

9:00am-4:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**APRIL
17**

Risk Management & Legal

(CAM Module 4 and CAS
Module 2)

*Diana Penn, JMG Realty;
Jenel Marraccini, Esq., Cohen
Marraccini, LLC*

9:00am-4:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**APRIL
18**

Interior & Exterior Maintenance and Repair

(CAMT Module 5)
*Todd Sajewicz, The Home
Depot*

9:00am-4:00pm

Location: The Home
Depot, 3096 Hamilton
Boulevard, S. Plainfield

**APRIL
24**

HR & Resident Experience

(CAM Module 5 & CAS 3)
*Robin Flagler, AION
Management*

9:00am-4:00pm

Location: NJAA, 104
Interchange Plaza, Suite
201, Monroe Township

**MAY
20-22**

National Apartment Leasing Professional

Susan Lenzo, Home Leasing

9:00am-4:00pm

Location: Atlantic City
Convention Center, 1
Convention Boulevard,
Atlantic City

Interested in instructing a seminar for NJAA?

NJAA offers a multitude of education classes throughout the year. Education classes range in length, topic and target audience.

***We accept proposals for general education sessions,
year-round.***

Contact education@njaa.com for
more information!

SPONSOR A CLASS

Our sponsorships are a great way to support NJAA's educational efforts while getting quality face time with specific target audiences.

For more information contact
education@njaa.com