

# 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.

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

**Ins and Outs of Operating a Pool in New Jersey** walks students through what's required to get your pool through a season.

## EPA Lead Training

**EPA's Renovation, Repair & Painting - (Lead Training)** requires that companies performing renovation, repair, and painting projects that disturb lead-based paint in units built before 1978 be certified by EPA-approved training providers and lead safe work practices.

This one-day certification course explains how to comply with the RRP Rule.

Training Costs:  
\$200 (NJAA members)  
\$250 (non-members)

# 2019 Save the Date

**MARCH  
12-13**

## **Basic Appliances Maintenance and Repair**

(CAM 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)  
*Catherine Souder, 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

**MARCH  
28**

## **Ins and Outs of Operating a Pool in New Jersey**

*Ben Basch, American Pool Enterprises, Inc.*  
**10:00am-12:00pm**  
Location: NJAA, 104 Interchange Plaza, Suite 201, Monroe Township

**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  
9**

## **Social Media Marketing**

*Danni Van Drew-Dick, DRPR Strategies; Jessica Hatton, City Fire Equipment Company*  
**10:00am-12:00pm**  
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  
12**

## **Tradeshaw Panel**

*Steven Dicker, Cooper Roofing; Larry Falkow, The APTS; Jack Linefsky, Value Companies; Nichole LoPresti, NJAA; Ray Venturino, City Fire Equipment Company*  
**10:00am-12:00pm**  
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

**APRIL  
30**

## **EPA RRP Initial Certification (Lead Training)**

*LEW Corporation*  
**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

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