

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 Supervisor*

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.

Active Shooter Response Training prepares attendees with what they need to know in the event of an active shooter emergency.

Culture Pivot focuses on how to retain your high value employees and attract new talent to your company.

Budgeting

Budgeting: Building the Bridge to Easier Understanding reviews the importance of planning and understanding the budgeting process. This course is \$35 for NJAA Members and \$75 for Non-Members.

Continuing Education Credits

If you are a NAAEI credential holder (CAM, CAPS, CAS, NALP), don't forget to earn CECs toward your annual renewal requirements!

Have Questions?

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

2019 Save the Date

<p>JULY 23</p> <p>Active Shooter Response Training <i>Edwin Moore, NJ Homeland Security</i> 10:00am-12:00pm Location: Bishops View Townhomes & Apartments 2395 Route 70 West Cherry Hil</p>	<p>JULY 30</p> <p>Fair Housing for Maintenance (North) <i>Jenel Marraccini, Esq. Cohen Marraccini, LLC</i> 10:00am-12:00pm Location: Planned Companies 150 Smith Road Parsippany</p>	<p>AUGUST 7-8</p> <p>Electrical Maintenance and Repair <i>(CAMT Module 1) Randy Woolery, HD Supply</i> 9:00am-4:00pm Location: NJAA 104 Interchange Plaza Suite 201 Monroe Township</p>	<p>AUGUST 15</p> <p>Plumbing Maintenance and Repair <i>(CAMT Module 2) Brian Goldojarb, HD Supply</i> 9:00am-4:00pm Location: NJAA 104 Interchange Plaza Suite 201 Monroe Township</p>	<p>AUGUST 27-28</p> <p>Basic Appliances Maintenance and Repair <i>(CAMT Module 3) Brian Goldojarb, HD Supply</i> 9:00am-4:00pm Location: NJAA 104 Interchange Plaza Suite 201 Monroe Township</p>
<p>SEPTEMBER 10-11</p> <p>HVAC Maintenance and Repair <i>(CAMT Module 4) Randy Woolery, HD Supply</i> 9:00am-4:00pm Location: NJAA 104 Interchange Plaza Suite 201 Monroe Township</p>	<p>SEPTEMBER 12</p> <p>Budgeting: Building the Bridge to Easier Understanding <i>Marla Posey, SPARK Multifamily Learning + Consulting</i> 10:00am - 12:30pm Location: BELFOR Property Restoration 50 Ethel Road Piscataway</p>	<p>SEPTEMBER 18</p> <p>Interior & Exterior Maintenance and Repair <i>(CAMT Module 5) Todd Sajewicz The Home Depot</i> 9:00am-4:00pm Location: The Home Depot, 3096 Hamilton Boulevard, S. Plainfield</p>	<p>SEPTEMBER 20</p> <p>Supplier Success <i>Larry Falkow, The APTS</i> 10:00am-4:00pm Location: NJAA 104 Interchange Plaza Suite 201 Monroe Township</p>	<p>SEPTEMBER 24</p> <p>Fair Housing and Beyond (Central) <i>Derek Reed, Esq., Ehrlich, Petriello, Gudin & Plaza</i> 10:00am-3:00pm Location: BELFOR Property Restoration 50 Ethel Road Piscataway</p>
<p>OCTOBER 2</p> <p>Industry Essentials and Financial Management <i>(CAM Module 1 & CAS Module 1) Robin Flagler AION Management</i> 9:00am-4:00pm Location: NJAA, 104 Interchange Plaza, Suite 201, Monroe Township</p>	<p>OCTOBER 3</p> <p>Marketing <i>(CAM Module 2) Catherine Souder AION Management</i> 9:00am-4:00pm Location: NJAA 104 Interchange Plaza Suite 201 Monroe Township</p>	<p>OCTOBER 10</p> <p>HR and Resident Experience <i>(CAM Module 3 & CAS Module 2) Robin Flagler AION Management</i> 9:00am-4:00pm Location: NJAA, 104 Interchange Plaza, Suite 201, Monroe Township</p>	<p>OCTOBER 15-17</p> <p>National Apartment Leasing Professional <i>Marla Posey, SPARK Multifamily Learning + Consulting</i> 9:00am-4:00pm Location: NJAA, 104 Interchange Plaza, Suite 201, Monroe Township</p>	<p>OCTOBER 23</p> <p>Risk Management and Legal <i>(CAM Module 4 & CAS Module 3) Diana Penn, JMG Realty; Jenel Marraccini, Esq., Cohen Marraccini, LLC</i> 9:00am-4:00pm Location: NJAA, 104 Interchange Plaza, Suite 201, Monroe Township</p>
<p>OCTOBER 29</p> <p>Fair Housing and Beyond (North) <i>Jennifer Alexander, Esq. Griffin Alexander, P.C.</i> 10:00am-3:00pm Location: Planned Companies 150 Smith Road Parsippany</p>	<p>OCTOBER 30</p> <p>Property Maintenance for Managers <i>(CAM Module 5) Catherine Souder AION Management</i> 9:00am-4:00pm Location: NJAA, 104 Interchange Plaza, Suite 201, Monroe Township</p>	<p>NOVEMBER 13</p> <p>Culture Pivot: How to Attract and Retain High Value Talent <i>Marla Posey, SPARK Multifamily Learning + Consulting</i> 10:00am - 12:30pm Location: NJAA, 104 Interchange Plaza, Suite 201, Monroe Township</p>	<p>NOVEMBER 14</p> <p>Active Shooter Response Training <i>Edwin Moore, NJ Homeland Security</i> 10:00am - 12:00pm Location: NJAA 104 Interchange Plaza Suite 201 Monroe Township</p>	<p>Thank You To Our Education Sponsors</p> <p>Anchor Pest Control</p> <p>Delta Faucet Company</p> <p>JGS Insurance</p> <p>Planned Companies</p>