

# 2021 NJAA Education Calendar

## NAA National Credential Courses

The New Jersey Apartment Association offers several industry credentials. 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:  
\$925 for designation (NJAA members)  
\$300 per module (NJAA members)  
\$1,250 for designation (non-members)  
\$400 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:  
\$930 (NJAA members)  
\$1,200 (non-members)

CAS Training Costs:  
\$400 (NJAA members)  
\$500 (non-members)

**Supplier Success** is a prerequisite for earning the (CAS) but is also offered as a standalone class. NJAA Vendor Members can take the online course through the National Apartment Association (NAA). This course, priced at \$99 for NJAA members, provides an overview of the industry and recommends ways to maximize partnerships with apartment owners, management companies, and apartment association members.

### **CALP (formerly called the NALP)** *Certified Apartment Leasing Professional*

CALP 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; and securing and processing lease renewals.

CALP Training Costs:  
\$500 (NJAA members)  
\$625 (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 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:  
\$1,350 (NJAA members)  
\$1,750 (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 \$110 for NJAA members and \$175 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 \$49 for NJAA members and \$100 for non-members.

## EPA Lead Training

**EPA's Renovate, Repair & Painting (Lead Training)** requires 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. This class is \$225 for NJAA members and \$350 for non-members. However, please visit [www.njaa.com](http://www.njaa.com) for information on future offerings.

## Free Seminars

NJAA continuously offers free education courses during the course of the year as a benefit of membership with the Association. Free courses are offered on a variety of topics including but not limited to: active shooter trainings; handling resident issues; and other pressing industry matters. Please visit [www.njaa.com](http://www.njaa.com) for more information on free educational offerings.

## 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](http://www.njaa.com).

# 2021 Save the Date

**AUGUST  
17**

**Locks & Residential  
Water Heater  
Troubleshooting**

*Tom Sadley,  
Home Depot Pro*

**3:00pm-4:00pm**  
Location: WebEx,  
Virtual Training

**AUGUST  
24**

**TRUST: 5 Steps  
to Creating Loyal  
Residents**

*Katie Rigsby,  
Katie Rigsby Inspires, LLC*

**11:00am-12:00pm**  
Location: Zoom,  
Virtual Training

**AUGUST  
26**

**CALP (formerly  
known as the NALP)  
Orientation**

*Susan Weston,  
The Susan Weston Company*

**10:00am-11:00am**  
Location: Zoom,  
Virtual Training

**SEPTEMBER  
9**

**CALP (formerly  
known as the NALP)  
Day 1**

*Susan Weston,  
The Susan Weston Company*

**10:00am-2:00pm**  
Location: Zoom,  
Virtual Training

**SEPTEMBER  
15**

**CALP (formerly  
known as the NALP)  
Day 2**

*Susan Weston,  
The Susan Weston Company*

**10:00am-2:00pm**  
Location: Zoom,  
Virtual Training

**SEPTEMBER  
20**

**CALP (formerly  
known as the NALP)  
Day 3**

*Susan Weston,  
The Susan Weston Company*

**10:00am-2:00pm**  
Location: Zoom,  
Virtual Training

**SEPTEMBER  
23**

**Fair Housing &  
Beyond with the NJ  
LAD**

*Jennifer Alexander,  
Griffin Alexander, P.C.*

**10:00am-1:00pm**  
Location: Zoom,  
Virtual Training

**SEPTEMBER  
24**

**CALP (formerly  
known as the NALP)  
Day 2**

*Susan Weston,  
The Susan Weston Company*

**10:00am-2:00pm**  
Location: Zoom,  
Virtual Training

**SEPTEMBER  
30**

**CALP (formerly  
known as the NALP)  
Review**

*Susan Weston,  
The Susan Weston Company*

**10:00am-11:00am**  
Location: Zoom,  
Virtual Training

**OCTOBER  
1**

**CAM/CAS  
Orientation**

*Susan Weston,  
The Susan Weston Company*

**10:00am-11:00am**  
Location: Zoom,  
Virtual Training

**OCTOBER  
6**

**CAM/CAS\*  
Industry Essentials  
& Marketing**

*Susan Weston,  
The Susan Weston Company*

**10:00am-2:00pm**  
Location: Zoom,  
Virtual Training  
\*CAS: 10:00am-12:00pm

**OCTOBER  
7**

**The True Cost of  
Bad Customer  
Service**

*Alexandra Jackiw,  
Hayes Gibson Property  
Services LLC*

**11:00am-12:00pm**  
Location: Zoom,  
Virtual Training

**OCTOBER  
14**

**CAM/CAS\*  
Legal & Property  
Maint. for Mgrs**

*Susan Weston,  
The Susan Weston Company*

**10:00am-2:00pm**  
Location: Zoom,  
Virtual Training  
\*CAS: 10:00am-12:00pm

**OCTOBER  
22**

**CAM/CAS  
Financial  
Management**

*Susan Weston,  
The Susan Weston Company*

**10:00am-2:00pm**  
Location: Zoom,  
Virtual Training

**OCTOBER  
28**

**CAM/CAS  
Risk Management  
& Resident  
Experience**

*Susan Weston,  
The Susan Weston Company*

**10:00am-2:00pm**  
Location: Zoom,  
Virtual Training

**OCTOBER  
29**

**CAM/CAS  
Financial  
Management  
Review**

*Robin Flagler,,  
AION Management*

**9:30am-12:00pm**  
Location: Zoom,  
Virtual Training

**NOVEMBER  
2**

**Leasing Agent  
Phone Training**

*Matt Easton,  
Leasing University*

**11:00am-12:00pm**  
Location: Zoom,  
Virtual Training

**NOVEMBER  
5**

**CAM Human  
Resources**

*Susan Weston,  
The Susan Weston Company*

**10:00am-2:00pm**  
Location: Zoom,  
Virtual Training

**NOVEMBER  
9**

**CAM/CAS  
Review**

*Susan Weston,  
The Susan Weston Company*

**10:00am-11:00am**  
Location: Zoom,  
Virtual Training

**NOVEMBER  
18**

**The Retention  
Reinvention**

*Katie Rigsby,  
Katie Rigsby Inspires, LLC*

**11:00am-12:00pm**  
Location: Zoom,  
Virtual Training