

2022 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.

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:
\$1,450 (NJAA members)
\$1,850 (non-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:
\$550 (NJAA members)
\$650 (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:
\$955 (NJAA members)
\$1,250 (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.

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 on-demand seminar provides suggestions on interacting with residents, follow-ups, and handling complaints. This course is \$49 for NJAA members.

Fair Chance in Housing

Strategies for Compliance with New Jersey's New "Fair Chance in Housing" Law is an on-demand course that will guide you through how the new Fair Chance in Housing Law limits and regulates criminal background screening of residential apartment applicants. This law takes effect on January 1, 2022. This course will provide attendees with an overview of the new law, compliance requirements, and strategies for risk mitigation. This class is \$69 for NJAA members and \$99 for non-members.

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 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.

January - March 2022

<p>JANUARY 14</p> <p>Appliance Troubleshooting Kirk Kubiak, HD Supply 10:00am-11:00am Location: WebEx, Virtual Training</p>	<p>JANUARY 20</p> <p>Compassion on Empty? Fatigue Recovery, Reignite & Bounce Back Plan Amy Dilisio, Quintessential Marketing & Training 11:00am-12:00pm Location: Zoom, Virtual Training</p>	<p>JANUARY 21</p> <p>CAPS Orientation Susan Weston, The Susan Weston Company 10:00am-11:00am Location: Zoom, Virtual Training</p>	<p>JANUARY 26</p> <p>CAPS Day 1: Client Services & Investment Management Susan Weston, The Susan Weston Company 10:00am-2:00pm Location: Zoom, Virtual Training</p>	<p>FEBRUARY 2</p> <p>CAPS Day 2: Improving Asset Performance & Evaluation Susan Weston, The Susan Weston Company 10:00am-2:00pm Location: Zoom, Virtual Training</p>
<p>FEBRUARY 9</p> <p>CAPS Day 3: Talent Management & Contemporary Issues Susan Weston, The Susan Weston Company 10:00am-2:00pm Location: Zoom, Virtual Training</p>	<p>FEBRUARY 10</p> <p>Forever Faithful to Follow Up: Retrieve More Prospects Rebecca Rosario, Full House Marketing, Inc. 10:00am-11:00am Location: Zoom, Virtual Training</p>	<p>FEBRUARY 11</p> <p>CAPS Review Susan Weston, The Susan Weston Company 10:00am-11:00am Location: Zoom, Virtual Training</p>	<p>FEBRUARY 17</p> <p>CALP Orientation Susan Weston, The Susan Weston Company 10:00am-11:00am Location: Zoom, Virtual Training</p>	<p>FEBRUARY 24</p> <p>CALP Day 1: Bringing in New Residents & Marketing and Maintaining Your Community Susan Weston, The Susan Weston Company 10:00am-2:00pm Location: Zoom, Virtual Training</p>
<p>FEBRUARY 25</p> <p>Handling the Haters Katie Rigsby, Katie Rigsby Inspires 10:00am-11:00am Location: Zoom, Virtual Training</p>	<p>MARCH 3</p> <p>CALP Day 2: Why Your Competition Matters & Relevant Laws and How to Apply Them Susan Weston, The Susan Weston Company 10:00am-2:00pm Location: Zoom, Virtual Training</p>	<p>MARCH 9</p> <p>Fair Housing & Beyond with the NJ LAD Jennifer Alexander, Esq., Griffin Alexander P.C. 10:00am-1:00pm Location: Zoom, Virtual Training</p>	<p>MARCH 10</p> <p>CALP Day 3: The Sales Process & Building Relationships & Effectively Meeting the Needs of Current Residents Susan Weston, The Susan Weston Company 10:00am-2:00pm Location: Zoom, Virtual Training</p>	<p>MARCH 15</p> <p>Laundry Stackable Kirk Kubiak, HD Supply 10:00am-11:00am Location: Webex, Virtual Training</p>
<p>MARCH 17</p> <p>CALP Day 4: Market Analysis for Leasing Agents Susan Weston, The Susan Weston Company 10:00am-2:00pm Location: Zoom, Virtual Training</p>	<p>MARCH 22</p> <p>CALP Review Susan Weston, The Susan Weston Company 10:00am-11:00am Location: Zoom, Virtual Training</p>	<p>MARCH 22</p> <p>CAM/CAS Orientation Susan Weston, The Susan Weston Company 1:00pm-2:00pm Location: Zoom, Virtual Training</p>	<p>MARCH 29</p> <p>CAM/CAS* Day 1: Industry Essentials & Marketing Susan Weston, The Susan Weston Company 10:00am-2:00pm Location: Zoom, Virtual Training *CAS 10:00am-12:00pm</p>	<p>MARCH 31</p> <p>Leasing Agent Phone Training Matt Easton, Leasing University 11:00am-12:00pm Location: Zoom, Virtual Training</p>