

# 2023 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](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).

# January - March 2023

**JANUARY  
12**

**CAPS Orientation**

Rebecca Rosario,  
Full House Marketing, Inc.

**9:30am-11:30am**

Location: Zoom,  
Virtual Training

**JANUARY  
19**

**CAPS Day 1**

Rebecca Rosario,  
Full House Marketing, Inc.

**9:30am-2:30pm**

Location: Zoom,  
Virtual Training

**JANUARY  
20**

**CAPS Day 2**

Rebecca Rosario,  
Full House Marketing, Inc.

**9:30am-2:30pm**

Location: Zoom,  
Virtual Training

**JANUARY  
24**

**Landlord Tenant  
Law A to Z**

Jenel Marraccini, Esq.,  
Cohen Marraccini, LLC

**10:00am-1:00pm**

Location: Zoom,  
Virtual Training

**JANUARY  
26**

**CAPS Day 3**

Rebecca Rosario,  
Full House Marketing, Inc.

**9:30am-2:30pm**

Location: Zoom,  
Virtual Training

**JANUARY  
31**

**CAPS Day 4**

Rebecca Rosario,  
Full House Marketing, Inc.

**9:30am-2:30pm**

Location: Zoom,  
Virtual Training

**FEBRUARY  
2**

**CAPS Day 5 &  
Review**

Rebecca Rosario,  
Full House Marketing, Inc.

**9:30am-2:30pm**

Location: Zoom,  
Virtual Training

**FEBRUARY  
3**

**CALP Orientation**

Susan Weston,  
The Susan Weston Company

**10:00am-11:00am**

Location: Zoom,  
Virtual Training

**FEBRUARY  
10**

**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

**FEBRUARY  
15**

**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

**FEBRUARY  
16**

**Diversity &  
Inclusion Matters**

Rebecca Rosario,  
Full House Marketing, Inc.

**10:00am-11:00am**

Location: Zoom,  
Virtual Training

**FEBRUARY  
20**

**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

**FEBRUARY  
24**

**CALP Day 4  
Market Analysis for  
Leasing Agents**

Susan Weston,  
The Susan Weston Company

**10:00am-2:00pm**

Location: Zoom,  
Virtual Training

**MARCH  
1**

**CALP Review**

Susan Weston,  
The Susan Weston Company

**10:00am-11:00am**

Location: Zoom,  
Virtual Training

**MARCH  
3**

**CAM/CAS  
Orientation**

Susan Weston,  
The Susan Weston Company

**10:00am-11:00am**

Location: Zoom,  
Virtual Training

**MARCH  
10**

**CAM/CAS Day 1  
Industry Essentials  
& Marketing**

Susan Weston,  
The Susan Weston Company

**10:00am-2:00pm**

Location: Zoom,  
Virtual Training

\*CAS from 10am-12pm

**MARCH  
14**

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

Jennifer Alexander,  
Griffin Alexander P.C.

**10:00am-1:00pm**

Location: Zoom,  
Virtual Training

**MARCH  
15**

**CAM/CAS Day 2  
Legal Responsibilities  
& Property  
Maintenance for  
Managers**

Susan Weston,  
The Susan Weston Company

**10:00am-2:00pm**

Location: Zoom,  
Virtual Training

\*CAS from 10am-12pm

**MARCH  
21**

**CAM/CAS Day 3  
Financial  
Management**

Susan Weston,  
The Susan Weston Company

**10:00am-2:00pm**

Location: Zoom,  
Virtual Training

\*CAS from 10am-2pm

**MARCH  
24**

**CAM/CAS Day 4  
Risk Management  
& Resident  
Experience**

Susan Weston,  
The Susan Weston Company

**10:00am-2:00pm**

Location: Zoom,  
Virtual Training

\*CAS from 10am-2pm