

Track: Leasing

<u>DATE</u>	<u>COURSE</u>	<u>LOCATION</u>	<u>TIME</u>	<u>MEMBER FEE</u>
January 12	Social Media 101	Virtual	10:00AM – 11:00AM EST	FREE
January 12	Social Media 201	Virtual	1:00PM – 1:00PM EST	FREE
February 2	Overcoming Leasing Objections	Virtual	10:00AM – 11:00AM EST	FREE
February 11-12	National Apartment Leasing Professional (NALP) Program	Virtual	10:00AM – 2:00PM EST	\$400 + \$176 Exam Fee
February 26	National Apartment Leasing Professional (NALP) Program	Virtual	10:00AM – 2:00PM EST	\$400 + \$176 Exam Fee
March 16	Leasing with a Smile	Virtual	10:00AM – 11:00AM EST	FREE
April 27	Managing Your Email	Virtual	10:00AM – 11:00AM EST	FREE
April 22	Basics of Customer Service	Virtual	10:00AM – 11:00AM EST	FREE
May 19	Train the Trainer	Hybrid	9:00AM – 12:00PM EST	FREE
June 9	Fair Housing – Latest 5 Hot Topics	Hybrid	10:00AM – 11:30AM EST	FREE
June 10	Advanced Fair Housing	Hybrid	10:00AM – 11:30AM EST	FREE
July 7	Basics of Sales	Virtual	10:00AM – 11:00AM EST	FREE
July 20	Fair Housing: Virtual Marketing	Virtual	10:00AM – 11:30AM EST	FREE
August 12	Pass a Shop with Flying Colors	Virtual	10:00AM – 11:00AM EST	FREE
August 17	Derail the Conflict	Virtual	10:00AM – 11:00AM EST	FREE
September 14	Winterizing Your Property	Virtual	10:30AM – 12:00PM EST	FREE
November 11	Residential Retention	Virtual	10:00AM – 11:00AM EST	FREE

Track: Assistant Property Management

<u>DATE</u>	<u>COURSE</u>	<u>LOCATION</u>	<u>TIME</u>	<u>MEMBER FEE</u>
March 11	Summerizing Your Property	Virtual	10:00AM - 11:00AM EST	FREE
April 22	Basics of Customer Service	Virtual	10:00AM - 11:00AM EST	FREE
April 27	Managing Your Email	Virtual	10:00AM - 11:00AM EST	FREE
May 19	Train the Trainer	Hybrid	9:00AM - 12:00PM EST	FREE
June 9	Fair Housing - Latest 5 Hot Topics	Hybrid	10:00AM - 11:30AM EST	FREE
June 10	Advanced Fair Housing	Hybrid	10:00AM - 11:30AM EST	FREE
August 17	Derail the Conflict	Virtual	10:00AM - 11:00AM EST	FREE
August 31	Step Out of the Ring, You're on the Same Team	Hybrid	10:00AM - 11:00AM EST	FREE
September 14	Winterizing Your Property	Virtual	10:30AM - 12:00PM EST	FREE
November 11	Residential Retention	Virtual	10:00AM - 11:00AM EST	FREE

Track: Property Management

<u>DATE</u>	<u>COURSE</u>	<u>LOCATION</u>	<u>TIME</u>	<u>MEMBER FEE</u>
January 26	HR Interviewing Tactics	Virtual	10:00AM – 11:00AM EST	FREE
March 4-5	Certified Apartment Manager (CAM) Program	Virtual	10:00AM – 2:00PM EST	\$1,250
March 11	Summerizing Your Property	Virtual	10:00AM – 11:00AM EST	FREE
March 18-19	CAM Days 3-4	Virtual	10:00AM – 2:00PM EST	\$1,250
April 8	Reputation Management is Not Enough	Virtual	10:00AM – 11:00AM EST	FREE
April 13	Panel: Curb Appeal	Virtual	10:00AM – 11:00AM EST	FREE
April 15-16	CAM Days 5-6	Virtual	10:00AM – 2:00PM EST	\$1,250
April 22	Basics of Customer Service	Virtual	10:00AM – 11:00AM EST	FREE
April 27	Managing Your Email	Virtual	10:00AM – 11:00AM EST	FREE
May 19	Train the Trainer	Hybrid	9:00AM – 12:00PM EST	FREE
June 9	Fair Housing – Latest 5 Hot Topics	Hybrid	10:00AM – 11:30AM EST	FREE
June 10	Advanced Fair Housing	Hybrid	10:00AM – 11:30AM EST	FREE
July 22	Train the Resident	Virtual	10:00AM – 11:00AM EST	FREE
August 10	Budget Bootcamp	Virtual	10:00AM – 2:00PM EST	FREE
August 12	Pass a Shop with Flying Colors	Virtual	10:00AM – 11:00AM EST	FREE
August 17	Derail the Conflict	Virtual	10:00AM – 11:00AM EST	FREE
August 31	Step Out of the Ring, You're on the Same Team	Hybrid	10:00AM – 11:00AM EST	FREE
September 14	Winterizing Your Property	Virtual	10:30AM – 12:00PM EST	FREE
October 12-22	CAM Slam	Virtual	10:00AM – 2:00PM EST	\$1,250
November 11	Residential Retention	Virtual	10:00AM – 11:00AM EST	FREE
November 17	Leader v. Boss	Hybrid	10:00AM – 11:00AM EST	FREE

Track: Regional Supervisor

<u>DATE</u>	<u>COURSE</u>	<u>LOCATION</u>	<u>TIME</u>	<u>MEMBER FEE</u>
January 26	HR Interviewing Tactics	Virtual	10:00AM – 11:00AM EST	FREE
February 3	Overcoming Leasing Objections	Virtual	10:00AM – 11:00AM EST	FREE
February 18	SEO 101	Virtual	10:00AM – 11:00AM EST	FREE
February 18	SEO 201	Virtual	10:00AM – 11:00AM EST	FREE
March 11	Summerizing Your Property	Virtual	10:00AM – 11:00AM EST	FREE
April 8	Reputation Management is Not Enough	Virtual	10:00AM – 11:00AM EST	FREE
April 13	Panel: Curb Appeal	Virtual	10:00AM – 11:00AM EST	FREE
April 27	Managing Your Email	Virtual	10:00AM – 11:00AM EST	FREE
May 19	Train the Trainer	Hybrid	9:00AM – 12:00PM EST	FREE
June 9	Fair Housing – Latest 5 Hot Topics	Hybrid	10:00AM – 11:30AM EST	FREE
June 10	Advanced Fair Housing	Hybrid	10:00AM – 11:30AM EST	FREE
July 6-8	Certified Apartment Portfolio Supervisor (CAPS) Express Program	Virtual	10:00AM – 2:00PM EST	\$1,500
August 12	Pass a Shop with Flying Colors	Virtual	10:00AM – 11:00AM EST	FREE
August 17	Derail the Conflict	Virtual	10:00AM – 11:00AM EST	FREE
September 14	Winterizing Your Property	Virtual	10:30AM – 12:00PM EST	FREE
November 11	Residential Retention	Virtual	10:00AM – 11:00AM EST	FREE
November 17	Leader v. Boss	Hybrid	10:00AM – 11:00AM EST	FREE

Track: Service

<u>DATE</u>	<u>COURSE</u>	<u>LOCATION</u>	<u>TIME</u>	<u>MEMBER FEE</u>
January 15	Maintenance Customer Service	Virtual	10:00AM – 11:00AM EST	FREE
January 27	EPA/CFC	Virtual	10:00AM – 1:00PM EST	\$170
February 24-25	Certified Pool Operator (CPO) Program	Virtual	9:00AM – 5:00PM EST	\$400
March 11	Summerizing Your Property	Virtual	10:00AM – 11:00AM EST	FREE
March 20	R-410A	Virtual	10:00AM – 2:00PM EST	\$185
March 24	REAC	Virtual	10:00AM – 3:00PM EST	FREE
April 13	Panel: Curb Appeal	Virtual	10:00AM – 11:00AM EST	FREE
April 22	Basics of Customer Service	Virtual	10:00AM – 11:00AM EST	FREE
April 27	Managing Your Email	Virtual	10:00AM – 11:00AM EST	FREE
May 4	Appliance/HVAC Troubleshooting	Virtual	10:00AM – 11:00AM EST	FREE
May 19	Train the Trainer	Hybrid	9:00AM – 12:00PM EST	FREE
June 9	Fair Housing – Latest 5 Hot Topics	Hybrid	10:00AM – 11:30AM EST	FREE
June 10	Advanced Fair Housing	Hybrid	10:00AM – 11:30AM EST	FREE
June 29	Fair Housing for Maintenance	Virtual	10:00AM – 11:00AM EST	FREE
July 15	EPA/CFC	Virtual	10:00AM – 1:00PM EST	\$170
July 22	Train the Resident	Virtual	10:00AM – 11:00AM EST	FREE
August 17	Derail the Conflict	Virtual	10:00AM – 11:00AM EST	FREE
August 31	Step Out of the Ring, You're on the Same Team	Hybrid	10:00AM – 11:00AM EST	FREE
September 8	R-410A	Hybrid	10:00AM – 2:00PM EST	\$185
September 14	Winterizing Your Property	Virtual	10:30AM – 12:00PM EST	FREE
November 9	EPA/CFC	Hybrid	10:00AM – 1:00PM EST	\$170
November 11	Residential Retention	Virtual	10:00AM – 11:00AM EST	FREE

Track: Marketing

<u>DATE</u>	<u>COURSE</u>	<u>LOCATION</u>	<u>TIME</u>	<u>MEMBER FEE</u>
January 12	Social Media 101	Virtual	10:00AM – 11:00AM EST	FREE
January 12	Social Media 201	Virtual	1:00PM – 1:00PM EST	FREE
February 2	Overcoming Leasing Objections	Virtual	10:00AM – 11:00AM EST	FREE
February 18	SEO 101	Virtual	10:00AM – 11:00AM EST	\$59
February 18	SEO 201	Virtual	1:00PM – 2:00PM EST	\$59
March 16	Leasing with a Smile	Virtual	10:00AM – 11:00AM EST	FREE
April 8	Reputation Management is Not Enough	Virtual	10:00AM – 11:00AM EST	FREE
April 13	Panel: Curb Appeal	Virtual	10:00AM – 11:30AM EST	FREE
April 27	Managing Your Email	Virtual	10:00AM – 11:00AM EST	FREE
May 19	Train the Trainer	Hybrid	9:00AM – 12:00PM EST	FREE
June 9	Fair Housing – Latest 5 Hot Topics	Hybrid	10:00AM – 11:30AM EST	FREE
June 10	Advanced Fair Housing	Hybrid	10:00AM – 11:30AM EST	FREE
July 20	Fair Housing: Virtual Marketing	Virtual	10:00AM – 11:30AM EST	FREE
August 12	Pass a Shop with Flying Colors	Virtual	10:00AM – 11:00AM EST	FREE
August 17	Derail the Conflict	Virtual	10:00AM – 11:00AM EST	FREE
September 7	Marketing Data Analytics	Virtual	10:00AM – 11:00AM EST	FREE
September 14	Winterizing Your Property	Virtual	10:30AM – 12:00PM EST	FREE
November 11	Residential Retention	Virtual	10:00AM – 11:00AM EST	FREE

Track: Student Housing

<u>DATE</u>	<u>COURSE</u>	<u>LOCATION</u>	<u>TIME</u>	<u>MEMBER FEE</u>
January 12	Social Media 101	Virtual	10:00AM – 11:00AM EST	FREE
January 12	Social Media 201	Virtual	1:00PM – 1:00PM EST	FREE
February 18	SEO 101	Virtual	10:00AM – 11:00AM EST	FREE
February 18	SEO 201	Virtual	10:00AM – 11:00AM EST	FREE
March 11	Summerizing Your Property	Virtual	10:00AM – 11:00AM EST	FREE
April 8	Reputation Management is Not Enough	Virtual	10:00AM – 11:00AM EST	FREE
April 27	Managing Your Email	Virtual	10:00AM – 11:00AM EST	FREE
May 19	Train the Trainer	Hybrid	9:00AM – 12:00PM EST	FREE
May 20	Student Housing: Power of Promo	Virtual	10:00AM – 11:00AM EST	\$59
June 9	Fair Housing – Latest 5 Hot Topics	Hybrid	10:00AM – 11:30AM EST	FREE
June 10	Advanced Fair Housing	Hybrid	10:00AM – 11:30AM EST	FREE
July 22	Train the Resident	Virtual	10:00AM – 11:00AM EST	FREE
August 17	Derail the Conflict	Virtual	10:00AM – 11:00AM EST	FREE
September 14	Winterizing Your Property	Virtual	10:30AM – 12:00PM EST	FREE
November 11	Residential Retention	Virtual	10:00AM – 11:00AM EST	FREE

Track: Affordable Housing

<u>DATE</u>	<u>COURSE</u>	<u>LOCATION</u>	<u>TIME</u>	<u>MEMBER FEE</u>
January 12	Social Media 101	Virtual	10:00AM – 11:00AM EST	FREE
January 12	Social Media 201	Virtual	1:00PM – 1:00PM EST	FREE
February 18	SEO 101	Virtual	10:00AM – 11:00AM EST	FREE
February 18	SEO 201	Virtual	10:00AM – 11:00AM EST	FREE
March 11	Summerizing Your Property	Virtual	10:00AM – 11:00AM EST	FREE
March 24	REAC	Virtual	10:00AM – 3:00PM EST	FREE
April 8	Reputation Management is Not Enough	Virtual	10:00AM – 11:00AM EST	FREE
April 27	Managing Your Email	Virtual	10:00AM – 11:00AM EST	FREE
May 19	Train the Trainer	Hybrid	9:00AM – 12:00PM EST	FREE
June 9	Fair Housing – Latest 5 Hot Topics	Hybrid	10:00AM – 11:30AM EST	FREE
June 10	Advanced Fair Housing	Hybrid	10:00AM – 11:30AM EST	FREE
July 13	Affordable Housing Basics	Virtual	10:00AM – 11:00AM EST	\$59
July 22	Train the Resident	Virtual	10:00AM – 11:00AM EST	FREE
August 17	Derail the Conflict	Virtual	10:00AM – 11:00AM EST	FREE
September 14	Winterizing Your Property	Virtual	10:30AM – 12:00PM EST	FREE
November 11	Residential Retention	Virtual	10:00AM – 11:00AM EST	FREE
December 8-9	LIHTC/HCCP	Virtual	9:00AM – 5:00PM EST	\$400



## Track: Suppliers

<u>DATE</u>	<u>COURSE</u>	<u>LOCATION</u>	<u>TIME</u>	<u>MEMBER FEE</u>
February 9	Fair Housing: Supplier Edition	Virtual	10:00AM – 11:30AM	\$59
June 8	Building the Relationship	Virtual	10:00AM – 11:00AM EST	\$59
August 11	Understanding Client Needs	Virtual	10:00AM – 11:00AM EST	\$59
October 18-22	Certified Apartment Supplier (CAS)	Virtual	10:00AM – 2:00PM EST	\$695
November 18	Successful Sales	Virtual	10:00AM – 11:00AM EST	\$59