

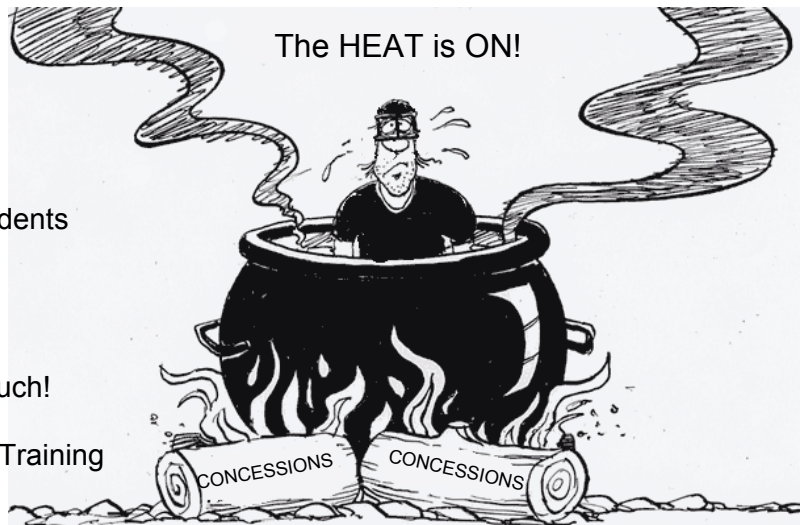
The Heat is ON!

The "HEAT" is on all of the time to offer concessions,
but that doesn't mean YOU have to do it!

Tiffany Yelverton, a national industry educator and speaker is coming to Mobile, January 24th! The MBAAA is offering, The Heat is ON! Fasten your seatbelt for a fast paced session that is filled with tips and tools for short-term and long-term strategies to kick your property's concessions to the curb! This seminar covers the key ingredients and take-a-ways to stop concessions TODAY!

You will Hear & Learn:

- REAL Life & REAL Time Issues!
- Why it IS better to Rent than own
- What can do to get and Keep residents
- Serious Factors to Consider
 - o Customer Service
 - o Training & Labor
 - o Rewarding Behavior
- Maintenance Team Matters So Much!
- Marketing & Advertising
- Pricing It Right – Concessions vs Training and Investing!



Fax reservations to 251-947-3603 or email to
Kristen@mobileapartmentguide.com
Deadline for sign up is Jan. 19th.

Class times— Morning Class starts at 9:30
Afternoon Class starts at 1:30

Please check box of session
you are attending

Class will be held in at Cabana Apartments in the Cabana Club Room.

Cost \$15 per person

Name of Attendee

Please print clearly for certificates

Property/Management Company

Phone

Fax

Email