



~ Upcoming AAFW-NEI Events ~

Friday, May 5, 2017

Cinco De Mayo



Tuesday, May 9, 2017

May Breakfast Connection  
8 a.m. @ Hotel Fort Wayne

Wednesday, May 10, 2017

Education 2017: Sales Strategies for Success  
9 a.m. to 12 Noon @ AAFW-NEI Office



## CHART YOUR COURSE FOR SUCCESS

### MAY EDUCATION REGISTRATION

- ♦ Sales Strategies for Success (3 CEC's)  
Wednesday, May 10, 2017  
9 a.m. to 12 Noon @ AAFW-NEI Office  
Instructor: Sherre Helmer, Dynamic Training for Results  
Cost: Free for Education Subscribers  
\$45 per person for Non Education Subscribers

During this fun, fast-paced session, leasing professionals will benefit from learning and practicing proven sales skills, which they can take back to their properties and begin using immediately. We will cover telephone techniques, relationship selling, resolving objections, closing and follow-up. New leasing consultants will gain confidence in closing, while the experienced sales person will walk away rejuvenated.

~ Registration & Cancellation Deadline: Monday, May 8, 2017 ~

Please Register: \_\_\_\_\_

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Community: \_\_\_\_\_

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Authorized Signature: \_\_\_\_\_

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Cancellation Policy ~ ALL cancellations AFTER the cancellation date will be charged a NO SHOW fee of

\$10 per AAFW-NEI Member for Education Subscribers and \$45 per AAFW-NEI Member for NON Education Subscribers.

**APARTMENT OWNERS & MANAGERS**

**WE'RE ROCKIN' THE INDUSTRY**

**JOIN US FOR OUR 2017 SPRING LAUNDRY PRODUCT EXPO & SERVICE SCHOOLS!**

**TUESDAY, MAY 2, 2017 • 9:00 A.M. TO 4:00 P.M.**  
**CAUSEWAY BAY HOTEL • 6820 S. CEDAR ST. • LANSING, MI**

0%\* FINANCING UP TO 36 MONTHS  
\*Must prequalify



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TO REGISTER: CALL 1-800-821-8846  
 or email mishow@greatlakeslaundry.com

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- Factory Rebates on Equipment
- Parts & Soap Discounts
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\*Restrictions apply. Call for details.