



**Level Up Your Leasing Game
in 2026 with the Washtenaw
Area Apartment Association
WA3!**



Tues, April 28 ♦ Level 1: From Leads to Leases

Master phone and email techniques that create powerful first impressions and convert inquiries into tours and applications.

Thurs, May 28 ♦ Level 2: Discover What Matters Most

Learn how to ask the right questions that will uncover your prospect's wants and wishes while earning their trust.

Wed, June 24 ♦ Level 3: Close at the Next Level

Gain confidence in closing and overcome objections with ease.

Wed, July 22 ♦ Level 4: Follow-Up That Moves You Forward

Stand out with strategic follow-up that turns interest into action.

Thurs, Sept 3 ♦ Level 5: Level Up Your Strategy to Retain and Renew

Build lasting relationships that lead to renewals, referrals, and community success.

**Buy tickets for your management
company or apartment community
and use for anyone, any class.**

Non-member companies add \$25 per ticket.

Registration Ticket Bundles

1 to 5 \$149 each

6-10 \$129 each

11 + \$99 each

Location:

Washtenaw Community College

Directions will be emailed to registrants

Time: 9:30 to 12:30

Meet your Next Level Trainer

Leah Brewer, CALP, CAM, CAS is also known as The Leasing Queen. developing effective methods to increase apartment occupancies in her 40+ industry years, from a leasing consultant to a consultant for leasing.

Leah is Faculty of the NAAEI, served on the NAAEI Board of Directors and is a frequent presenter at the annual Apartmentalize . She was awarded A.C.E. Industry Practitioner of the Year by the DMAA, PMAM and at the 2025 NAA Excellence Awards.



Email Rayshaun Phillips for tickets: Rayshaun@WA3hq.org