

Property Management Secrets for Real Estate Investors

Preview Call

"Learn the 10 Success Secrets of Property Management Every Real Estate Investor Must Know to Manage Your Own Investment Properties for Profit and Avoid Tenant Headaches!"

Date: August 18, 2009

Time: 8:00 PM Eastern / 5:00 PM Pacific

Dial-in Code: 712-451-6100 **Pass Code** 655249#

Quote of the Call...

"Success is the sum of small efforts, repeated day in and day out"
~Robert Collier

Course Handout

Please print out this course handout and please use it as a guide for the call and a place to take notes and highlight certain parts for future reference and be sure to **GO USE THIS STUFF...**

1) Introduction

- a) Welcome message
 - i) Tuesday Night Teleconference Tips
 - ii) Property Management Secrets
- b) Course Handout
- c) Sign up page - Sign up tonight and get special bonus
<http://www.realestatewealthtoday.com/PropertyManagementSecrets.html>
- d) Course materials will be uploaded in audio format

2) My Background and Experience

- a) Started buying houses in 1999
- b) Now own over 22 homes and have self managed for over 10 years
- c) In 2005 started a full service property management company
- d) Del Val Property Management LLC <http://www.delvalproperty.com/>
- e) Currently manage over 175 units for about 100 Owners/investors
- f) Started sister company called Del Val Maintenance
- g) ARM - Accredited Residential Manager - IREM
- h) Speak on Property Management topics to real estate investors groups
- i) Meet-up group at <http://www.meetup.com/Property-Management-for-Real-Estate-Investors-Philadelphia/calendar/10989878/>

3) Real Estate News

- a) Homeownership in this country peaked at about 70% in 2005
- b) Since that period the homeownership rate has declined to 67.4% this year and is projected to continue to drop dramatically to pre 1980 levels of about 63% by 2020.
- c) The impact of going from 70% to 63% in the homeownership rate means about 23 million people will become renters versus home owners over the next decade. That is right - **I said 23 million new renters!**
- d) Landlords and property managers will be on the right side of the market for a generation or longer. This is very bullish for rental real estate once some of the current dust settles.

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4) The 10 Success Secrets

- a) **Introduction:** What is Property Management and why it is absolutely essential to be a successful real estate investor
- b) **Preparing Your Property:** How to prepare your property for rental so potential tenants fight over your property
- c) **Renting Your Property:** How to find tenants using both online and offline marketing methods and fill vacancies quickly with ideal residents even in a tough rental market.
- d) **Screening Tenants:** How to screen and identify quality tenants and avoid "problem" residents and situations to eliminate future headaches
- e) **Security Deposits:** How to Properly Handle Security Deposits

- f) **Handling Tenants:** How to collect on-time payments and money due and, if needed, proceed to eviction
- g) **Lease or Rental Agreements:** Discover the 5 key elements of a Owner Friendly Lease
- h) **Maintenance:** How to make repairs and maintain the condition of your property for long term value
- i) **Financial Reporting:** Learn how to manage cash, keeping accurate accounting records and tax issues
- j) **Other Issues**

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Special Bonuses -- Sign up **tonight** and get...

- Special 1/2 hour of one-on-one consulting with me to answer any extra questions or issues and be sure your property management plan is solid and designed to make your life easy - can be used any time up to 12 months or split into two 15 minute calls - **Value \$125.00**
- Copy of my eBook "**Private Lending Secrets for Real Estate Investors**" - **Value \$37.00**
- The eBook Titled "**The Internet Real Estate Yellow Pages**" by Dan Auito with over 46 pages of just about every real estate website in an organized directory - **Value - \$27.00**