7 Biggest Mistakes in Property Management

...and how to avoid them

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1. Taking _____ client

STRATEGIC RELATIONSHIP MATRIX

High	High	Priority 1 Profit / Low Maintenan	ce	Priority 3 High Profit / High Maintenance	
Fow	Low	Priority 2 Profit / Low Maintenand	ce	Priority 4 Low Profit / High Maintenance	
	Low —		Mainte		High
	1. 2. 3. 4.	Is this client Is this client		stable stable in expectations his client and this	

	Mistakes
1) Slow down your	
2) Think in terms of	rather than hiring
3) Use an objective	
C	X
C	
<u></u>	
C	Zeople Filt

<i>3</i> .	Mistakes	
	Knowing now what I know about this person, if	1
	could, would	1 k
	again.	

4. Lack of _____ Systems

Position _____ System _____

5. Not _____ Enough

Ancillary Business Service: A ______
function of the business that _____
the main function

6. Not Knowing Your _____

1.	Profit and

- 2. CEO _____
- 3. Performance _____ (PE) sheet

7. Over Focus On One ____

	/ Idea
Strengths:	<u>Weaknesses:</u>
1-	1-
2-	2-
3-	3-
4-	4-

P	Pass Counter /
Strengths:	<u>Weaknesses:</u>
1-	1-
2-	2-
3-	3-
4-	4-