



NARPM Annual
Convention &
Trade Show



Breakout Session:
Buying, Selling and Starting over
Presented by: Amy Karns, RMP

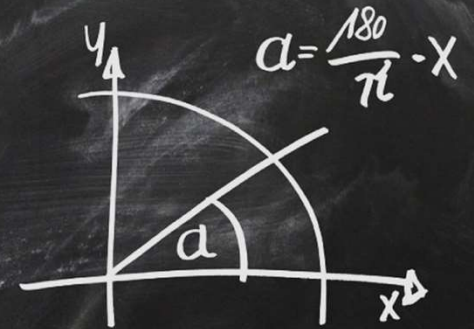


BUYING...

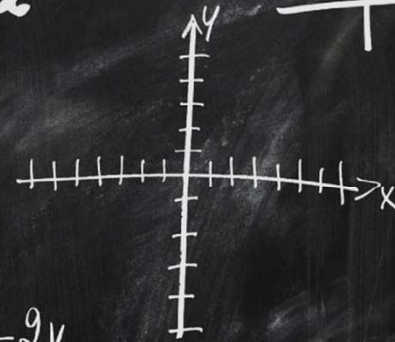
Purchase a portfolio

Purchase a business

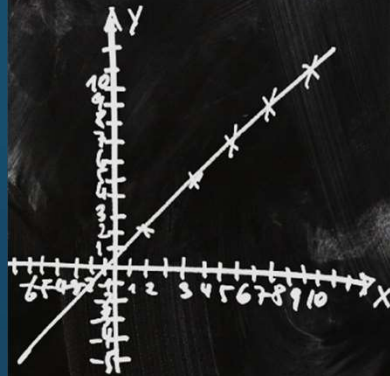
$$X_{1/2} = \frac{-b \pm \sqrt{b^2 - 4ac}}{2a}$$



$$X^2 + px + q = 0$$



$$X_{1/2} = -\frac{p}{2} \pm \sqrt{\left(\frac{p}{2}\right)^2 - q}$$



$$x = 6 - 2y$$

$$x + a = b$$

$$f(x) = \tan x$$

$$f(x) = \sin x$$

HISTORY



“If you can't explain it simply, you don't understand it well enough.”

Einstein

How did I get here?

1991
Secretary for Real
Estate Company

1993
Real Estate
License

2006
Purchased San
Antonio
Company

2016
Sold San Antonio
Company

2017
Started

SELLERS MARKET?

What do the sellers want?

Retirement?

Cash?

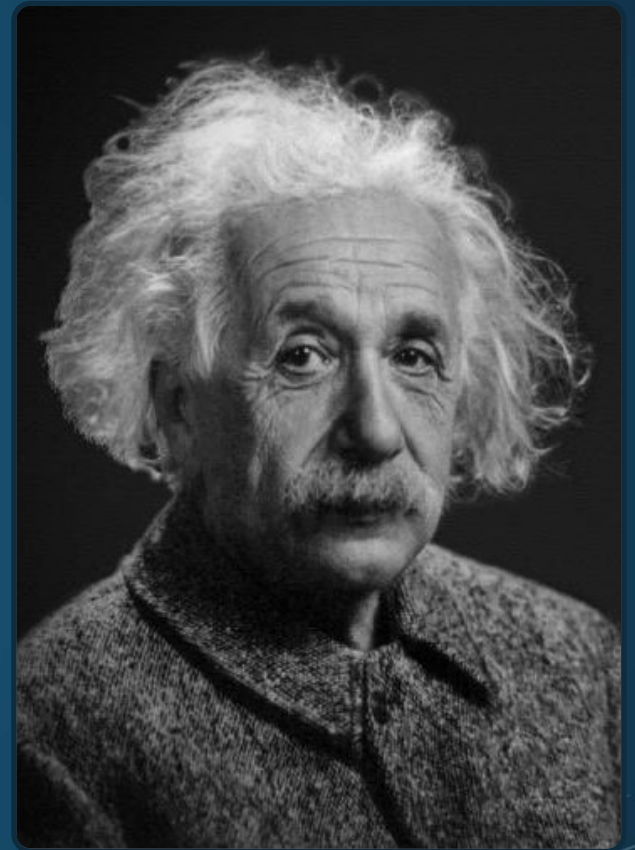
Monthly income?

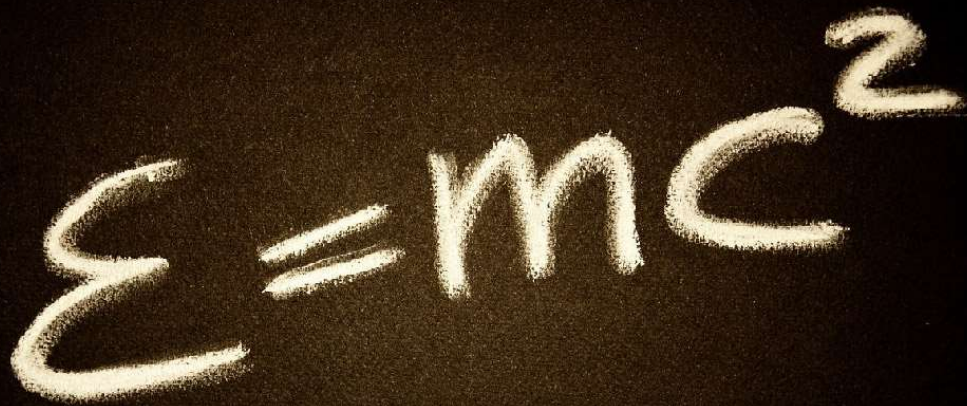
How to Purchase???

Company

Accounts

“Life is like riding a bicycle.
To keep your balance you must keep moving” Einstein.



A photograph of a chalkboard with the equation $E=mc^2$ written in white chalk. The chalkboard is dark, and the chalk is bright white. The equation is written in a slightly cursive, hand-drawn style. The background of the entire slide is a dark blue with faint, light blue circular patterns and lines, suggesting a technical or scientific theme.

HOW MUCH DOES IT COST?

Basic:

Base Management Fee

Cash options

Seller Financing

Percentage:

Percentage of Management Fees / Agent Income

Claw Back Options:

Pricing based upon how many units are actually retained

“

2006 Purchase Plan

”

“Imagination is everything.
It is the preview of life's coming attractions.” Einstein

BUYING LESSONS LEARNED



- Past performance is not always future results
- Build Reserves
- Limit Debt
- Respect the culture

STRUCTURE



- Real Estate Brokerage
- Property Management Specific Company
- Renting Office Space
- Owning Office Space

“

2016 Selling Plan

”

“No problem can be solved from the same level
of consciousness that created it.” Einstein

SELLING LESSONS LEARNED



- Set up your business for sale from the start or as soon as you can
- Diversify, accounts / real estate
- Legal issues

STARTING OVER



- What kind of business do you want to have?
- Implement Technology
- Learn from past mistakes
- Low Doors / High Profit
- Focus your growth
- Starting at Zero
- Where does the business come from?
- What is the business model?
- What kind of client do you want?



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