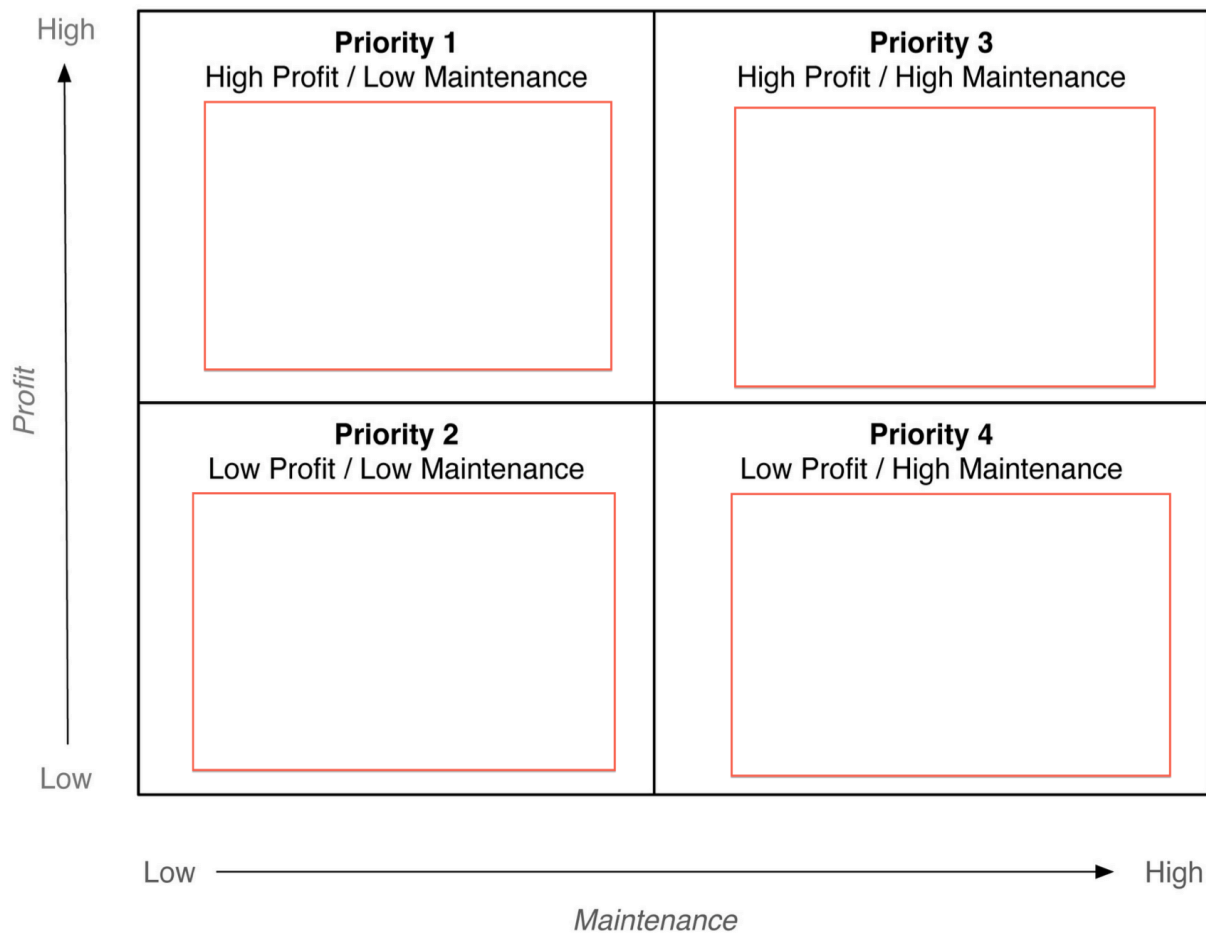


7 Biggest Mistakes in Property Management ...and how to avoid them

Marc Cunningham
www.PropertyManagementSystem.org
Marc@RentGrace.com

1. Taking _____ client

STRATEGIC RELATIONSHIP MATRIX



1. Is this client _____ stable
2. Is this client _____ stable
3. Is this client _____ in expectations
4. Can I _____ this client and this _____

2. _____ Mistakes

- 1) Slow down your _____
- 2) Think in terms of _____ rather than hiring
- 3) Use an objective _____

C _____
C _____
C _____
C _____



3. _____ Mistakes

Knowing now what I know about this person, if I could _____, would I _____ 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	
<u>Strengths:</u>	<u>Weaknesses:</u>
1-	1-
2-	2-
3-	3-
4-	4-

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

www.PropertyManagementSystem.org

Marc Cunningham

Marc@RentGrace.com