

9. How do you handle the finances? When will I receive my rental proceeds?

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10. What are your fees?

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NOTE: We will not discuss fees that our companies charge with each other inside or outside of this classroom. We can list and discuss what fees might be charged in our business but not the amount of the charge. Remember, Magical Management is a fictitious company and all examples are hypothetical and for illustration purposes only.

Consider this: all of your clients will leave you some day. Good management only delays the process. Therefore, you must always be looking for new accounts or you will be looking at going *out of business*. This perspective was shared during some Century 21 training I received many years ago and I have never forgotten it.