

## Lease Management 360° - An Introduction

Lease Management 360° (LM360) is a comprehensive method of increasing profits and improving tenant relationships. By integrating property management, contract management, and risk management, a lease manager evaluates tenant circumstances as they affect not only the particular tenant, but the entire property as a whole, and thus takes actions that are most beneficial to the whole property.

Our introductory seminar series gives some insight into how this broad perspective can benefit a lease manager, a property's income, and the manager's relationship with their tenants.

### Seminar #1 – Get the Rent or Get them Out™

This seminar discusses the most vital relationship between landlords and tenants – the paying of rent. It describes how rent collection efforts often needlessly overwhelm a landlord, leaving other aspects of lease management unattended. Learn about:

- The strategic application of nonpayment summary process litigation
- How acting swiftly eliminates future problems
- How to get paid even if your tenant leaves
- How the courts can help improve your tenant relationships

### Seminar #2 – The Appropriately Meddling Landlord

Just because a tenant assumes occupancy does not mean you are no longer the owner/manager of your property. A landlord must always be aware of the condition of its premises to ensure tenant issues are addressed as well as to prevent the possibility of legal liability. Learn about:

- How, when, and why landlords should be inspecting their properties
- The value of tenant's insurance to the landlord
- What to do when a tenant prevents access to your property
- How to avoid creating tenant lawsuits against you

### Seminar #3 – Getting Rid of the Problem Tenant

Even when you do everything right, the tenant relationship often cannot be salvaged. You have attempted all you can, but being rid of the tenant is the best way for you to protect your property. Learn about:

- What your options are for removing a problem tenant from the property
- What the impact of removing a problem tenant will be on the rest of your property
- What the impact of removing a problem tenant will be on your staff
- How you can prepare for this possibility long before the situation deteriorates

**To learn more about how Lease Management 360° can save you time and money and improve your tenant relationships, contact the Landlord Law Firm at 877-RENT360.**



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