

WORKING WITH RENTERS

Knowledge = Success Workshop

This exciting NEW four-part series covers many best practices when working with Renters, Rental Properties and Landlords. Each workshop has valuable information from an experienced Property Manager and Licensed Real Estate Broker, Robin Frank.



Working with Renters

(Feb. 7, 2020 – 10:30 AM to 12:30 PM)

- Prescreen applicants
- Calculate occupancy
- A pet, Emotional Support /Service Animal
- What Renters need to know
- The “Why’s” of Application Processing
- What Landlords want to know

Approval to Commitment

(Apr. 17, 2020 - 10:30 AM to 12:30 PM)

- Get comfortable explaining the VRLTA Lease
- Who does what? (Lease prep and review, deposits, walk through)
- Last minute changes (i.e. undisclosed pet, occupant or lease start date)
- Renters Insurance (request or requirement)
- Smoke Detector Certification (who can vs who should)
- Other documents required (i.e. Agency, Association)

Move-In and During Occupancy

(Sept. 11, 2020 – 10:30 AM to 12:30 PM)

- Understanding the why’s of Walk-Through Inspections
- Tenant’s must know their responsibilities
- Proof of Insurance
- Connection of Utilities
- Landlord Managed vs Property Manager
- Tenant want’s their Agent to “get them out of the lease”
- Owner want’s their Agent to Lease Out and Manage the home Agent sold them

Listing Rental Property

(Nov. 11, 2020 – 10:30 AM to 12:30 PM)

- Listing Agreement
- Long Distance Landlord and Registered Agent
- Is property rentable?
- Furnished, Air BNB’s, Short-term Leases
- Who’s the Renter? (Person vs Corporation)
- Who repairs, responds, inspects, collects and evicts?
- Home Warranties
- Housing Assistance
- Consent, Experience, Insurance and Systems vs Profit



Registration Form

NAME: _____ FIRM: _____

ADDRESS: _____

CITY: _____ ST: _____ ZIP: _____

PHONE: _____ EMAIL: _____

LICENSE NO: _____ LICENSE EXP. DATE: _____

Payment: DAAR Members FREE Feb 7 SEPTEMBER 11
 NON-Members \$ 20 Apr 17 NOVEMBER 11

TOTAL DUE: \$ _____

VISA **MC** **AMEX** **CHECK #** _____

CC#: _____ Exp. Date: ____/____ CSC: _____

Cardholder: _____

Signature: _____

Questions?

Contact Beth Fischel at bfischel@dullesarea.com
(571) 291-9805.

Send Registration form:

Fax to (703) 771-9787 / Email to info@dullesarea.com
Mail to 21720 Red Rum Dr., #177, Ashburn, VA 20147
Or Register Online at dullesarea.com