

Confessions of a Real Estate Broker

When a client asked if I would manage his property I said yes. It's nice steady income and would help pay the rent. Besides, I'd probably get the listing later on. Another client said he would buy a building if I would manage it. I said O.K. I wanted the commission. I figured, "I'm a real estate professional. I'll collect the rents, handle an occasional maintenance call. How hard could that be?"

First thing I knew I was managing quite a few units. I should have been very happy, but I wasn't.

I talked to lots of tenants but I seldom had time for buyers and sellers. My sales income dropped off. One client fired me as a manager and then when he decided to sell his building, he listed it with someone else.

On one property I was named, along with the owner, in a suit being brought by a tenant. I had only been managing the property for a month!

Tenants called at all hours of the day or night to handle emergencies. I was beginning to wish for just one Sunday with no calls from tenants.

I didn't think as positively or feel as enthusiastic as I had before.

What really blew me away was when I realized

that since I was on call 24 hours a day, I was literally making less than 8.33 cents per hour, per unit!

I said "I've had it! I'm getting out of the property management business and back to my own specialty."

The article you just read was actually written by a real estate professional and sent to our CPM at REMS, Inc.

Experienced property managers will tell you...property management is not that easy, especially when it comes to collecting rental tax!"

REMS, Inc. has been specializing in property management for over 55 years. We are a third generation family business supervised by a Certified Property Manager®.

Why not let us do what we do best...manage property. You will keep your listing and we'll give you a written guarantee to prove it! We'll even pay a referral fee to brokers when we sign a management contract. The transition is smooth and easy. Since we don't do listing or sales, you have nothing to lose and everything to gain! So, give REMS, Inc. a call. **Ask for TJ (designated broker) at: office (623) 977-6011/cell (602) 400-1366.**

Here's our offer:

1. If you don't want the responsibility of management but do want listings and sales commissions, call **(602) 400-1366**.
2. We are actively looking to buy management business and will act as principal in any purchase with your company receiving the sales commission.
3. We pay referral fee on individual units while protecting your sales and listings.
4. If you know of any licensed person seeking a career in property management, have them call us.

Commission Protection Guarantee



In exchange for referring property management business to us, REMS, Inc. promises not to solicit any listings or sales, nor accept any from:

FULL NAME OF YOUR CLIENT

BROKER'S NAME

ADDRESS

_____, AZ _____

DATE

PHONE

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