

Real Estate Property Management

6 Week Intersession Class

Prudential of California

Bixby Knolls

3728 Atlantic Avenue

Long Beach, CA

Call Robert Rooks for Details

(877)804-8326 – or RobertRooks@RobertRooks.Com

Syllabus Etc. On-Line at <http://www.robertrooks.org>

Wednesday January 4th through Thursday February 8th

Monday through Thursday Evenings 5:30 p.m. through 7:40 p.m.

Why Should I Take Real Property Management

How Can This Help Me?

Real property management can help you in many areas of your life. Generally speaking just being able to handle people more efficiently is a big plus for any person, particularly any person in business.

Real Property Management can help you specifically in two areas

- a. You are an owner of income producing real property and you want to learn to handle people more efficiently, with less effort, fewer problems, and more profitably.
- b. You are a real estate licensee or practitioner. This course helps you understand the basics of investment, why and how we invest, when to invest, what to expect from your investments. How to best hire services needed and how to make the addition of these services more profitable to your business efforts.

What Can I Expect to Learn?

You will learn to select tenants according to their ability to perform successfully over a reasonable period of time. You will learn not to identify with your tenants problems, you will learn not to rent to tenants who deep in personal problems. You will learn how to amicably end relationships. You will learn to develop business plans for individual buildings to maximize their performance. You will learn to select maintenance people, and replace them as needed, while maximizing the performance of your management projects both economically and socially. You will learn when to make improvements; learn to make a 2 second decision on the economics of an improvement using the 1% Rule. You will learn how to find “Top Economic Rents” to maximize cash flows and minimize undesirable turnover.

From the basics of the daily running of the real property to the future accurately projected for your successful economic future and the successful economic future of your clients.

How Do I Find Management Accounts?

Approximately 38 students who have taken this class were able to launch themselves into successful real property management careers. These careers are recession proof. The class covers methods of finding management accounts and investing with your clients into viable income properties.

How Can This Help My Career?

All management efforts spill into other areas of our lives. When we learn to manage a building well, we learn to manage ourselves more distinctly. How do you cure a tenant that is a nuisance? How do you get a co-worker to get along better with the rest of the staff?

How Does This Class Contribute To My Licensing?

This class will count as 3 units toward your four year license. This class can be used for continuing education for appraisers and basic education for appraisers. This class can count as 3 units of the 24 required units for your broker's license.

If I Missed This Class How Would I Suffer?

This class is offered only once each year. If you miss the class now you won't be able to take it again until January of 207. Worse than that is the fact that you will miss one of the greatest real property management booms in the history of California, the United States actually.

What Have Other Students Done With This Class?

More than thirty five students have successfully started their own real estate management companies after completing this class. The beauty in this class is it teaches you how to screen tenants, not text book screening, real credit check, interview, sign them up screening.

Some Students used this class to find homes of their own, to get a four plex and live in one of the units.

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**Class Begins
Wednesday Evening
January 4, 2006 at 5:30 p.m.
Registration can be taken at the site**