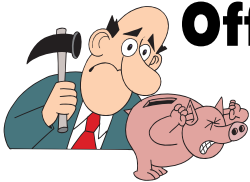


Suite Talk

Dedicated to the Provision of Good Rental Housing

January 2003, Issue #2016



Offer Financial Assistance to Your Residents

~ Reprinted from Mr. Landlord, a U.S. consultant for landlords, April, 2002

One wise landlord once said, "It's just a matter of time before your residents will run into financial difficulty, but as long as you know that's just part of this business and you are ready to handle those challenges, your cash flow will remain stable." By helping your residents through financial problems, you can avoid turnover costs and loss of residents and income. All of this can save several thousands of dollars to your bottom line.

Here's how many landlords handle the situation when a "good" resident runs into financial difficulty and can't pay the rent. The average landlord gives the resident "more time to pay" before realizing that

this is not much help and that this is only increasing the amount of time and income lost. Eventually, the landlord has to evict the resident, deal with fixing up the property and advertise for a new resident. The landlord has lost control of his cash flow.

Since you know It's only a matter of time before your resident(s) may have financial problems, you can prepare ahead for it. HOW? Contact all possible agencies, organizations or churches in your area which provide short-term financial assistance for housing (Sample form featured on page 9).

In my area I can come up with a

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W.R.A.M.A. Annual Trade Fair is Coming

Our Twelfth Annual Trade Fair will be held Wednesday April 9, 2003 at

The Transylvania Club
16 Andrew St., Kitchener.

We are currently taking applications for exhibitor space.

Call Carolyn at
746-1456
for details.

We will be sending a flyer to over 3,000 landlords in the middle of March and will be including a list of exhibitors in that mailout. You must be registered before March 1st to get your name on that list, so start thinking about it now.

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- Denise McBride, Apartment Resident



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