



2023 NARPM®
Annual Convention
and Trade Show
October 16-19, 2023



Body Armor

Bullet Proofing
Your Company

Topic



Lessons from
a lawsuit.



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- #1 Do 6-month property visits.
- #2 Have a m_____ response policy.
- #3 Have a q_____ termination policy with the owner.

Lessons Learned

#4 Entire
Agreement Clause
(AKA 4 Corners
Doctrine).



- #5 Have a s_____ management agreement.

Lessons Learned

#6. Don't be
threatened by scary
lawyers trying to
intimidate you.



Topic



What lawyers
don't know.



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- #1 Every contract must have a start date and an end date.
- #2 The tenant should i_____ every page of the lease.
- #3 You should reference specific laws in your documents.

My Lawyer
Says ...

#4 Try to cover
every property
feature in the lease.



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- #5 Add o_____ issues to the lease.

My Lawyer Says ...

#6 Always add this language
“Assignment is prohibited without all parties’ consent”
Silence = fully assignable.

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#7 No e_____ language necessary.

-Sole g_____ n_____

-L_____ on liability

-Hold h_____

#8 Add a vendor’s n_____ to your lease, management agreement, exhibits or addendums.

Topic



Just because you say it, doesn’t make it true.

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#1 “If Manager commits a Fair Housing violation in the course of managing the property, Resident agrees not to file a claim against the Manager.”

#2 “Resident agrees to pay any costs Manager incurs in collecting unpaid balances post move-out.”

#3 “Resident agrees to pay \$24,000 for a 12-month lease regardless of how long they live in the property.”

#4 “Resident agrees to return the property in the same condition as they found it.”

#5 “Manager can deduct unpaid Resident charges from the security deposit during the term of the lease.”

#6 “If Resident files bankruptcy the lease is immediately void and Resident agrees to vacate the property within 10 days.”

#7 “When hiring vendors to work on Owner’s property, Manager is hiring them in the Owner’s name and for their benefit. Owner agrees not to hold Manager responsible for any cause of action created by the vendor in the exercise of their work.”

“Owner agrees to hold Manager harmless and indemnifies Manager for any legal action of vendors coordinated by Manager.”

#8 “With your low credit score you will pay more for this property than someone with a better credit score.”

The rent you pay depends on your credit score.

#8 Disparate Impact

“Policies in housing that adversely affect one group of people in a protected class more than others.”



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