



# Greensboro Landlords Association

Meeting Minutes  
March 8th, 2022

## Opening:

The monthly meeting of the Greensboro Landlords Association was called to order at 6:30 on March 8th, 2022 at our PTAA meeting space and virtually lead by our President, Steve Tyree.

## Attendance:

27 Members were recorded by 3<sup>rd</sup> Party Vendor, Jennifer Dille with TESS, LLC.

## Announcements:

- **Welcome to our 3rd Virtual and In-Person meeting for 2022.** Zoom attendees, please keep your self on Mute until Q&A. We can easily pick up background noise.
- **Next Month we will be Zoom Only.** This room is not available so please make sure to login.
- **Our Coffee Chat is next Tuesday, March 15<sup>th</sup> at Amoroso’s Bakery.** It is from 4:15 – 5:00 PM.
- **Reminder:** Membership dues for 2022. For those who have paid, thanks! If you have not paid your dues, please do so as soon as possible.
- **Do we have any guests or new members that would like to introduce themselves?** Yes, Simon Zauber who works for a local roofing company.
- **Do we have any GLA sponsors or Corporate Members that would like to stand and introduce themselves to the group?** Yes, Community Chests Junk Removal, Nik and Mason.
- **Finally do any members that have any questions, comments or announcements?** No.

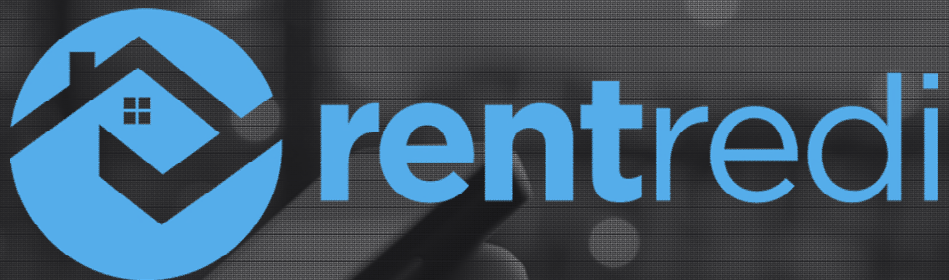
As requested by our members, we are gradually updating our Subcontractor List with reviews monthly.

Absolute Comfort	HVAC	454-5786	Kerri Person
Air Quality	HVAC	669-4174	John Jobe
Dale Garner	HVAC	337-3082	Jeff Sims
Dennis Callahan	HVAC	848-5792	
Kay Heating & Air	HVAC	274-6323	Jason Austin
Mark Nelson - Nelson Heating & Cooling	HVAC	509-6730	Renee Vaughan-Goode
X-treme HVAC - Mark Pickard	HVAC	362-9187	Jim Gardner

**This evening we welcome Kieran Duffy with RentRedi to introduce us to their all-in-one landlord/tenant software app.**

**As A Reminder: Jennifer does record these meetings so please do not use people’s names or businesses unless it is a positive remark.**

Here is a link to the fully recorded meeting, <https://youtu.be/pNxMyMfCvwM>



make renting easy  
Automating renting for landlords & tenants

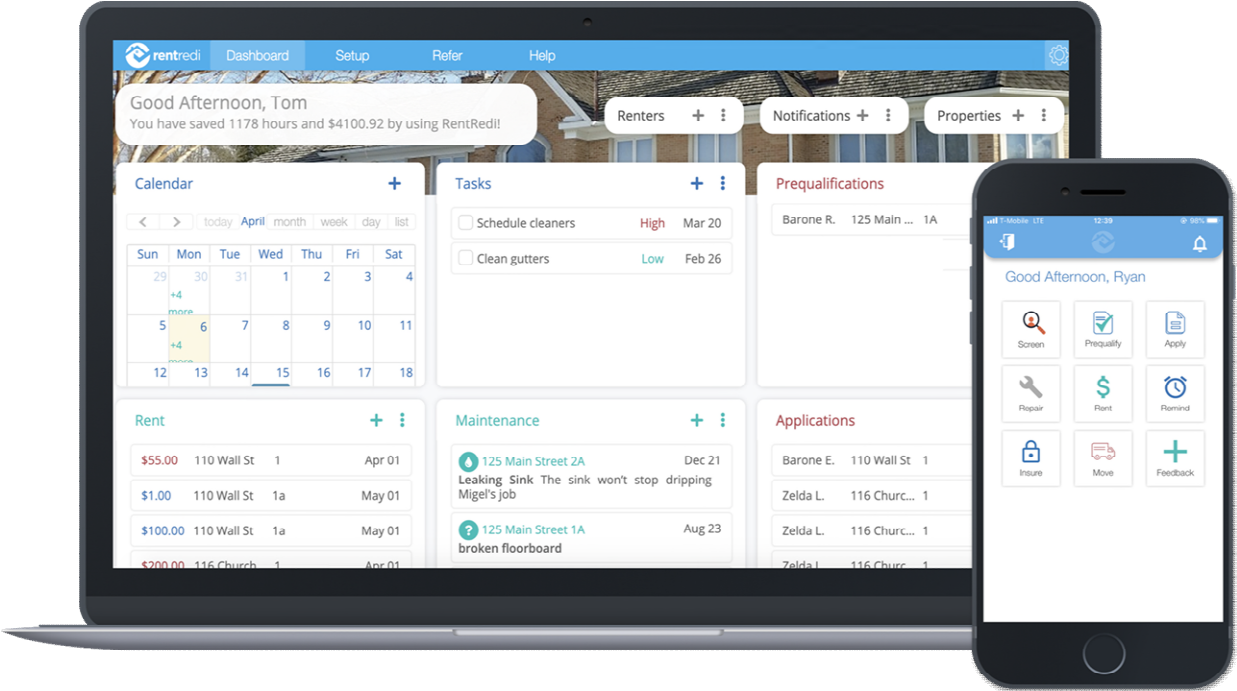


# 20M independent landlords need help.

They are stuck choosing between two options:

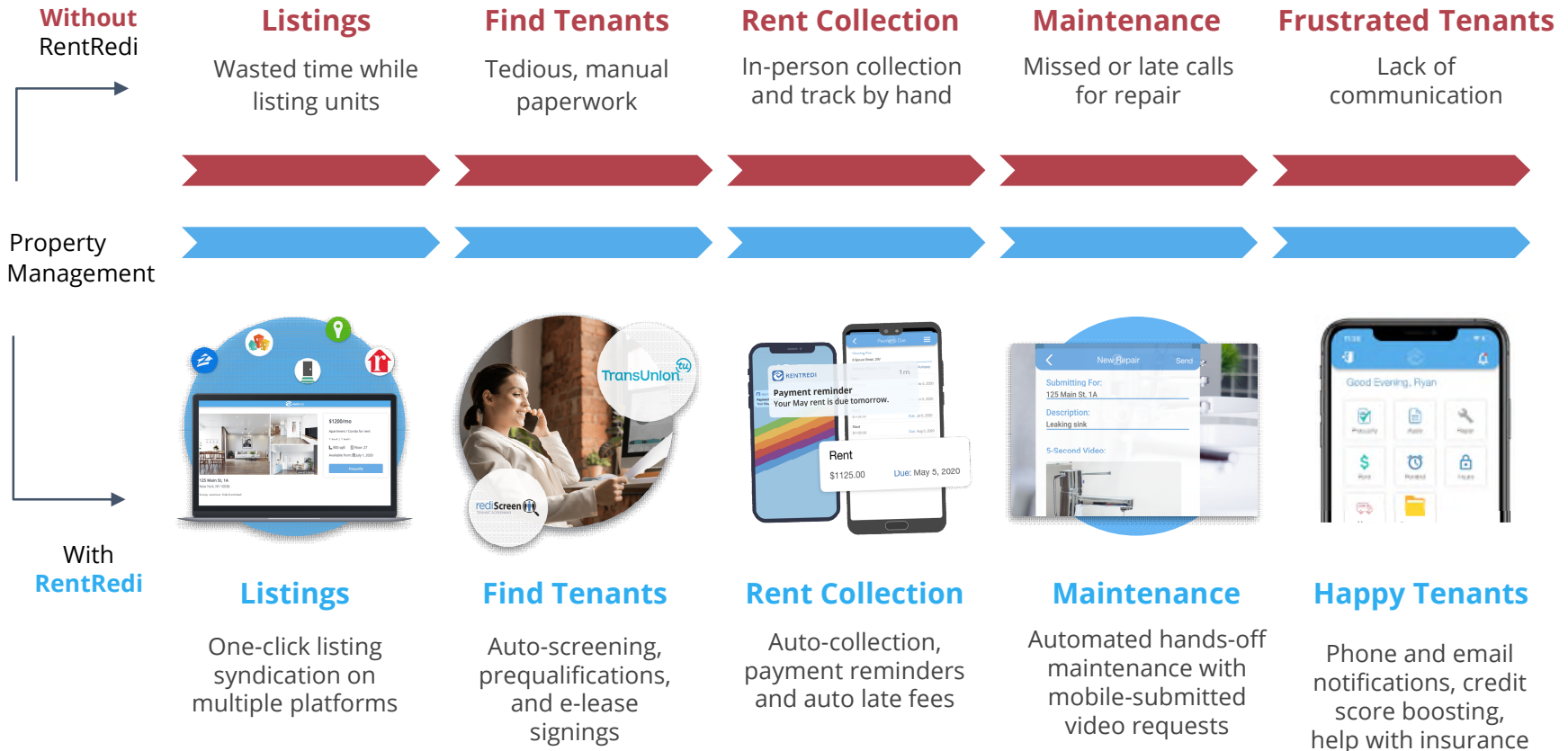
1. Self-manage on spreadsheets → sleepless nights.
2. Hire a property manager with a 8-12% fee → lost profit.

# Make Renting Easy



# RentRedi automates the manual work

and achieves NPS score of 83 (nearly 3X median B2B SaaS NPS of 30).



# RentRedi is outperforming competitors.

RentRedi's product is quickly gaining market share in a greenfield industry in which **no player has sizable market share.**

	RentRedi	Avail	Cozy	Hemlane
Landlord App	✓			
Mobile App Payments	✓			
Pre-Qualify Tenants	✓			
Tenant-Paid Screening	✓	✓	✓	✓
Flexible Auto Late Fees	✓	✓		
24/7 Emergency Maintenance	✓			✓
Video Maintenance	✓		✓	✓
Push Notifications	✓			
Tenant App	✓			
Renter's Insurance	✓	✓	✓	
Tenant Payment Reporting	✓	✓		
Accounting	✓			

# Loved by landlords and tenants.

Highest rated rental payment software on G2



Caleb C  
Owner/  
President



"Stunning simplicity with exceptional service- Rent Redi is a force multiplier and game changer!"

**What do you like best?**

Simplicity of the interface and the powerful tools which allow me to focus more on growing our property management business and less on little tacky things like collecting rent. It is also amazing that I can chat with a human within about 30 seconds at almost any time



Matize H  
Project Manager



"RentRedi has become an essential part of my property management system."

**What do you like best?**

I like that RentRedi's user interface for both the property manager and tenant is intuitive and packed with features. The makers of the program do a great job of simplifying what other programs complicate. I am also a big fan of the options made available to me in the settings, as the last system we used required contact with a program administrator just to make simple modifications. I've had two encounters with customer support, and both were phenomenal. In both cases, John promptly assisted me with my issue. I was completely satisfied with his ability to solve my problem and provide guidance. Their team clearly stands behind their product and that means a lot to me.



Aaron Z  
Chief Financial Officer



"RentRedi makes things easy for landlords . . . even new ones"

**What do you like best?**

Consolidation of functions into a single platform. I can accomplish almost everything I need to do for my rental inside the RentRedi platform.

# Home: The Dashboard

The screenshot shows the RentRedi dashboard interface. At the top left is the RentRedi logo. The top navigation bar includes the text "You are in Demo Mode" and an "Exit Demo" button. On the right side of the top bar, there is a "View Demo User" dropdown menu, a notification bell icon, a gift icon, and a settings gear icon. A grey arrow points from the "Exit Demo" button towards the "View Demo User" dropdown.

Below the top bar, the user is greeted with "Good Morning, Kieran" and "Welcome to RentRedi!". To the right of the greeting are three widget buttons: "Renters", "Notifications", and "Properties", each with a plus sign and a vertical ellipsis icon. A grey arrow points upwards from the "Properties" button.

The dashboard is organized into a grid of widgets:

- Calendar:** Contains a "Sync Google Calendar" button and a plus sign with a vertical ellipsis icon. A grey arrow points upwards from this icon.
- Tasks:** Lists a task: "Check Gutters at 1 Main St" with a status of "Medium" and a due date of "May 02".
- Prequalifications:** Lists a tenant: "Chavez, Dj" at "1 Main Street" (unit "2B") with a date of "Nov 06, 2021".
- Rent:** A table with three rows of rental data. A plus sign with a vertical ellipsis icon is at the top right of the table. A grey arrow points downwards from this icon.
- Maintenance:** Lists three items: "1 Main Street Test This is test" (Jun 11), "1 Main Street Living Room Light Broken The living room L..." (May 20), and "1 Main Street leaky faucet my faucet is leaking" (Dec 17).
- Applications:** Lists two tenants: "Barone, Ryan" (1 Main Street, 1B, Mar 05, 2020) and "RentRedi, Tenant" (1 Main Street, 2B, Feb 01, 2021).

At the bottom right corner, there is a grey arrow pointing right and a blue circular chat icon.

# Full Support Suite



You are in Demo Mode [Exit Demo](#)

View [Demo User](#)



Good Morning, Kieran

Welcome to RentRedi!

Renters



Notifications

Calendar



[Sync Google Calendar](#)

Tasks



Check Gutters at 1 Main St Medium May 02

Prequalifications

Chavez, Dj  
1 Main Street, 2B

Rent



**\$1625.00** Due Jan 01  
1 Main Street, 2B

**\$750.00** Due Jan 01  
1535 Mission Street, main

**\$1200.00** Due Jan 01  
7 Marne St, -

Maintenance



**1 Main Street 2B** Jun 11  
Test This is test

**1 Main Street 1A** May 20  
Living Room Light Broken The living room light fixture is broken and needs to be replaced.

**1 Main Street 2B** Dec 17  
leaky faucet my faucet is leaking

Applications

Barone, Ryan  
1 Main Street, 1B

RentRedi, Tenant  
1 Main Street, 2B



Hi Kieran 🙌

We make the renting process easier for everyone. Ask us anything! 😊

Search for help

Suggested articles

[How to Pay Rent with ACH/Bank Account](#) >

[Tenant Onboarding Videos: See How It ...](#) >

[How to Set Up Auto-Pay](#) >

Start another conversation



Our usual reply time  
⌚ A few minutes

[Send us a message](#)

We run on Intercom



# Mobile-Submitted Prequalification

Pre-Qualification Done

First Name  
Tenant Z

Last Name  
RentRedi

Email  
tenantrentredi+2@gmail.com

Phone  
555555555

Living Conditions

Pets  
1  
Describe (animal, weight, etc.)  
Border collie dog

Any smokers?  
No

Occupants  
1

Financial

## First-of-its-Kind Prequalification


Save time & money by meeting with pre-qualified renters.

The tenant downloads the RentRedi app & we ask 10 simple questions related to pets, smoking, and financial information so you can easily find applicants who meet your minimum requirements.

# Mobile-Submitted Applications



Choose a Section to Complete

- A Bit About You >
- Personal >
- Education >
- Identity >
- Additional Personal >
- Emergency Contact >
- References >
- Occupants > 
- Bank >

## Easy-to-Use Mobile Applications

The tenant fills out their information, uploads your required documents (such as W-2s and financial statements), and submits the application via their mobile app.

The entire application is available via the landlord's dashboard immediately, along with a PDF versions.

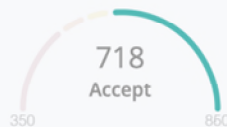
Additionally, auto-tenant screening is available via our partnership with TransUnion. Landlords get full credit, criminal, and eviction reports with a tenant-paid \$35.

# Tenant-Paid, Full Tenant Screening

## Credit Report

Expiration Date: Monday, May 01, 2021

Mariah Bell



## Recommendation

An analysis of the credit report for this applicant indicates that they meet the credit requirement you've set for this property.

## Credit Details

SSN Message: SSN Match (confirmed by bureau)

## Score Factors

1. ✘ Recency of a balance overlimit on a bankcard account
2. ✘ Not enough available credit
3. ✘ Bankcard account balances are too high in

# Rent: Creating a Charge

Select the charge type



**Lease/Rent**  
for rent collection



**Other charges**  
for utilities, fees etc.

# Rent: Charge Details

Select unit

Tenants

Charge details

Edit and save

## Set up lease charges

Enter the rent amount, lease dates, and set the recurrence frequency.  
If it is a Month-to-Month rental, leave Lease End Date empty.

Amount:

Lease Start Date:

Lease End Date:

Charge every:

Month  1/2 Month  Custom

Charges due on:

Go Back

Continue



# Rent: Payment Accounts

- rentredi
- Dashboard
- Help >
- Get \$100 >
- Rent ▾
  - View all charges
  - Create charge
  - Payment accounts
  - Late fee rules
  - Edit payment types
  - Export charges
- Accounting >
- Properties >
- Renters new >
- Teammates >
- Applications >
- Prequalifications >
- Notifications >
- Maintenance new >

Enable Payments



Create & Control each account for tenants to pay money to:

Add Payment Account

Duffy

January 26th 2022

Ready to Process

Funding: 4-5 bus. days

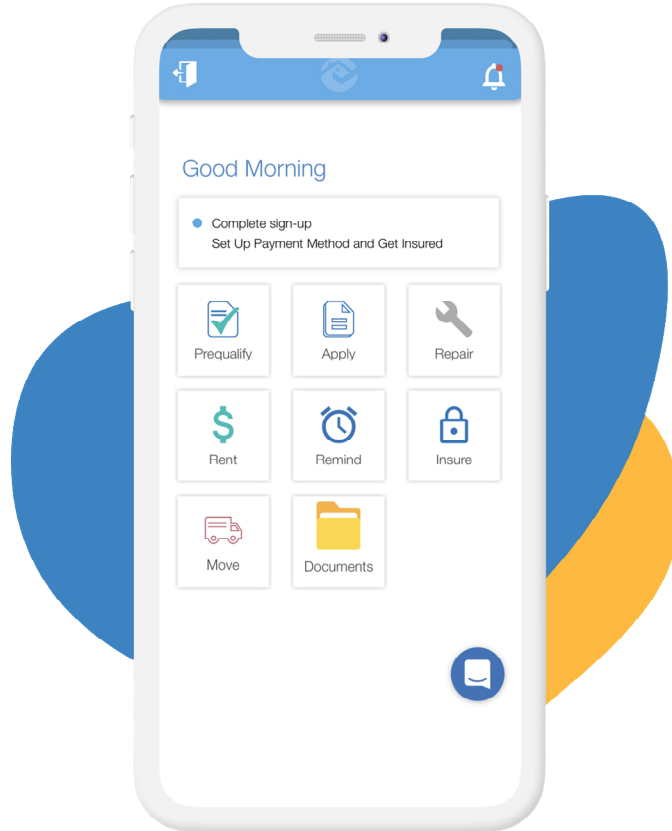
## Payment Account Connections

Enable payments for each property to choose which account the money should go to:

Address	City	State	Zip Code	Primary ⓘ	Security Deposit ⓘ
123 Fake St	Fake	NC	27519	Duffy ▾	Duffy ▾



# Rent: On the Tenant's Phone & Credit Score Reporting



# Send a Notification



 RENTREDI

2m

**Payment reminder**  
Your May rent is due tomorrow



 RENTREDI

now

**Rent Paid**  
125 Main St, 3A paid May rent

# Mobile Maintenance Requests



# Accounting: REI Hub Integration



Demo Portfolio ☰

[GO TO MY PORTFOLIOS](#)

[Portfolio](#) ^

Demo Portfolio

Dashboard

## Portfolio Dashboard

≡ FILTER

Properties

[Accounts](#) ∨

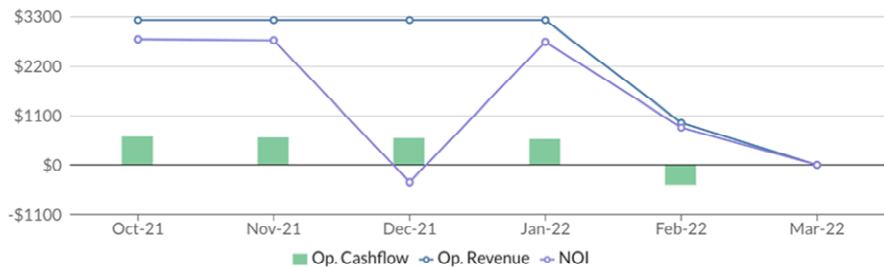
[Transactions](#) ∨

[Organization](#) ∨

[Reports](#) ∨

### Operating Cashflow

# \$2,035



[View Booked Transactions \(123\)](#)

### Quicklinks

[UNBOOKED TRANSACTIONS](#)

[ADD REVENUE](#)

[ADD EXPENSE](#)

[ADD ANY TRANSACTION](#)

[NET INCOME BY PROPERTY](#)

### Properties



12850 BOUROUGHRRIDGE RD [📍](#)



301 VIRGINIA ST [📍](#)

### Portfolio Value

# \$510,000

Value (\$510,000)

Equity (\$76,083)

### Banking

CREDIT CARD

PRIMARY BANK ACCOUNT

[Get Help](#) ∨

[Help Us](#) ∨

# Apps Like No Other



## We are Mobile-Forward.

Our platform is designed to be mobile-friendly for landlords and tenants. We designed our apps to connect landlords to their tenants easily and simply with straightforward tech.

Landlords can collect rent, find & screen tenants, fill vacancies, and manage accounting & maintenance. RentRedi has partnered with platforms including TransUnion, Realtor.com and Doorsteps, Plaid, REI Hub, Latchel, and ProPay to create the best experience possible.

Tenants can pay rent, set up auto-pay, submit maintenance requests, sign leases, apply to vacancies, and boost their credit scores by reporting on-time rent payments to TransUnion—all from the palm of their hand.



**rentredi**

**[www.RentRedi.com](http://www.RentRedi.com)**

**Closing:**

- Thank you for another great meeting and for making this work in-person and virtually.
- **Reminder – Coffee Chat is next week Tuesday the 15<sup>th</sup>** at Amoroso’s Bakery off College Rd.
- Next Month’s meeting is **Zoom Only on “Buying in this Low Inventory Environment”**.
- **Thank you everyone and have a very nice evening!**

**Minutes submitted by: Jennifer Dille with TESS, LLC**