**Landlording Tips and Ideas**

in Honor of Leigh Robison, author of Landlording

* Screen your applicants!
* Trust but verify.
* You don't want to be the tenant's friend.
* Always follow through.
* Get everything in writing
* Never collect rent in person, and never in cash.
* Keep getting educated, book learning is cheaper than street learning.
* They are always on their best behavior when applying for your unit.
* Take action.
* Don't be afraid to ask for help.
* Open an account for the tenants to deposit their rent.
* If it is working, keep doing it. If not, fix it.
* Remember - the definition of insanity is doing the same thing over and over again and expecting different results.
* Repair calls offer you opportunities
	+ To show you care about your customer.
	+ To show you care about your property.
	+ To fix something when it is a small repair instead of a disaster.
	+ Respond quickly and keep them informed.
* Get rid of problem tenants as quickly as possible.
* If you make mistakes you can learn from them. At least you are taking action.
* Do the best you can.
* Pick your niche.
* Remember - we can't change yesterday, but we can change today and tomorrow.
* You can make a difference in your future by the decisions you make today.
* Spend more time with people who encourage you.

**Join Chicago Creative Investors Association**

It is one of the best places for you to learn and to meet people who will encourage you. You can join at meetings, or online at www.ccia-info.com.