

Property Manager Qualifying Call #2

Investor

Hello (Property Manager Name), How are you today?

Investor

This is (Your Name), from (Your Company Name). Thank you for speaking with me today to answer my questions.

I want to let you know upfront that I am talking to three property managers in the area to get an idea of who is the best fit for our management style and our goals. Is it ok if I go ahead and start asking you a couple of questions?

Great! My first questions is:

1. What is the ratio of your clients that live in the city vs living out of the city?
2. What is the value of your managed portfolio?
3. What education do you do that is not required to be a property manager?
4. How fast can you make a service call? Toilet, dishwasher, etc
5. How do you leverage technology? (website, Service calls requests?)
6. Do you get volume discounts on trades people?
7. How will you market the property?
8. Do you manage other properties in the area? Tell me about them
9. Do you have tenants looking for a property like this right now?
10. How long do you anticipate it would take to rent out this property?
11. How do you screen tenants?
12. What is the fee for your services?
13. Can you provide references that we can contact?
14. Can you recommend a local Lender? Realtor? Insurance Agent?
15. Do you have any questions for me?

(Property Manager Name), thank you very much for your time. I have a couple more property managers to contact. Based on the information you've provided, I will contact you within the next 2 business days if you are the best fit for our company!

Thank you again for your time today. Have a great morning/afternoon/evening.