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.

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