

ACTIVITY

This quick activity will help you think like a business owner who values clients, in this case, your tenants.

Building and maintaining relationships is an integral part of investing. Successful investors understand that real estate is not simply collecting rent checks. They focus on building trust, fostering community, and creating value that extends far beyond monthly payments.

Take the time to **compose a short, handwritten note** that you will deliver to your tenants this week, one that's warm, professional, and genuine.

Example Guidance:

- Keep it personal, not corporate.
- Include appreciation or gratitude.
- Mention the season or year-end.

