



UPDATE

*The Voice of the
Washtenaw, Livingston,
Monroe, and Lenawee
County's Rental Housing
Industry!*

Volume 29, Issue 4 — June 2013

Always available at www.wa3hq.org

Tim Furlong **Coming to GLAStar in** **November**

Business Lessons From AC/DC

From My Quarter Turns

Some of you may be familiar with the rock & roll band AC/DC. They've been around since the mid-70s and show no signs of stopping. The other day I was on a short run and AC/DC came on my internet radio station and I marveled at just how long they have been able to do what they do in the manner they have been able to do it.

The thing is there are many rock & roll bands that have stood the test of time; mostly because they have changed and evolved over the years – but that's not what amazes me about this particular group. The fact is AC/DC has managed to stay relevant without changing ANYTHING. If you listen to any song by this group you'll notice that they are all pretty much the same. I once heard their songs described as "three chords and the truth." Nothing too fancy, nothing too clever, just good old guitar rock with screeching vocals laid over the top.

AC/DC has never changed their success formula, never written a love song, never recorded a ballad, never went disco, techno, emo or anymo!

No, this band found something that worked, that connected with their audience and rather than force-feed their fans something they didn't want, they just kept giving it to them year after year, album after album. While they were never really loved by music critics, they have managed to sell over 200 million records. They must be doing something right.

So how does this relate to your business? Well, think about it. Who is your core audience? What is it that you provide them that they just love? Are you still providing that to them or are you too busy chasing the next big thing? Have you gotten so far away from what you do best that you have become unrecognizable? Do you remember the "New Coke" experiment? How'd that work out? Or ask JCPenny how the JCP experiment worked out for them just this past year?

Look, all companies have to grow and evolve to meet the demands of the business world, but I see so many trying to be "all things to all people" and that just never seems to work out too well in the long run. Those companies that find an audience and keep that audience happy with something they love, well it seems that those are the ones that stand the test of time. Sorry Britney, sorry



Bieber, somehow I don't think you will be filling up arenas and shakin' people all night long 30 years from today.

Ask yourself this week:

How are we serving our core customer?

How have we been delivering on what they want?

What areas are we focusing too much attention on that just don't seem to make sense for our business?

Where do we need to make course corrections this week to align ourselves with the mission and values of the organization?

Thoughts for the Month

- "The main reason someone moves mountains, wins friends, influences people, amasses a fortune, or anything else, is because they thought they would." -Anonymous
- "The courage to be great...lies deep within each of us." - Author Unknown
- "One of the greatest tragedies of the average person...is the tendency to spend our whole lives perfecting our faults." - Norman Vincent Peale
- "One of the greatest things about life is not so much where we stand...as what direction we are going." -Author Unknown



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President's Message: by Terri Neely

Hi Everyone!

At our last board meeting we put into place a legislative fund. The purpose of this fund is to support advocacy efforts to address issues of major significance to the rental housing industry within Washtenaw, Livingston, Monroe, and Lenawee County. It will be funded by donations from members and the association will keep records of all voluntary contributors to the fund. The association is setting up the fund with \$1,000, and hopes to receive donations as needed.

For the first time, we were able to run a CAMT class which included the hands on portion. This class was well received and opened the door to better educated and trained maintenance technicians. For more information on this course or any other designation course please go to our website, www.wa3hq.org.

As always, I encourage you to get involved and support our association and our industry! Our next event is the Annual Golf Outing at Fox Hills this year. See page 6 for the information and how to sign up.

Terri Neely



New Industry Benefit



As members of the Washtenaw Area Apartment Association, you should have received two email

letters over the past couple of months that give you the sign-on information to this new market survey benefit. Your information as a member has been pre-loaded to make your registration seamless. If you did not receive an email or cannot find it, contact support@myrentcomps.com to get signed up today. Best of all this is free to you and your competitors and could save all apartment providers up to \$3500 per year.

Benefits Include:

- Save time and money - No more calling around to get comps or waiting for call backs
- Simple registration
- Pick any comps you choose - like facebook friends
- Open to nonmembers with limited information so you can not only see member comps, but your true competitors
- Comprehensive reports available to members

SIGN UP NOW AND GET STARTED
CLICK ON WA3HQ.ORG

Membership Market Survey Reports coming soon!

EO Message: by Alice Ehn



June promises to be a very busy month for everyone. Not only do we have the Golf Outing at the beginning of the month but the NAA Education Conference and Expo is at the end. It already has 3,304 paid full conference registrations with 3 weeks yet before the actual event. 63 of those registrations are from Michigan. If you have not signed up yet, check out page 4 for more information and links to the NAA website to register. This is the number one education expo in the country for property management professionals.

The Legal Wednesday class is cancelled this year in order to bring you a panel discussion in the fall that will focus on the topics of Employment Law, Workman Compensation Law and Rental Housing Law. If anyone has any question on any of these aspects of the law, please submit them prior to the formation of the discussion session so we can make sure we get the right attorneys in the room to give you the best advice possible.

Produced By: Washtenaw Area Apartment Association, 2008 S. State Street, Suite C, Ann Arbor, MI 48104
734/663-1200; FAX 734/821-0497 Email: info@wa3hq.org

Deadline: 15th of the month for next month's publication to newsletter@wa3hq.org. Submit all materials to Alice Ehn, Executive Officer

2013 Directors:

- Terri Neely, *President*, Valley Ranch Apartments, 734-747-9050
- Amy Khan, *Vice President Membership Chair/Newsletter Co-Chair*, CMB Property Management, 734-741-9300
- Michelle Foley, *Secretary*, Mill Creek Town Houses, 734-971-1730
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- Russell Egerton, *Program Liaison*, AmRent, 248-948-5534
- Kristine Siemieniak, *Program Chair*, Wilson White Company, 734-995-0600
- Leslie Lemerand, *Education Chair*, Oxford Management, 734-995-9200

PMAM REPRESENTATIVES: Melissa Seitz, Wilson White Company and Susan Horner, Timberland Partners

Property Mgmt. Assoc. of Michigan - Association Executive: Kathy Bartnick - 2675 44th St, #303, Wyoming, MI 49519 - 616/531-5243, kvallie@aol.com, www.pmamhq.com

National Apartment Association - 4300 Wilson Blvd, Suite 400, Arlington, VA, 22203 - 703/518-6141, FAX 703/248-9440 - www.naahq.org

Business Partner Spotlight: Plumbing Professor

Quick tips for Plumbing and Drains

1. Remove hoses from all outside faucets to prevent freezing in the winter months.
2. Add enzyme/bacteria based drain maintenance treatment monthly to keep full diameter of pipe clean.
3. Put orange peels and ice cubes in garbage disposer to freshen up.

4. Install single handle faucets to prevent scalding hot water burns.
5. Replace all plastic supply lines with stainless steel braided to prevent flooding and pipe breaks.

This information is provided to you by Plumbing Professors, 40665 Koppnick Rd, Canton, MI 48187. For more information or to contact the local rep Scott Vogler, (pictured here) call 800-654-1300 or email at svogler@plumbingprofessors.com. Click

on the plumbing professor logo to go direct to the website.



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Your Guide to the Rental Housing Industry's Pro-Apartment Campaign

NAA and NMHC unveiled a new integrated campaign targeting policymakers on May 6.

Titled "Apartments. We Live Here," the campaign utilizes print, radio and digital ads, direct mail and an informational storytelling website experience. It highlights the 35 million apartment residents building their lives and the \$1.1 trillion economic contribution the industry and its residents add to the economy each year.

Affiliated associations and member companies are invited to customize the print ads and radio scripts for your state or locality and also post a special website button to promote the new website, www.WeAreApartments.org. This free toolkit also includes "The Trillion Dollar Apartment Industry" economic impact report, a reprint of the Units Magazine article about the industry's economic impact, and a user guide. We encourage you to seek opportunities to extend the reach of the NAA/NMHC campaign beyond Washington, D.C., and into your states and localities.

The campaign tells how, in communities across the nation, apartments work—helping people live in a home that meets their specific housing needs. "Apartments. We Live Here" connects policymakers across the country with the dollars and jobs associated with multifamily construction and operations, making it a powerful advocacy tool for the apartment industry.

The campaign uses a unique digital approach to information storytelling at the website, where the site navigates users through an interactive experience showing how communities grow stronger through apartment jobs, dollars and residents. The site also features an interactive map of apartment information for all 50 states along with a one-of-its-kind calculator to determine the potential economic contribution of any apartment development to a particular state.

To order the print ads, radio scripts, state/metro website button, user guide and other tools, contact Carole Roper at carole@naahq.org.

Available Online: 2013 NAA Education Conference & Exposition Audio and Video Recordings

Can't attend the 2013 NAA Education Conference & Exposition in San Diego, or are going to miss a great session? Don't despair—you still can enjoy the best education sessions in the apartment industry, including video!

NAA's Education Institute (NAAEI) is once again presenting its "Rewind" program, offering 21 recorded video sessions and 20 PowerPoint-synched audio sessions from the 2013 NAA Education Conference—all for just \$199 if you purchase the entire series of sessions by June 23. Act fast—prices will increase \$100 after June 23.

Visit <http://naa.directionsav.com> to purchase your recorded education sessions today.

Save the Date for the 2014 NAA Education Conference & Exposition in Denver

The largest and most anticipated industry event of the year, the NAA Education Conference & Exposition, will convene June 19-21, 2014, in Denver.

Make plans now to experience the Mile-High City like never before—with more than 6,200 attendees, over 40 education sessions, at least 350 exhibitors and surprises around every corner, the NAA Education Conference & Exposition is the must-attend event each year for any multifamily housing professional who is serious about bettering their organization's performance and enhancing their own career. Stay tuned to www.naahq.org/educonf for the latest information.

Make Plans Now to Visit With Your Members of Congress During Their Summer Recesses

Your involvement with your members of Congress is a year-round commitment to support the apartment industry. Take advantage of their in-district work periods by scheduling meetings with them now. Congress will be in recess the week of Memorial Day (May 27-31), the week of the Fourth of July (July 1-5) and for five weeks beginning Aug. 5. Now is the time to make your appointments.

Our industry's top issues include immigration, housing finance and tax reform. Fact sheets, talking points and resources to help you plan your meetings are available in the Congressional Recess Program Toolkit located at www.naahq.org/learn/advocacy/congressional-recess-program.

NAA's National Lease Program Clicks Reaches New Record in April

NAA's National Lease Program sold 5.3 million clicks in April—an all-time high for the program for a single month. More than 212 new communities joined the National Lease Program in April. The previous record was 5 million lease clicks sold August 2012. Lease inquiries should be directed to Justin Barker at justin@naahq.org.

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jfarmer@scifloorcovering.com

21440 Melrose Ave., Southfield, MI 48075-5631

Quarterly Meeting with Ann Arbor City's Housing Inspection Bureau

On Thursday May 2nd Alice Ehn and 5 members of our association met with Sumedh Bahl and Lisha Turner-Tolbert. This meeting is held quarterly. There were significant outcomes at this meeting that anyone subject to housing inspections in Ann Arbor should understand.

In response to the problem of not being allowed to complete minor work during an inspection so as to avoid a citation and potentially a re-inspection, Sumedh and Lisha have agreed that this should not be the basis for generating a re-inspection. Remember this is about minor stuff like SD batteries, sash locks and the like. So, if these things can be tended to reasonably quickly while the inspection is ongoing without slowing the pace of the inspection or extending the time scheduled for the inspection then your immediate repair should eliminate the item from the list of violations. If you feel any inspector who attempts to leave these things as outstanding items on a list of violations is being unreasonable, please contact Lisha Turner-Tolbert at LTurner-Tolbert@a2gov.org after the inspection to get your concerns addressed.

We have agreed on a clarification on sanitation cita-

tions. When the tenant is responsible for the violation the City has agreed to cite the tenant and inform the property owner of the tenant's violation. The tenant will receive a ticket and the property owner should provide the City with any information they need to deliver a ticket and billing to the tenant. A tenant's citations for sanitation issues shall not subject a property owner to re-inspection.

Finally, we remind you of progress we made last year. Properties with more than three units subject to inspections between August 15 and September 15 may elect to defer those inspections until after seasonal changeover and move-ins are complete. While it has not been an issue for spring turnover some of you may need similar accommodation in late April or early May. The city is willing to accommodate schedule adjustments in the Spring as well. Remember this option if the timing of inspections hinders your changeover or move-in processes.

If your interactions with Housing Inspectors generate questions or strange circumstances we want to hear about them. Feel free to e-mail me a brief summary -

Chris@campusmgt.com

Chris Heaton

Housing Inspections Liaison

SPONSORSHIPS AVAILABLE 2013

Sponsorships Available for ALL General Membership Meetings

Cost only- \$150 per meeting ... you will receive:

- 5 minutes to speak
- Ability to put your company information on all tables
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- Company name in all publications
- Your company logo on table number tent cards
- Your company name on table skirt of registration table

Sponsorship sales for next year General Membership Meetings available. Current year sponsorships have been sold to.....April (Thank you to [CORT](#)), October (Thank you [Ferguson](#)) and November Annual meeting (Thank you [Belfor](#)).

After Hour Mixer Sponsorships — 2nd Thursday evening of May (sponsored by [Jarvis Property Restoration](#)), June (Thank you [Solar Contract Carpet](#)), July (available), and August (available).

Cost: \$50 or hosting the event at a community
The Program Committee is putting together After Hour Mixers either at local pubs or at local apartment communities.

Nova Awards Sponsorships: September
\$400 to display information about company products and name in all publications.
4 exclusive sponsorships available

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Or 3 5/8" w by 9 3/4" h						
Quarter Page - 3 5/8" w x 4 3/4" h	\$145	\$175	\$130	\$160	\$115	\$140
Eighth Page - 3 5/8" w x 2 1/4" h	\$90	\$110	\$75	\$90	\$60	\$75

All pricing is at a per month rate - the longer commitment the less you will pay per month.

Deadline: 15th of the month for next months publication

Electronic Files: Please send as JPEG files. info@wa3hq.org

Sign up for the Golf Outing NOW - There is always room

PAST GOLF OUTING FUN PICTURES



WA3 Golf Outing

**Friday, June 7, 2013 - Fox Hills Golf and Banquet Center
8768 North Territorial Rd, Plymouth, MI 48170**

Cost --- \$100 per person — 8:30 Modified Shotgun start



Includes: 18 holes scramble, cart, donuts and coffee breakfast, hot dog, soft drink and chips on the turn, dinner, 3 hour beer, wine and pop bar service after the game and one raffle ticket

Hawaiian Theme.....Prize for Best Hawaiian Outfit

Sponsorship Opportunities still available

- | | |
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\$150 per hole (includes new sign)-\$180 NM
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|---|--|

Maintenance Mania Alert – Regional and Wildcard Finalists Announced!

NAA is pleased to present the finalists for the 2013 Maintenance Mania National Championship! These finalists will compete for the national championship title during the 2013 NAA Education Conference & Expo June 20 at the San Diego Convention Center. For more information about the conference, visit the NAA website.



Region	Affiliate	Participant	Company	Time
1	Apt & Office Bldg Assoc	Ken Lam	Kettler Management	01:50.081
2	New Jersey Apt Assoc	David Berryman	The Kamson Corporation	01:55.910
3	Indiana Apt Assoc	Herb Harr	Van Rooy Properties	01:30.783
4	Atlanta Apt Assoc	Wesley Fonseca	Post Properties	01:59.597
5	Apt Assoc of Greater Wichita	Justin Heenan	Key Management	01:22.717
6	AATC/AAGD (Texas)	Mario Martin	Milestone Management	02:02.401
7	Washington MFHA	Angel Munoz	CTL Management	01:41.632
8	Apt Assoc of Metro Denver	Lannon Quintana	RedPeak Properties	01:24.429
9	Bay Area Apt Assoc	Agustin Salgado, Jr	Avesta Homes	01:36.823
10	San Diego County Apt Assoc	Joel Martinez	Lincoln Military Housing	02:18.630



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201 South First Street, Ann Arbor, MI 48104
Phone: 734-369-4386
Email: aca@villagegreen.com

Blue Heron Pointe Apartments

Danny Veri
4952 Dewitt, Canton, MI 48188
Phone: 734-397-9140
Email: dannyveri@sbcglobal.net
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Business Partner Members:

Wilderness Construction

Lance Rowe
P.O. Box 799, Saline, MI 48176
Phone: 734-429-0616
Email: lance@wildernessconstruction.net

Jarvis Restoration

Lance Govang
41800 Executive Drive, Harrison Township, MI 48045
Phone: 586-954-4700
Email: lgovang@jarvisconstruction.com
Sponsored by: Terri Neely, Valley Ranch Apartments

Members Support Members

2013 Tiger Game Outing:

Thank you [Pittsburgh Paints](#) for sponsoring our
2013 Tigers Outing!

The Verlander Jersey, won by a CMB staff member and worn below, was a great bonus for the trip!

Regardless of the rain and cold, the hot dogs were yummy, networking with the DMAA members was fun, and the Tigers pulled out a victory!



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Rentlinx Results 1st Quarter report and New stuff

Mldigs: 1st Quarter Stats

The 1st quarter 2013 stats for the RentLinx-powered housing locator on Mldigs.com are:

- **Properties Listed**
 - o Jan: 473
 - o Feb: 407
 - o Mar: 372
- **Units Listed**
 - o Jan: 14,595
 - o Feb: 15,040
 - o Mar: 14,773
- **Property Views**
 - o Jan: 9,840
 - o Feb: 6,857
 - o Mar: 9,716
- **Email Leads**
 - o Jan: 126
 - o Feb: 127
 - o Mar: 131
- **Featured (Plus!) Properties**
 - o Jan: 18
 - o Feb: 14
 - o Mar: 28
- **Featured (Plus!) Phone and Email Leads**
 - o Jan: 75
 - o Feb: 76
 - o Mar: 98

rentlinx

New Video Tours!

Good news! Renters visiting Mldigs can view property tour videos right on each property details page!

The new YouTube integration makes it easy for Property Managers to showcase their properties with video tours. Just shoot a video with your phone, upload it to YouTube, and attach the YouTube link to your RentLinx account. And, voilà!, renters can watch your video tours on Mldigs.com!

2033 Andrew

[Inquire about this property](#)

Manager: [Compass Property Management](#)
(616) 452-7090

Address: 2033 Andrew - Map
Kentwood, MI 49508

School District: Kentwood Public Schools

Property Type: 4plex (4 units)

Waitlist: N/A

Description: FREE HEAT!! This is spacious lower level, clean 2 bedroom apartment conveniently located in Kentwood, close to 44th Street. Owner pays all utilities except for electric! Enjoy new carpet, a free carport, central air conditioning, dishwasher and onsite laundry! This apartment is a must see.

This property is being listed and leased by Compass Property Management. After lease signing, the rental will be managed by the property owner. Check out the video tour below!

Call now to schedule a viewing with one of our agents.

Amenities: Parking - Free Carport!
 Transportation Service Available
 Smoke Free

Appliances: Central Air Conditioning
Dishwasher
Range
Refrigerator
Oven
Coin Operated Laundry

Lease Lengths: 12 Months

Pet Policy: Cats Allowed - Must Qualify - \$15/ mo per pet
 Dogs Allowed - Must Qualify 20 LB max / \$25/mo (1 pet max)

Nice Kentwood 4plex

Click a thumbnail to enlarge it. Click the large image to view the full size photo gallery.

2033 Andrew St SE Kentwood, MI 49508

WA3 was the very first NAA apartment association to partner with RentLinx- back in 2005. Thank you to everyone at WA3!

Amanda Schneider — amanda.schneider@rentlinx.com

Hands On Appliance Repair and Maintenance Class

June 4th and 5th

Held at Valley Ranch Apartments, 1315 Oak Valley Drive, Ann Arbor, MI

Cost: \$159 members - \$189 nonmember

After Hours Mixer

June 13th

Held at Windemere Park Apartments, 2820 Windwood, Ann Arbor, MI

Cost: FREE but you must socialize when you get there.

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A very special **THANK YOU**

goes out to all the following for
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Property Management Peak Performance: What You See Is What You Get!®

by Ernest F. Oriente, *The Coach* {Article #306...since 1995}

Would you like an easy way to track the performance of your property management SuperStars? Will a large on-site activity board really make a difference? You bet! This article will give you three easy ways to improve the performance of the properties you manage because what you see is what you get!

Setting up your on-site activity board: Start by ordering a large erasable board from your local office supply store, the bigger the better (hint, a big board = assumed big results!) and mount this board on a wall easily seen by your leasing team but not visible to your residents or future residents. Use this activity board to track the performance of each property, highlighting the “critical” factors for success. Initially, track each property’s leasing activity, resident retention percentages, units available, the number of daily apartment tours, closing ratios of tours versus leased units and maintenance requests. This on-site activity board is also a perfect place to forecast the monthly team goals for each property you manage and gives each team member a way to see how the month is progressing. At the end of each month, schedule a regroup meeting [request article #5 for the steps to run a regroup meeting] to summarize the performance of the most recent month. Then, erase the board and set new individual and team goals for the upcoming month.

Tip From The Coach: After you have installed your erasable on-site activity board, assign a unique marker color to each person at the properties you manage. This “pride of ownership” means that each person on your leasing team will have great enthusiasm in making sure they can see as much of their marker color on the board, as the rest of the team. Sounds crazy, but it works!

Ranking top performers: Using your on-site activity boards, recap the monthly performance for each person at each of the properties you manage and develop a ranking report. Use this report to track the SuperStars in your property management company and circulate this information company-wide. This ranking report should reward top monthly performance both individually and as a team, depending on the areas you are measuring. This ranking report should also summarize your SuperStar performers for the month, by the quarter and year-to-date. By reflecting these three time periods, everyone is given a chance to shine and each individual within your company can see how their performance compares to the best within your property management company.

Tip From The Coach: Based on the results from your ranking reports you can now create leasing incentive programs and build new compensation plans with much greater accuracy. In addition, your ranking reports will also become a powerful tool for calculating quarterly projections and developing each year’s budget. Lastly, try and keep your “critical” factors for leasing success on a one-page report, if possible.

Tracking your key prospects: Now, set-up a place on your on-site activity board to track the progress of key off-site marketing opportunities. For instance, if five new residents have come from a large nearby company, ask your leasing team to put their name on the on-

site activity board and leave a space to track the number of contacts being made with this company. Or, gather a sample of this month’s guest cards and see if there is a common zip code or section of town where your future residents are coming from. Then, list this zip code as a key area for your leasing team to visit when they are doing their off-site marketing.

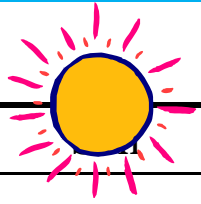
Tip from The Coach: Be certain your leasing team works their key prospects consistently while continuing to be “professionally persistent”. Ask your leasing team to work like “heart surgeons”. A heart surgeon can apply a little pressure in a small area and get giant results. The same thing will happen for your leasing teams when they see the results of focusing on their key prospects.

Want to hear more about this important topic or ask some additional questions? **Send an E-mail to ernest@powerhour.com and The Coach will E-mail back to you a free invitation to be a participant on a PowerHour conference call.** On this call we will discuss the type of information to put on your activity boards and how to develop a performance ranking report for the properties you manage, using a one-page form.

Author’s note: Ernest F. Oriente, a business coach since 1995 [30,400 hours], a property management industry professional since 1988--the author of SmartMatch Alliances--and the founder of PowerHour...[www.powerhour.com and www.powerhouseo.com and www.pirmg.com], has a passion for coaching his clients on executive leadership, hiring and motivating property management SuperStars, traditional and Internet SEO/SEM marketing, competitive sales strategies, and high leverage alliances for property management teams and their leaders. He provides private and group coaching for property management companies around North America, executive recruiting, investment banking, national utility bill auditing [www.powerhour.com/propertymanagement/utilitybillaudit.html] national real estate and apartment building insurance [www.powerhour.com/propertymanagement/insurance.html], SEO/SEM web strategies, national WiFi solutions [www.powerhour.com/propertymanagement/nationalwifi.html], powerful tools for hiring property management SuperStars and building dynamic teams, employee policy manuals [<http://www.powerhour.com/propertymanagement/employee policymaterials.html>] and social media strategic solutions [<http://www.powerhour.com/propertymanagement/socialmedialeadership.html>]. Ernest worked for Motorola, Primedia and is certified in the Xerox sales methodologies. Recent interviews and articles have appeared more than 7000 times in business and trade publications and in a wide variety of leading magazines and newspapers, including Smart Money, Inc., Business 2.0, The New York Times, Fast Company, The LA Times, Fortune, Business Week, Self Employed America and The Financial Times. Since 1995, Ernest has written 200+ articles for the property management industry and created 350+ property management forms, business and marketing checklists, sales letters and presentation tools. To subscribe to his free property management newsletter go to: www.powerhour.com. PowerHour® is based in Olympic-town...Park City, Utah, at 435-615-8486, by E-mail ernest@powerhour.com or visit their website: www.powerhour.com

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Events and Education Calendar



June 2013

	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3 Legislative Com 4:00	4 CAMT Appliance	5 CAMT Appliance Membership Com 12:30	6	7 Golf Outing at Fox Hills Golf Course	8
9	10	11	12	13 Board Meeting After Hours Mixer at Windemere Park— Sponsored by Solar	14	15
16 Father's Day	17	18 NAA June Education Conf Program Com 3:30	19 NAA June Education Conf Education Com 3:30	20 NAA June Education Conf	21 NAA June Education Conf—San Diego	22 NAA June Education Conf — San Diego
23	24	25	26	27	28	29
30						



July 2013

Sun		Tue	Wed	Thu	Fri	Sat
	1	2	3	4 Happy 4th of July	5	6
7	8	9	10	11 After hours mixer — Sponsored by: Jarvis	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Available any time. Self-study online EPA Universal testing at your office for \$85.00.

August Preview:

- July 31st to Aug 2 — NAA Government Affairs Roundtable
- After Hours Mixer — Sponsorship Available