

CAR Meetings – Fall, Anaheim 2023 Tim Townley

Property Management

Rent control

- reduces supply
- developers pull out
- drastic declines of values

Finding success in a challenging market.

- Be a goldfish
- Keep your head down and keep working
- Stay consistent and foster existing relationships
- choose the people you want to work with, don't waste time with bad clients.
- listen
- open houses and farming specific neighborhoods
- warn your clients about spam calls
- monthly post cards
- call your clients...not about clients or referral
- call, connect authentically
- be a student
- happy thanksgiving
- use tools to Keep top of mind
- focus