

Preparing for Your First Meeting With a Rental Property Provider



Primary considerations among rental property providers

- On-time rental payments
- "Built-in" tenants
- Steady pipeline of potential tenants
- Support for tenants



Selling your services as a program manager or case lead

Showcase how you can help rental property managers have positive experiences working with your program – and renting consistently to people exiting homelessness.

- Issue checks promptly and on time
- Offer security deposits (as permitted by State law)
- Highlight the availability of your Risk Mitigation Fund (or creating a fund if none currently exists)
- Offer to assist with minor repairs
- Provide steady referrals of new tenants
- Return all calls within one (1) business day
- Present "good tenant" skills and guidance to renters
- Assist tenants with problems; if problems can't be solved, help tenants move out without being evicted
- Encourage providers to be part of your mission to end homelessness



Be prepared for frequently asked questions about your clients

- Do they currently rent a home or apartment?
 - Where? How long have they lived there?
- Why are they looking for a new place to live?
- What date would they want to move in?
- What kind of work do they do?
- Do you have a rough estimate of their household income?
- How many people would be living in the apartment?
- Do any potential residents of the apartment smoke?
- How many parking spaces are required if they live there?
- Do they have pets? How many, and what type?
- Does their current rental property provider know they are thinking of moving?
 - Do you think the provider will give them a favorable reference?
- Have they ever been evicted from a property?
- Are they familiar with our rental application process?
- Have they ever filed for bankruptcy, especially recently?
- Are there issues I should know about before running a background screening for all adults in the household?
- If they apply to be tenants, can they pay the lease application fee?
- If they are approved to rent, can they pay the security deposit when they sign their lease?
- Are they willing to sign a one-year lease agreement?