

# Built to Grow



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The problem \_\_\_\_\_



**Reduce**  
c \_\_\_\_\_ with  
the owner

## Small a vs Big A Agency



The Formula for Becoming  
S \_\_\_\_\_

- a. Property management is a nickel-dime business
- b. To make money you need v \_\_\_\_\_
- c. Volume requires s \_\_\_\_\_

d. You must have speed to be s \_\_\_\_\_

e. Collaborating with owners  
d \_\_\_\_\_  
scalability



**Embrace remote**

s \_\_\_\_\_



**Embrace remote**

\_\_\_\_\_



**Insist on**

E \_\_\_\_\_

P \_\_\_\_\_



**Embrace**

O \_\_\_\_\_





**Move to a**


C \_\_\_\_\_


M \_\_\_\_\_

A \_\_\_\_\_

 Build s \_\_\_\_\_  
r \_\_\_\_\_ streams

 Build o \_\_\_\_\_  
and t \_\_\_\_\_  
handbooks


 Insist on owners  
using y \_\_\_\_\_  
v \_\_\_\_\_


 You can't scale and  
offer d \_\_\_\_\_  
f \_\_\_\_\_

 Stop renewing your  
d \_\_\_\_\_  
every year

 Avoid managing  
rentals with \_\_\_\_\_  
parties

 Avoid large  
i \_\_\_\_\_  
groups

 Focus on tenant  
r \_\_\_\_\_

 Stop letting “ \_\_\_\_\_ ”  
\_\_\_\_\_”  
drive your d \_\_\_\_\_

\*\*\*\*\*

Formula

Nickel-dime businesses  
requires?

\_\_\_\_\_  
Volume requires?

\_\_\_\_\_  
You need speed to?

\*\*\*\*\*

View this class at  
[www.TrainingPropertyManagers.com/Orlando2018](http://www.TrainingPropertyManagers.com/Orlando2018)

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