



The Santa Cruz Association of REALTORS® presents

Dealing with **Difficult Tenants**

Part One: Pre-tenancy issues

How many times have you heard a landlord say "The tenant has all the rights!". This class will empower landlords and dispel that belief.

Topics Covered:

- √ Credit & Investigative Reports
- √ Unlawful Detainers
- √ References
- √ Dealing with Difficult Tenants when problems arise such as Late Rents, Damages, Unauthorized Guests, Drugs, etc.
- √ Damages
- √ Different methods of dealing with issues from verbal discussions to writing warning letters
- $\sqrt{}$ Issuing formal lease violations notices
- √ AND SO MUCH MORE!!!

Monday, March 23rd 9:00am to 12:30pm

being held at SCAOR 2525 Main Street in Soquel \$25 SCAOR Members/\$40 at the door \$50 Non-member anytime

About the Instructor: Rick Greenberg, CPM®; Broker/Owner of Greenberg Associates since 1993 specializing in residential property management including Section 8, Section 236, Low Income Tax Credit, and Market Rate Units; Certifications include CPM (Certified Property Manager-IREM), Managing Agent for HUD and CHFA, NAHP-E (National Assisted Housing Professional Executive from NAHMA), as well as a GRI graduate. Rick has also received an MFA and BA.

To register: Fax completed form to 831-464-2881; Mail completed form to SCAOR 2525 Main St., Soquel, CA 95073; or call 831-464-2000. Pre-registration and payment of tuition is a must to secure a seat. □ \$25 SCAOR Member □ \$40 at the door **□** \$50 Non-Member anytime _____Company: ____ Name: Phone: Email: ☐ Cash ☐ Visa ☐ MasterCard ☐ American Express ☐ Check payable to "SCAOR" (payment must accompany registration) Name on Credit Card: ______Signature: _____ _____Exp. Date:_____VIN#:_____ Account #: Credit Card Billing Address: ____ ___Zip Code:__

SCAOR Cancellation Policy: Reservations for courses requiring payment will not be processed until payment is received. If you must cancel or reschedule your reservation, a full refund will be issued if notification is received, by email or in writing (not by telephone), 3 business days prior to class. SCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCAOR will issue a full refund. In the event of rescheduling, SCAOR will send immediate notification and transfer all reservations (including payments) to the new date. To cancel/reschedule send email to karen@scaor.org.