**Call Property management**

**Step 1**: Start asking them about what they do and how they work.

- Ask question like what area they manage in

- What kind of fees they charge

- How long have they been managing properties

- How many properties do they mange

**Step 2:** Let them know you will be buying some properties and when you do, they will be on the top of your list to have look at it

**Step 3**: Before you hang up!! Ask them if they have any properties, they are managing that the landlord would have rather sold instead of renting.

**Step 4**: If they say yes, you have to think about what the P.M. company will get for helping you…

- If I buy it I will be happy to make it worth your wild

- If I work with the seller on a Terms agreement there are a few ways I can make sure you are taken care of.