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## **IREM releases Insider's Tips on a Successful Property Management Co.**

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Operating a property management company requires more than good communication and management skills. To be competitive, companies must have a sound infrastructure, strategic direction, and sufficient resources to achieve success. Insider's Tips to Operating a Successful Property Management Company, offers comprehensive guidance on all aspects of developing a property management business that will thrive.

The report is the sixth in a series of publications from the Institute of Real Estate Management (IREM) called IREM Key Reports, each of which provides an in-depth analysis of an issue of concern to real estate management professionals that has implications for the real estate industry at large. It was written by industry experts Richard Muhlebach, CPM, SCSM, CRE, and Alan Alexander, who have over 70 years of combined real estate management experience.

### Contact Specifics

Among the key topics detailed in the report:

- \* Strategies for successful staffing and company organization
- \* Components of a management proposal
- \* How to maintain ethical practices and professional standards
- \* Owner's evaluation and selection of a firm
- \* Leasing commissions and other financial incentives
- \* Steps for managing new accounts and expanding business profitability

### Price and Ordering Information

Insider's Tips to Operating a Successful Property Management Company is \$39.95 for IREM members and \$49.95 for non-members (plus shipping and applicable state sales tax). To order, contact the IREM Customer Service Department at 430 N. Michigan Ave., Chicago, IL 60611. Credit card orders (VISA, MasterCard, American Express, and Discover) can be e-mailed to [custserv@irem.org](mailto:custserv@irem.org). Internet users can order the publication online at [www.irembooks.org](http://www.irembooks.org).

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540