



Cain Publications, Inc. Presents

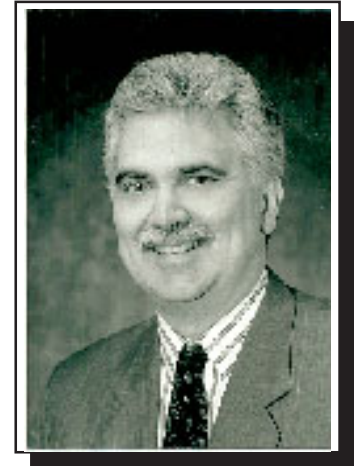
Fair Housing & Tenant Selection

One of the landlord's greatest fears--running afoul of the Fair Housing Law. But there's no need to fear. With careful planning and attention to detail, landlords can select *good* tenants and stay within the Fair Housing Law.

In this fast-paced, energetic program, Bob Cain keeps audiences excited and enthusiastic. They go away from the program confident they can take control of their rental properties and get the tenants who will be good to their properties!

Here's just some of what Bob Cain will talk about:

- Why there are protected classes
- How to identify protected classes
- Six things you should *never* do
- The "disabled" who will cause you problems
- How following federal regulations can *get* you in trouble
- How Fair Housing authorities enforce the law
- Occupancy standards--are there any?
- Advertising--words you can't say
- Advertising--words you can't be sure about
- The five things you *must* do if you have a complaint filed against you
- How to answer the phone to avoid a Fair Housing complaint
- Accommodating the disabled
- How to set up reasonable and legal rental standards
- How to get applicants to "tell the truth."



Robert Cain
Publisher of the Rental Property Reporter, The Northwest Landlord, and author of numerous articles and publications on property management

Keynote
Half-day
Full-day

What audiences say about Bob Cain's presentations:

- "Things are getting more and more complicated. You were really helpful . . ." *Louise Weidlich, Portland, Oregon*
- "Lots of practical, useful information." *Cheryl Snow, Mollala, Oregon*
- "Great stuff for a landlord." *Alice Kreitler, Portland, Oregon*
- "You keep me out of trouble." *J. Clements, Sandpoint, Idaho*
- "You make it informative and interesting." *Joanne Johnson, Spokane Washington*
- "Excellent, invaluable knowledge any landlord or manager needs." *Searri Shipman, Spokane, Washington*
- "**WOW!**" *Lisa Newcomer, Williamsport, PA*

For More Information or to schedule Bob Cain for a speech or seminar:

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or

800-654-5456

Visit www.rentalprop.com