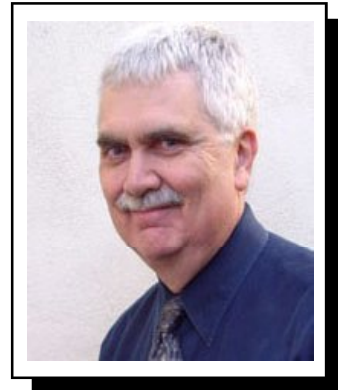


The Rules— Dirty Tenant Tricks and How to Beat the Tricksters

Oh my, aren't they clever! Bad tenants have lots of tricks to fool unsuspecting landlords. But you don't need to know them all, just how to spot a bad tenant. Even so, in this speech Bob Cain tells you about several tenant tricks and the rules that have resulted—along with some great stories.

You already know lots of these rules, you just don't know you know them. Once you hear these rules and hear about the tenants whose activities caused the rules to be made, you can only say, "I know that guy." Bob has given this speech to apartment association meetings and investment clubs to uproarious acclaim.

- Bad tenants operate with the idea that on a rental application, if you have to ask, you're not entitled to know; and that if you don't like the answer to the question, you shouldn't have asked.
- You never knew there was so much hard luck and misery in the world until you talk to a professional bad tenant.
- If a tenant can misunderstand, he will.
- Clearly stated instructions consistently produce multiple interpretations.
- Tenants always remember things that are to their advantage.
- When you're up to your nose, keep your mouth shut.



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

Keynote

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 Kreidler, 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*

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