

July 2019

AASEW

Apartment Association of Southeastern Wisconsin, Inc.

OWNER

E-mail: membership@AASEW.org

Website: <http://www.aasew.org>

Representing the Interests of the Rental Housing Industry in Southeastern Wisconsin

We are excited to introduce our guest speaker for the AASEW 2019 Trade Show

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Starting in Property Management in 1979, she has seen and experienced the changes in real estate right along with us.

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This is an event that you will not want to miss!



Friday, October 11, 2019
10 am to 5 pm

Potawatomi Hotel and Casino
Milwaukee, WI



Take me out to the ball game...

For this year’s annual summer party, AASEW members are heading out to Miller Park on Monday, July 22nd for a Brewers vs. Reds game. We are heading up to the Johnsonville Party Deck, a newly renovated area of the park in right field with enough perks to satisfy anyone, for food, fun, and hopefully a Brewers win await us.

There are still a few standing room only tickets available. If you are interested please give Kathy a call. (414) 276-7378

Vendor Registration Goes Live on August 1st!!

Whether you are a past AASEW Trade Show vendor or you are new to the association we need you at the 2019 Trade Show!

For details or to register go to www.aasew.org and click on the link.

ATTENTION AASEW MEMBERS:

Do you have vendors you love and think would benefit from sharing their products/services at the trade show? Please share this info with them. We would love to have them join the fun in October!

AASEW Mission Statement:

“The Apartment Association of Southeastern Wisconsin is your primary resource for education, mutual support and legislative advocacy for the successful ownership and management of rental property.”

The Apartment Association of Southeastern Wisconsin, Inc.

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Connections

Hi All,

I hope your summers are going fabulously! The AASEW has some great things going on, and the heat and sunshine aren't slowing us down!

We are getting things ready for the Trade Show in October. We are excited to have a national speaker as our keynote to kick off the day and will start registering vendors for their booths on August 1st. If you know someone who would find our trade show to be a great opportunity please share the info with them. (The easiest way is to direct them to our website where they will find all the info they need, or have them call the office and I can help them get things started.)

Our summer party is just around the corner. I love baseball and can't wait to enjoy an evening game on the Johnsonville Deck. Let's hope we top the night off with a Brewers win!

I'm really excited about our August meeting. Our list of topics and speakers/experts is almost set. I think it will be great learning night.

One last thing, if you know someone who would benefit from being a member of the AASEW please encourage them to join, bring them to a meeting as a guest, or share the info about the trade show and Landlord Boot Camp with them. We have so much to offer, but somehow we are one of southeastern Wisconsin's best kept secrets.

Enjoy the warm sunshine!

Kathy Sonier

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It's Independence Day in America. No matter where you are, I hope you had a splendid holiday full of friendship, joy, and pride.

While it's always important to reflect on the history that resulted in the freedoms our country offers. I would like to address another kind of independence: personal independence.

Consensus seems to be that one gains personal independence through three distinct facets: Education, advocacy, and well-being.

Education--The more you know, the better you can navigate the world. The more you understand other people and why they do what they do, the easier time you'll have carving out your own space of social and financial stability.

Advocacy--For causes, principles, and other people; the strength of your value system = conviction = personality = identity. For yourself; the better you can advocate for your own abilities and knowledge, and defend your decisions, the less likely you will become a victim.

Well-being--This is really the most important of all, as without your health, you can't accomplish very much. Take care of yourself physically, mentally, and emotionally.

Happy 4th, everyone!

Respectfully
Ron Hegwood

7 Ways Technology is Completely Overhauling Property Management



By Chad Gallagher | BiggerPockets.com

There's no question, technology has disrupted just about every industry over the past ten years. Tech has changed transportation, media, communications, retail, travel, and more. Yet, I've heard many people argue that real estate is immune to

much of the technology disruption due to its hyper-local nature. The CEO of a property management company even told me technology didn't matter for property management!

In many ways, the lack of tech adoption in real estate has created a massive opportunity for new companies and individuals. Since the opportunity is so great in real estate, I decided to write a four-part blog series on the disruption of technology in the real estate industry. In this series, I will cover tech disruption of property management, tech disruption of real estate investing, using digital advertising to scale real estate companies, and finally, a primer for what to expect in the future (think 2025). Hopefully these posts become a catalyst for investors to increase their technology usage. Feel free to [connect with me on BiggerPockets](#) to make sure you catch all four blog posts.

1. Going Paperless

First, property management can now be an entirely paperless business. When our property management company moved offices a few months ago, we literally threw away our filing cabinets! We kept one file cabinet because the Pennsylvania Real Estate Commission wants to see a file cabinet that can be locked! Years ago, a property manager would need to dig into a file cabinet every time there was a question about a lease, an owner contract, a maintenance bill, etc. The logistical and organizational issues with keeping physical copies of everything was a disaster and impossible to scale without mistakes. Property managers scan and throw away paper files with no file cabinets in the office!



2. Moving to the Cloud

Every document, interaction, text message, request, rent payment, employee manual, etc., sits in the cloud and can be referenced by anyone in the company with a click of a button. Even better, many

documents are electronic all the way through the process. Ninety-nine percent of all leases are now signed digitally—meaning a property manager or tenant can save tremendous time on logistics rather than trying to meet in person to sign a physical lease or application. An average property manager signs 10-20 leases a month. Let's say it takes, on average, one hour to get a physical lease signed. That means that digital leases can save a property manager 10-20 hours a month. That's a big deal, and is just a small piece of the puzzle!

Unfortunately, there isn't just one single type of technology to do everything. The best property managers will leverage a variety of technological solutions. But, we do also recommend using either [Dropbox](#) or [Google Drive](#) as a catch-all for anything that doesn't fit into the specific technology suites.

3. Maintenance Logging

Taking this concept one step further, a property management company can keep a record for eternity on every property. Let's play through a typical scenario: Tenant reports that the roof is leaking. Previously, a property manager would need to have the memory of [Ken Jennings](#) to remember the maintenance history of a property. *Did the property just get a new roof and she should call the old roofer under warranty? Does this roof always leak and therefore needs a different solution? Is it not a roof leak at all—but something unique to property that causes strange water run-off?* A backend database store this information, forever!

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7 Ways Technology is Completely Overhauling Property Management

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Putting together a system can be difficult, as often one technology stack does not have all of the features that you'll need. For example, the major technology platforms for tenant management are Buildium, Appfolio, and Yardi. However, a property management company that has full-time maintenance crews will need one to two additional, separate technologies to manage technicians like plumbers, cleaners, and carpenters. For example, with the right technology, a company can track, via GPS, where the contractor is at all times. This is a great way to make sure contractors are not overcharging for time spent on a specific job.

In addition, large projects require a much more difficult organization of timelines, tasks, priorities, and various contractors. Without technology tracking a timeline, major flips will almost always take longer, as it's very difficult to juggle jobs. But, implementing the right technology makes the project management much easier and lowers the overall project risks.

4. Tenants Ledger

Not only do properties have a history, but tenants also have a clean ledger that anyone can access. To make it even cleaner, our property management company doesn't accept cash at all. Seventy-five percent of the tenants actually pay online, and the rest pay via check or money order. Why not accept cash? First off, holding cash is a major security risk that we do not want to endure. More importantly, not accepting cash means a tenant can never *claim* that they paid a property manager when they haven't. Every transaction is kept in an online ledger that can be digitally accessed by the tenant and the property manager. When sitting in front of a judge to argue an eviction, it makes for a much easier discussion when there is a central ledger with transaction history and tracking codes.

5. Smartphones vs. Brick & Mortar

Smartphones have essentially replaced the need for massive, centrally located brick-and-mortar offices. Huge, expensive offices to hold physical files have been substituted by all the information on properties, maintenance, and tenants that's now available in the palm of your hand. Many of our property managers spend much of their days at the actual properties they manage—as everything they need sits in the cloud, available on their smartphone. We actually think big offices are a liability and a crutch—the best property

manager, in 2018, should spend their time at the actual property or working on their smartphone from the most convenient location.

Tenants now have a 24/7 emergency number to call, or they can put in a maintenance order via their smartphone. The new challenge for property managers is staying organized with all the different forms of digital communication. The single most important trait for the 2018 property manager is organizing electronic-communication flow. Throw away the physical journal!

Another key technology suite is the call-center operation technology. Vonage, Ring Central, 8X8, and Google Voice are all examples of different call-center technology options. Technology sends the call to a certain property manager or call center during work hours (and to a separate number during non-working hours) to handle emergencies. We actually service our emergency line with a rotating senior manager, but we've also heard some companies use off-shore emergency response call centers. A strong call-center technology connects those with issues to the right person 24/7.

6. Faster Rental Information Flow

The tech advantage begins at the stage of setting a rent amount. Rental information used to sit mostly in the memory of local investors and property managers. Now, you can find a decent rental estimate using different websites as data points.

To make it easier for our property managers, we just launched an app that sits on their phones with the *actual* rent amount for every property we manage. GPS mapping lets the property manager easily find units that are right down the street from the new rental house.

To find a tenant, a landlord used to post an ad in the local paper. The landlord often relied on a leasing sign outside the property to get interest. This process was slow and locally confined. Today, landlords list properties on sites like [Craigslist](#), [Apartments.com](#), [Zillow](#), and more, to generate interest from anywhere in the country from the tenant's smartphone or computer. Larger property management companies can even utilize SEO to rank in the top-ranked sites on search engines like Google and Bing. SEO rank matters because you want to be the first stop for a tenant in search of a rental.

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The *EVICTED* Exhibition in Milwaukee Refused Input from Landlords

By Heiner Giese
AASEW Legal Counsel

“We only want to show how evictions affect tenants.” That is what the organizers of the EVICTED exhibition told me when I attended the opening of the event on June 21 at the Mobile Design Box, 27th and Wells in Milwaukee. The exhibition first opened at the National Building Museum in Washington, DC in April of last year. It was inspired by Matthew Desmond’s 2016 widely popular book *EVICTED, Poverty and Profit in the American City*, and has display boards, video and graphic depictions of the effects of evictions on the lives of tenants. It is now going on tour around the country.

I had been in touch with the curator of the exhibition, Sarah Leavitt of the National Building Museum, since last year. I even sent her photographs showing what an eviction can do to a landlord’s property -- a loss of several thousand dollars – and the blighting effect of abandoned buildings once owned by the landlord Sherrena featured in the book. Sherrena had to file 70 evictions and eventually lost all her rental properties. None of this material is in the traveling exhibit. They claimed they didn’t have room for it.

Right when you walk in you will see a poster titled “WHAT IS EVICTION?” It claims that “*Eviction is wielded unfairly by many landlords . . .*” We landlords in Wisconsin know this is definitely not true. While there are a few bad landlords, the number of evictions brought improperly because a tenant has complained about a defective condition or because they had a fight with their boyfriend are a very small percentage. The exhibit ignores the truth that over 90% of evictions happen because of **nonpayment** and are a **last resort** for landlords.

Another exhibit display promotes the false narrative that eviction court is a “processing factory,” where the judges take no time to “consider individual circumstances” of the tenant. This is especially insulting to the court commissioners and judges in Wisconsin who make sure that every tenant who raises even the most questionable defense gets a delay and a hearing on their case.

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Once a tenant finds a property they want to see, they schedule a showing with a click of a mouse. How cool is that? Just like ordering a pizza, the tenant can schedule a showing, 24/7, without even talking to anyone. Three different technologies merge together so the showing appointment blocks off time on the property managers' calendars. This speeds up the time to fill tenants significantly.

Once the tenant finds the house they want to rent, landlords can easily do a credit check. With a couple clicks, you can find out if a tenant has ever been evicted. Eviction data is the most important data-point for a landlord to research.

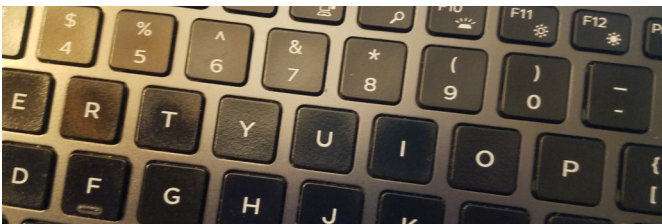
7. Integration Technology

Seamlessly integrating systems can be very tricky and time consuming. But you can't be a cutting-edge property manager or landlord in 2018 without integrating different technologies. We currently have licensed and/or built 14 different technologies to manage our properties. This creates an issue because technology updates from one system may cause an integration issue in the future. We have to constantly monitor our technologies to ensure everything still talks to each other correctly.

So What?

What does all this mean to investors? It means property management is improving everyday. Rates can be lower than they were even 10-20 years ago, without compromising service. Where it used to be normal for property management rates to cost as much as 10 percent, I believe 6-7 percent should be standard, in 2018 and beyond.

Additionally, advertising costs should be close to zero, and vacancy times should continue to decline. Amazon is a great example of technology driving down cost. These are all huge wins for investors: a 3 percent increase in net-profit off of gross income can make a massive difference to returns in the real estate industry.



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Milwaukee's Eviction Truth

By Carrie Maas
AASEW Member

As a Landlord in the city of Milwaukee I am too familiar with the problem of Eviction. Unfortunately, my opinion and the opinions of fellow landlords as to why evictions are on the rise has never been requested by reporters or media.

So here is the reason why eviction is on the rise. **Tenants are not paying their rent.** At least that is the reason here in Milwaukee and the Midwest. Maybe there is a housing shortage in states like California, Washington or Oregon, but not here in Wisconsin.

I have units available every month. I am constantly showing units, but cannot find tenants who can pass the lowest of standards. Those being, having an income and a rental history not filled with excessive drawn out eviction actions.

I now rent to people who have had evictions, but still cannot get tenants to fill my units because of fraudulent pay stubs, drug usage (not just pot), or their lack of being able to prioritize what their money should be spent on.

So instead of blaming the landlord for Eviction, why don't we as a society start expecting more from people and have them pay their rent. And if they do not pay the rent, stop calling them victims.

A victim is a person who suffers from a consequence that is not of their making. I evict people who provided fake paycheck stubs, W2's, and some have even provided friends and family to impersonate landlords or current employers. I evict people who have lost their jobs because they failed to show up for work or they could not pass a drug test or they spent their rent money on something other than paying their rent. It is hard to feel sorry for people who lie to you when you are trying to help them.

They are not victims. They are people who have heard for years that they are victims and they should not be ashamed for their behavior. Society has given permission for this behavior and then acts surprised when Eviction become a problem. Lack of responsibility will always result in problems.

Wake up. Blaming Landlords for Evictions is like blaming the police when you are caught drunk driving. We do not cause the Eviction, we are forced to do them.

Everyone in society does not want to hear or see the ugly truth. The ugly truth is we have gone off course. America can no longer afford to turn a blind eye to those who take advantage of our legal system, our generosity and our social services.

America needs to look at those being evicted and see that they are the reason for Eviction. Not poverty, not a lack of education, not a lack of social justice. It is the tenants' lack of responsibility and their failure to put rent as a priority.

As Landlords we are impacted heavily by eviction. We want a solution. We want to be part of the solution. But instead of our firsthand knowledge being requested, we are completely ignored and pushed to the side by media and agencies claiming their only goal is to help end the eviction crisis. Then as a final insult we are called slumlords or landlords who evict innocent people because they called building inspection on us. That is a false narrative and it must be stopped.

So Landlords stand up. Stop being afraid to speak. It is only a matter of time before laws are put into place to tell you how much to charge for rent, who you can and cannot evict, and maybe even, no eviction during winter months. The future has yet to be written, but without our input, it certainly will not be fair.



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A few words from our intern:

Since I have been a summer intern for the Apartment Association, I have learned so much about how the organization works and what makes it such a valuable group to be a part of. I have been spending most of my time working alongside Kathy, whom I thank dearly for giving me special marketing opportunities that I would not get elsewhere. One of the highlights of the job so far was getting to attend the REIA Trade Show in July. There was much preparation in order to present a great booth, and I got to experience firsthand how a trade show works from the inside out. My favorite part though was getting to talk to attendees about our association. It was like I was selling them on why they should join, something I found myself to be strong at. It will be exciting to see from who I talked to, how many new members we will gain. Even though it is already past the halfway point, I will continue to learn and grow through both Kathy and the rest of the Association!

-Ben Brandenburg

Did You Know ...?

By Dawn Anastasi
AASEW Board Member

The Housing Authority of the City of Milwaukee is updating its computer software as of September 1, 2019. They are now requiring landlords to sign up for direct deposit instead of receiving a paper check.

Direct deposit has several benefits over receiving paper checks. Paper checks can be lost, damaged or even stolen. Paper checks need to be deposited by the account holder. Even with the advent of mobile banking, it's still an extra step for the landlord to take.

Landlords can sign up for direct deposit on the Housing Authority website here: <http://www.hacm.org/Home/ShowDocument?id=102>

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AASEW CLASSIFIEDS

Do you have a property for sale? Are you looking to buy? Do you have equipment to sell, or something you are looking for? Do you have a job opportunity to offer? AASEW Classifieds can help! Bring a quarter page ad to the next meeting and post it on our board or use one of the forms provided at the meeting. This is a great way to advertise! After the meeting your sale item or job offering will be shared in the "What Happened" email. Reach our membership with just a quarter page ad! Questions? Call or email Kathy. She will be happy to help you get it set up!

At our general membership meetings, AASEW members are invited to fill out a quarter sheet form to advertise properties or tools they either would like to sell or they would like to buy. Members are also able to post job openings. We are in hopes this will continue to improve our members' experience. Forms are available at the meeting registration table as well as online. You are welcome to fill it out and bring it with you to the meeting.

*Please note:
All Business Members listed
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*The EVICTED Exhibition in Milwaukee Refused
Input from Landlords*

Continued from page 6

Another false narrative presented, which is being promoted lately by some biased studies, is that "landlords in poor neighborhoods make more money than in upscale markets."

The exhibition does have one new poster – "What Can a Landlord Do?" – which has suggestions for landlords to refer their tenants to social service agencies, to establish reasonable payment plans and to "avoid late fees and court fees as long as possible." That last bit of advice is ironic because many landlords often wait too long before filing a case, thus losing a whole extra month of rent. However, one positive and workable suggestion displayed (which I have strongly advocated!) is that a mediation program should be developed to keep more nonpayment cases out of court.

This exhibition will run into September. It is free of charge and is open 5-8 PM on Fridays and 10 AM to 4 PM on Saturdays. Go take a look. I think you can leave comments. Let them know of your experiences.



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The Perfect Tenant Move-In Package

By Sarah Block
www.landlordology.com

As a landlord, you have the opportunity to make the moving process easier for your tenants by giving them a thoughtful tenant move-in package.

No matter how many times I move, I seem to forget how to function in a new place. Do I need toilet paper and cleaning supplies? Where do I park? Are there move-in rules? That's a lot to keep straight when I'm also in the middle of hiring moving people (or begging my friends), arranging utilities, and forwarding mail.

My favorite part of being a landlord is creating a good experience for my tenants, which starts at move-in. Remember, being a landlord is a customer service job. If you have a great customer, you don't want to lose them at the end of the lease.

From the first impression to the last, a landlord should have great communication skills and give their tenants a positive experience.

First, the application process should be simple and straightforward. This can be accomplished with an online application, like the ones Cozy offers for free, plus clear criteria for requirements.

Second, you should clearly outline the tenant screening process, so the tenant knows what to expect.

Third, which is what we are focusing on in this article, is the tenant move-in packet. This is the first real impression you will make as a landlord. This is your opportunity to set your business relationship up for success.

What do I include in a tenant move-in package?

1. Informational binder

The most important aspect of a move-in package is the informational binder. In this binder, you provide all pertinent information the tenant needs to know.

- **Utilities** – Include the utilities and contact information.
- **Parking** – Is parking included? Is there an assigned spot? If it's street parking, do tenants need a city sticker?
- **Insurance** – Provide information for renters insurance.



- **Move-in rules** – Include any move-in rules. Do tenants need to move in on a certain day of the week? Do they need to use a special elevator?
- **Keys and codes** – Include copies of the keys, any codes tenants need, and garage door opener (if they have a garage spot).
- **Maintenance** – Have a section on what maintenance requests are included and what would be an extra charge. Outline how tenants make maintenance requests.
- **Payments** – Explain the rental payments. When does a late fee start? How much is the late fee? Can tenants pay online? If they don't pay online, where do they send their rent checks?
- **Forms** – Add a section in the binder with forms. Include forms on lease renewal, ending a lease, and—most importantly—a tenant move-in packet, including a move-in inspection sheet. Within five days of move-in, require the tenant to complete a simple move-in inspection form and turn it in. This is important for several reasons: one, any maintenance needs can be addressed immediately; two, the landlord has proof that the tenant agrees the unit is in its proper condition; and three, the landlord can better assess the cause of future maintenance needs.

The move-in binder does not have to be a physical binder. If you prefer digital, convert the "move-in binder" to a shared Google Drive folder that tenants can easily access.

Continued on page 17



Advertising rates
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Ad Size	#of runs	Total Cost
Business card	6	\$200
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Half Page	1	\$80
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Full Page	1	\$150
	6	\$600
	12	\$1000

Notes:

- Ads are black and gray scale in print unless other arrangements are made. Ads will all appear in color if color ads are provided in the electronic copy of the newsletter. (Ads may be in color if they are on the inside front or back cover at time of printing.)
- If an ad is changed during a run, blocks may still be purchased, however, there will be a \$25 charge for each new/changed ad.
- Additional costs may be incurred if your Ad needs to be designed or modified. Please contact Kathy with any questions or changes. (Kathy@aasew.org) (414) 276-7378
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*The Perfect Tenant Move-In Package**Continued from page 15***2. Gift**

A nice touch for move-in day is a small gift. Provide a gift card to a local restaurant with maps and brochures for local hot spots. A plant or bouquet of flowers is a nice welcome as well.

A gift is an opportunity to make a negative into a positive. I had a unit with no laundry in the building. As a move-in gift, I provided a gift card for a fluff-and-fold service that did laundry and dropped it back off. Landlords can write a portion of the gift off on their taxes.

3. Move-in kit

To make move-in day easier, provide a small move-in kit. The kit can be a gift basket with cleaning supplies, toilet paper, paper towels, air freshener, moving blankets (bonus: protects your floors), and a gift card for a local pizza place for a moving day meal. We suggest even providing bathroom essentials on move-in day.

Landlords have the unique opportunity to make moving an exciting and less stressful adventure. By providing some elements of customer service to your tenants' move-in day, you start your relationship off on the right foot. Tenants know exactly what is expected of them, and they know the value you place on keeping the unit clean and well-maintained. Creating the perfect tenant move-in package is the beginning of a positive business relationship.

Did You Know ... ?

By Dawn Anastasi
AASEW Board Member

Did you know that there is a service available to you at NO CHARGE (in Milwaukee County), to help you prevent property fraud? Property Fraud Alert is a notification service that alerts subscribers (via email or phone contact) each time a document is recorded with their name on it in the participating County Land Records office.

For more information, contact the Milwaukee Register of Deeds office at 414-278-4001. You can subscribe to this service at <http://www.PropertyFraudAlert.com>

**Rental Agreements:
Why One Year or Less**

By Carrie Maas
AASEW Member

As you are aware Rental Agreements should be one year or less. Having a lease that starts 3/1 and ends 3/1 the following year turns your lease into a commercial type lease; commercial leases do not allow for the use of a 5-day notice and instead you are required to send a 30-day notice for failure to pay rent. As you can guess with 30 days to correct for that month you will pass the rent due date for the following month starting a vicious cycle of issuing another 30-day notice.

These same Commercial Lease rules will also go into effect when Rent Assistance decides to stretch your contract beyond 365 days. Your signed lease agreement with your tenant for example will be commence 4/25/19 and end 3/31/20. Eventually your rent assistance contract will arrive and their contract will be for 4/25/19 – 4/30/20. According to the rules their contract term will supersede your lease that you have already signed with your tenant.

You have two options before you sign; accept their dates and have a lease that will not allow you to provide 5 day notices to your tenant OR insist that Rent Assistance change the contract terms to conform to a lease that is 365 days or less. After you have corrected the lease terms with Rent Assistance to be 365 days or less the tenant should sign an updated lease that will match the Rent Assistance terms.

If Rent Assistance will not adjust to the already agreed upon dates, and your tenant needs to be in earlier say the 25th of the prior month, you will need to have the tenant understand that Rent Assistance will not be paying any share for those 5 days and the tenant is fully responsible for those 5 days. In the past I have found Rent Assistance to be quite argumentative regarding this position going as far as to encourage the tenant to push for the lease terms that are over a year. Trying to make the Landlord the bad guy by making the tenant pay the extra 5 days of rent instead of Housing Authority. You either need to hold firm by having the tenant responsible or not collecting rent for those 5 days; which is small price to pay to maintain the ability to use a standard 5-Day notice.



Would you like to submit an article for publication in the AASEW monthly newsletter?

Here are the current submission guidelines:

- Deadline for all submissions is the first of each month.
- The newsletter will be delivered electronically to the membership on the 10th of the month.
- Limited print copies of the newsletter will be available at the General Membership Meeting following its publication.
- We are happy to accept one article per author per newsletter.
- Please keep article to approximately 500 words in length.
- Any edits made to an article (generally for length) will be approved by the contributor before it is published.
- All articles must be properly attributed
- The Editorial Staff reserves the right to select articles that serve the membership, are timely and appropriate.



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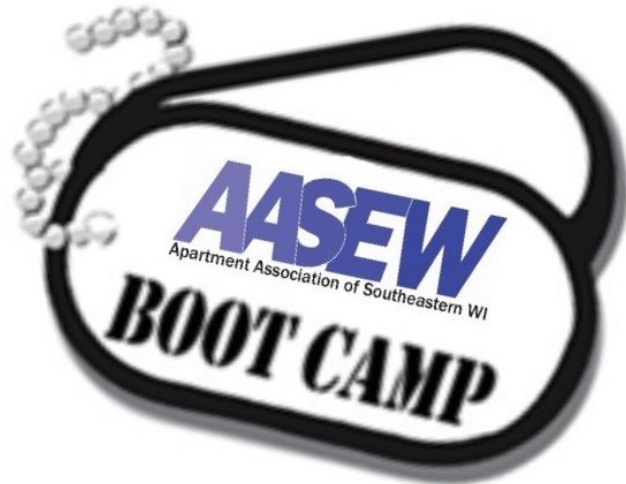
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Looking forward...

AASEW Summer Party– Monday, July 22, 2019 7 pm

Take me out to the ball game!

Enjoy a Milwaukee Brewers Game together on the Johnsonville Party Deck.

A few standing room only tickets are still available!!

Membership Meeting—Monday, August 19, 2019

Marketing and showings, how to process rental applications and how to interpret credit reports. Experts and great info! See you there.

Membership Meeting—Monday, September 16, 2019

Maintenance: A panel discussion with experts from multiple fields to offer advice and answer your questions.

Save the Date: AASEW 2019 Trade Show

Friday, October 11, 2019 at Potawatomi Hotel and Casino

Vendor booths go on sale August 1, 2019

Registration for attendees opens in September.

Save the Date: AASEW Landlord Boot Camp

Saturday, October 26th at the Four Points Sheraton Airport

Registration is now open. Sign up at www.aasew.org

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