

PMI FRANCHISEE PROFILES - TROY & PATTI ROBERTSON



PATTI ROBERTSON
PMI VIRGINIA

Virginia Beach, Virginia

Franchisee Since: 2019

**Number of Properties
Under Management:**
350+



Patti and Troy Robertson wanted to grow their Hampton Roads, Virginia property management business faster, smarter, and with the support of a proven franchise system.

By: Emily Clouse

Patti Robertson may be a new franchisee with Property Management Inc. (PMI), but this isn't her first franchising rodeo.

"I say we are in the business of hair and houses," laughed Robertson, who currently co-owns Great Clips, HomeVestors and Property Management Inc. franchise locations with her husband, Troy, in Virginia Beach, Virginia.

Originally from upstate New York, Robertson moved to Virginia Beach in high school with her family. While studying business and marketing at Old Dominion University, she began her journey within franchising, interning for a marketing firm that consulted with franchise brands. She was then hired by a franchisor right out of college.

At the age of 25, Robertson married Troy, and the two—by that time, well-aware of the benefits of a franchising system—bought an existing Jackson Hewitt tax preparation franchise while Robertson continued working her corporate job. Several years and a baby later, Robertson felt ready to forge her own path, so in 2000, the couple purchased a Great Clips franchise location.

In 2005, Robertson attended a multi-unit franchise conference in Denver, Colorado. She found herself surrounded by Blockbuster franchisees discussing what their next move would

be—as in, what kind of business existed that the internet would not compete with. The conversation struck a chord, and Robertson began looking for her next long-term opportunity.

In HomeVestors, Robertson found an intriguing opportunity to buy, fix up and flip houses—something online streaming would never be able to do.

"I love the challenge of fixing things," said Robertson. "My first job title was Troubleshooter, and now as an entrepreneur and business owner, that's still what I do today."

Robertson troubleshot the 2008 housing crisis by becoming a licensed agent, then a broker, and developing her own real estate portfolio. She and Troy then began managing rentals through their own local firm. Recently, they decided to look into franchising that company.

"We knew that we wanted to take that business to the next level. It was our only company that wasn't a franchise, and we knew that by joining a franchise brand, we would gain the ability to grow at a faster rate," said Robertson.

While attending a HomeVestors conference in Dallas last year, the Robertsons met representatives of Property Management Inc.

"We liked the people, and they reminded us of our other franchise companies: grassroots and family-owned and operated," said Robertson.

They joined Property Management

Inc. as franchisees, converting their management company in January 2019.

“To change up your brand name in today’s world, where it is out there in thousands of places, is a daunting task,” said Robertson.

“But getting involved in a franchise company holds you accountable. One of the things that was on our to-do list for a long time was restructuring the entities through which we own our properties. Converting to Property Management Inc. has helped us get straight organizationally.”

As a franchisee, Robertson’s online presence is monitored and scored, giving her actionable feedback on what she can do to improve. “My reviews are great, but I found out I need to focus on listing accuracy,” she explained. “There are still thousands of websites calling our business by the old name, which is hurting our search results. If I hadn’t joined Property Management Inc., I wouldn’t know that. It helps to get a bigger picture.”

Robertson says a perk of franchising is operating in an environment where she has peers. “We enjoy the camaraderie—and the accountability,” she explained.

“When you operate in a vacuum, you always think you’re doing great, so it helps to compare yourself with benchmarks that others have set. And when an individual person improves, the whole company grows. You have a country full of cheerleaders.”

As a property manager, Robertson loves helping people create passive income for retirement. “Many military veterans don’t realize they have a [Veterans Affairs] benefit that can help them buy a home with no money out of pocket—in fact, they can buy up to four units,” she said. “We know the strategies. I love helping our clients diversify their assets.”

A natural-born problem solver, Robertson created the Hampton Roads Landlord Association after noticing that not enough landlords consider themselves serious businesspeople or take the time to educate themselves on the issues. The group meets at least once every month.

“The purpose is to elevate the level of landlording in our market,” she explained. “By sharing stories, tools, systems and ideas, the Association helps the entire community. Our biggest enemy isn’t bad tenants—it’s a lazy landlord who would rather move a tenant out and not cause a scene than to take the effort to file a court judgment and warn the rest of the landlord community.”

Robertson is a busy woman. She is the previous president and a lifetime board member for Tidewater Real Estate, Virginia’s oldest real estate investing company. She serves on the advisory board for the City of Norfolk, where half of all occupants are renters. She also advises on the board of Rent Ready Norfolk, where she serves as an instructor for landlording classes.

“I personally define success by the number of folks I’ve been able to help achieve success in their own lives,” said Robertson. “Before getting into the hair salon industry, I didn’t realize that it’s a really hard job on your body. I always ask that staff, ‘What are your long-term goals outside of the industry?’ even if that ends up hurting my staffing needs. I believe that people need to have long-term plans for their lives.”

Robertson is still finding plenty of time to grow her Property Management Inc. franchise. As of publishing, she and Troy own around 45 total properties. “We are uber-focused on growing the business,” she said. “We want to get to 2,000 doors under this management.”

When asked how she plans to increase the number of properties so impressively, Robertson replied, “We’re doing it one house at a time.”

Emily Clouse is a staff writer for 1851 Franchise. Her work has been featured with publications such as The Onion, Reductress, and Chicago Magazine. She graduated from The Ohio State University before running away to join the Peace Corps. In her free time, she enjoys drawing and walking to Jewel-Osco.



**Property
Management^{INC.}**

**Contact: Morris Shamouni
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CASEY HOWE
PMI PLYMOUTH

**Plymouth,
Massachusetts**

Franchisee Since: 2019

**Number of Properties
Under Management:**
115+



Contact: Morris Shamouni
Phone: (310) 901-5611

From Software Leadership to Property Management, Local Husband and Wife Team Bring Property Management Inc. to the Heart of South Shore

By: Jason Heilweil

President and owner of PMI Plymouth Casey Howe sees early success and looks for continued growth in the Northeast market.

Property Management Inc. has made quite the splash in the real estate and property management industry over the last several years. In fact, the company recently earned the top spot in Entrepreneur's 2019 Franchise 500 ranking real estate category for the third consecutive year.

One franchisee who has seen this type of success early in his time with the brand is Casey Howe, President and Owner of PMI Plymouth, Massachusetts. Howe truly loves the challenge of building things, especially when it comes to building teams.

"Having worked in software leadership in areas like Silicon Valley, I have had the opportunity to build teams of up to 50 people or more for various projects throughout my career," said Howe. "When my wife and I discussed potential opportunities, we ultimately made the decision to move from San Francisco to the Cape, where she is from originally. Once the move was complete, I started looking at various business models to see what could be a fit, based on my background and interest areas."

Ultimately, Howe wanted to find an opportunity that would allow him to build business in which market conditions were favorable to providing an opportunity to become the No. 1 ranked property management company in the region, and top producing franchisee nationwide.

"When looking initially, I narrowed the options down to just a few business models that I felt the local area had a need for," said Howe. "There were several vacation management and rental companies in the market, but there wasn't one long-term option that really felt like a strong fit for me. After doing additional research, I found PMI and really felt they were the best option. During all my research, they continued to show up at the top of every search. Knowing that I would have the ability to build something with their overall support meant it was a no brainer."

Howe and his team currently service customers from Boston to the Cape, including Plymouth, South Boston, Fall River, South Shore and beyond.

"The market is a great fit for PMI," said Howe. "Our business offers full-service solutions to clients in the area, whereas other companies require you to work with a realtor for one thing

and then various other companies and contacts along the way. We work to make the process seamless, so our customers feel as comfortable as possible the whole time."

Consistent with its status as a real estate and property management leader in the area, Property Management Inc. has also leveraged the ongoing real estate boom in and around Boston over the last few years. In fact, in 2017, Boston added more housing than it had since the '90s, releasing an estimated 5,349 permits for new properties, apartments and condos.

The spike in permits ultimately led to a 17 percent increase in housing permits when compared to the number of permits released in 2015.

"Beyond our day-to-day customers, we are heavily focused on the investor market in this region," said Howe. "Boston is a city that has survived economic downturns better than most and is continuing to expand and grow. There are a lot of investment properties people are buying in New Bedford and other surrounding areas and Boston's been categorized as a top market for real estate investments."

Howe and his team are also looking for more ways to be involved in the community. "There is an organization in the Cape, called the Housing Assistance Corporation," said Howe. "They offer a continuum of housing programs that evolve with the changing needs of the community. My wife and I are looking to work with them on a few initiatives."

Expansion plans for the Plymouth team are ambitious. "We want to be the number one property management and leasing company in New England," said Howe.

"This includes excellent customer service, local reviews and word-of-mouth marketing. We are prepared to hire ahead of when we need labor and to spend toward marketing in order to bring services to clients that they aren't receiving anywhere else."

Jason has been in the public relations industry for nearly 10 years. Having worked for a handful of both large and mid-sized agencies over the years, he has specialized mainly in the consumer sector managing media relations, consumer event and influencer efforts for brands including MARS Chocolate, MARS Petcare, Unilever, Jack Daniel's, Goose Island Brewery, Campbell's, HORMEL, Motorola, Coupons.com and more.





WENDI YUILL
PMI LAFAYETTE

**Lafayette,
Indiana**

Franchisee Since: 2019

**Number of Properties
Under Management:**
160+



* Designed by TownMapsUSA.com



Contact: Morris Shamouni
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How PMI Opened New Doors for Wendy Yuill's 22-Year Property Management Career

The experienced property manager decided that instead of starting her own business from scratch, she'd leverage the robust systems and processes offered by the growing franchise.

By: Emily Clouse
7/26/19

Property Management Inc. (PMI), the leading property management franchise that purchases across the four pillars of residential, commercial, association and vacation real estate, experienced a strong spring and continues to grow throughout this summer. In March and April alone, the brand awarded 22 new franchises.

One of those was with Wendy Yuill, a franchisee in Lafayette, Indiana who has been in the property management business for more than two decades.

"I have gained 25 more doors since joining as a franchisee," said Yuill, who officially opened with Property Management Inc. in May. "I'm now at 69 doors but want to add another 125 by the end of the year. I know that sounds like an ambitious goal, but I'm determined to get there."

Yuill has good reason to believe she can reach her goals—even if she came into the property management field by chance 22 years ago.

In 1997, Yuill was working at a bank when it was downsized. "They let several of us go at lunch, right after the holidays," she recalled. "I'm a single mom and I didn't get any child support. I didn't know what to do—so I went and got a newspaper."

Yuill found a job listing for leasing consultants at a company called WH Long. She went to the office to apply in person and was interviewed on the spot. She got the job. "I was like, 'I don't know what this is, but I can do it,'" she said. "I was really excited. I must have caught on really quickly because I was promoted to assistant manager within six months."

Within her first five years, Yuill got her first property to manage on her own with a small mom- and-pop company. She then bounced between a few companies as she gained experience in the industry, managing bigger and bigger properties as she went. "I've managed apartments, single-family homes, retail storefronts, mobile home parks—a slew of different things," she said.

Yuill, who is also a broker, found PMI several months ago while researching property management solutions. "I could have started my own company, but I wanted to have all the systems in place," she said. "I have been doing this

for a long time, but not all of the processes on the back end."

PMI provided Yuill with all the proven systems and technology that made branching out on her own smooth and easy. "With PMI, it was all there—I just had to get everything set up," she said. "If you build a strong foundation, you can build anything on top of it. I was worried that if I was doing this all on my own, what if I missed a piece and didn't realize it until down the road when things started to crumble?"

Now a few months into the process, Yuill is glad she went with PMI. "There have been several instances where I go, 'I would not have set that up—and it would have been a problem!'" she said. Her conversations with the leadership team, including director of franchise development Dan Berry and president Steve Hart, are really what sold her on the franchise. "After having several conversations with Dan, Steve Hart personally contacted me and I had a couple of meetings with him," she said. "They seemed very knowledgeable about their product, enthusiastic and very supportive. All the franchisees I spoke with also talked about how great it was."

Yuill recently completed her franchisee training with PMI in Utah. As a new franchisee, Yuill is particularly excited about all the technology made available and affordable to her through PMI, including Tenant Turner, an online platform that automatically corresponds with tenants who express interest in a property.

"It asks them some qualifying questions, then sets up appointments. It saves so much time and energy," she explained. "Before I had this set up, I got 157 email inquiries about a property in its first two days. I had to physically respond to each one. At that point, I immediately signed up for Tenant Turner. I was like, 'Where was this months ago?'"

Long-term, Yuill's goal is to grow by 150 to 200 doors per year. "It's awesome because I can focus on my own vision," she said. "I think my owners are happier since I've converted, and I know I am."

I enjoy what I do. **If anyone is thinking about partnering with PMI, I would highly recommend doing it.**



PMI FRANCHISEE PROFILES - JOSEPH HECKEL



**JOSEPH & STACEY
HECKEL**
PMI ARIZONA
Glendale,
Arizona

Franchisee Since: 2008

**Number of Properties
Under Management:**
125+ Residential
50 Vacation Homes



* Designed by TownMapsUSA.com



Contact: Morris Shamouni
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PMI's branding caught Heckel's eye in 2008, and the franchise's growth, structure and technology made it easy for him to decide to sign on for another decade.

By: Emily Clouse

Joseph Heckel joined Property Management Inc. (PMI) as a franchisee in 2008 when the brand was just getting its start. A decade later, he's signed on as PMI's first 10-year renewal partner.

"I've been here from the get-go. Major changes have happened over the years," reminisced Heckel. "I saw the direction PMI was headed back then, and that's where the brand is now. Leadership has structured the branding, the processes and the controlling of costs. That's why I renewed."

Property Management Inc.'s evolving use of technology over the last 10 years has been a highlight for Heckel. "When I started, we had paper everywhere. I love PMI's streamlining of management processes and I love the open communication," he said. "We use technology to get franchisees together on the same page. Those platforms are solid and growing. PMI is in the high-tech world now."

Heckel also appreciates the marketing tools, including social media, that PMI offers to franchisees to help expand their businesses, as well as those third-party partnerships that help keep down costs. "Property Meld is a third-party vendor that helps handle maintenance," he explained. "Your business's phone is answered all the time and it's not by a direct employee. I'm not paying for their payroll taxes, insurance, 401k and all those costs that bring down your overhead, but my business benefits from the service."

Heckel began his real estate career flipping houses alongside his brother in 2002. The next year, he obtained his license and began practicing full-time as a buying and selling agent. "When the market tanked in 2008, a lot of my investors said they wanted to buy in bulk, so I needed a property manager," he said. "I decided to get my broker's license and search for a property management franchise."

By the time he discovered PMI, Heckel had several years of experience managing residential properties under his belt and was ready to break into the commercial market. "I looked at all the big franchises as well as

Property Management, Inc.," he said. "What caught my eye was the branding. I was one of the first five franchisees to sign on."

Heckel was sold his franchise by Steven Hart, founder and president of PMI. Over the next decade, Heckel and his team grew every aspect of his business, expanding across real estate categories thanks to the resources provided him as a member of the PMI franchise system. Unlike other property management companies, PMI manages across the four pillars of residential, commercial, association (often HOAs) and vacation real estate.

When he first started, Heckel didn't have any properties or real estate agents to claim. Today, he employs more than 15 agents and operates across all four of PMI's pillars. "We manage 125 single-family homes, 50 vacation homes, which is the equivalent to 500 single family homes, and have acquired commercial property," he said. "We're set to close up to 10 deals this month alone."

Heckel is proud of where PMI has helped him take his real estate business. "We are a full-service brokerage that can handle anything dealing with real estate," he said. "The only thing we haven't touched yet is development—that's going to be further down the road."

Indeed, Heckel has plenty to look forward to over the next 10 years. "I want to have every tier that PMI offers up and running full-boat. I want to run every division separately, from HOA management to single-family, vacation, commercial and multi-family dwellings," he said. "I'm looking forward to growing with the PMI family."

Emily Clouse is a staff writer for 1851 Franchise. Her work has been featured with publications such as The Onion, Reductress, and Chicago Magazine. She graduated from The Ohio State University before running away to join the Peace Corps. In her free time, she enjoys drawing and walking to Jewel-Osco.





**DAN & RENEE
KENNEDY
PMI AUSTIN**

**Austin,
Texas**

Franchisee Since: 2019

**Number of Properties
Under Management:**
Start-Up



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Dan and Renee Kennedy Join the Property Management, Inc. Team to Kick Off Expansion in Texas

With the recent development of PMI Austin, the property management franchise network is hoping to expand further into the Lone Star State.

By: Luca Piacentini
10/17/19

In 2013, Dan and Renee Kennedy moved to Austin, Texas from California to get involved in real estate—Dan in residential home building and Renee in commercial real estate. Soon, as their careers evolved, the couple immersed themselves in the Austin community, starting their own custom home building firm named Avenue B Development.

When Avenue B Development began expanding into the management of larger, multi-family properties, the Kennedys realized the firm did not have the systems in place to handle the increased volume of occupants. Although their company was selling and holding these larger properties, Dan and Renee needed more structure to deal with the tenants—and that's where Property Management, Inc. came into the picture.

"In late 2018 I approached my business broker and told him that one of our biggest problems was property management," said Dan Kennedy. "Everyday, I was dealing with all of the tenant phone calls and issues and I knew our firm wasn't set up for that level of property management. When I was told of the franchise opportunity at Property Management, Inc., I knew it would be a great fit for our business."

PMI was founded in 2008 with the goal of creating the nation's largest residential, commercial, association and vacation management franchise network. Since then, the property management company has expanded exponentially, becoming unmatched in the industry and providing a consistent revenue-generating model that helps hundreds of property managers realize their dreams of successful business ownership.

"My wife and I got on a call with the sales manager for PMI and he laid out the steps for potential onboarding," said Kennedy. "The overhead costs were affordable and the fee structure was very reasonable. As a company, there are a lot of turning wheels that go into the property management business and PMI offered a chance to confidently adopt those systems and processes."

According to Kennedy, the couple went through three months of training to learn the system, including a workshop in Utah. "PMI's six-week comprehensive pre-opening training teaches franchisees the ins and outs of the property management business, preparing them for success from day one," said Kennedy. "In addition to weekly business launch training sessions, we receive ongoing support through webinars and workshops that develop the expertise necessary to remain on the cutting edge of the industry."

As the owner of Austin PMI, Dan's goal is to provide a higher level of customer service in Austin's property management industry, utilizing PMI's national success formulas to maximize the property owner's asset values. "I own several rental properties of my own, so I understand the importance of having a qualified property management company diligently working to address all of the needs and requirements of a well-maintained and attractive property." Now, PMI is looking to follow the Kennedys' lead and expand into the rest of the state. "Texas is one of six states in America without a state income tax, which makes the red tape of business ownership much easier," said Kennedy.

According to a 2019 Central Texas Housing Market report, Austin's real estate market is continuing to grow, with home sales spiking 15% in 2019. "The Austin, Texas market has proven to be a great fit for PMI—it is one of the fastest-growing cities in America with a booming tourist industry and a great business climate," said Kennedy. "There is a high percentage of second homes and a thriving rental market. More young people are moving here and investing in properties, including a large number of multi-family homes on the outskirts of the city."

While the Kennedys' independent business was successful in the greater Austin area prior to partnering with PMI, being a part of a franchise has provided the couple with a valuable support system and a well-established partner who is versed in all four pillars of the property management industry. By custom designing solutions to fit any and all requirements and budgets, PMI streamlines the property management process and generates consistent, reliable income for clients across the nation.

"Whether it is a single-family home, a multi-tenant property or commercial space, PMI can assist in all property management and real estate transactional needs," said CEO/Founder Steve Hart. "PMI leverages its software system to streamline operations for franchisees, giving property managers like Dan and Renee Kennedy all of the tools they need to run their business effectively and efficiently. PMI also provides advanced marketing services that focus on traditional, online and referral marketing, helping franchisees streamline the sales cycle and consolidate lead generation."

With over 250 locations and plans to become the largest property management franchise in the country, PMI plans to repeat the success of PMI Austin throughout Texas. The state's booming real estate industry, lucrative business climate and strong investor market provide Dan Kennedy and Property Management, Inc. the perfect market in which to grow.



PMI FRANCHISEE PROFILES - HOWARD & LORI HARRIS

An industry veteran partnered with the fastest growing property management franchise, eager to tap into the brand's growth potential and endless resources.

By: *Samantha Chmara*

In 1989, Howard Harris first began as a real estate broker and eventually transitioned into property management. He originally started in business brokerage, successfully selling over 100 businesses in and around the Antelope Valley.

In 2003, he was assisting in the sale of a property management company when the owner offered to sell Harris the company. Harris quickly decided to buy it and came to own his first property management business. As his company grew, Harris managed nearly 70 properties with the aid of his wife, Lori, who was also a full-time nurse.

Shortly after reaching approximately 100 properties. Howard and Lori realized they needed a full-time employee to replace Lori, who was still a full-time nurse. This is when the decision was made to expand the family business with their daughter Alissa.

Harris found that his independent property management company was enjoying impressive growth while increasingly presenting him with scaling concerns. Harris, a 15-year property management veteran, decided it was time to partner with a company that would not only grow his client base, but also provide the resources necessary for healthy expansion.

Harris discovered Property Management Inc. through a business opportunity. He had owned his own business, Antelope Valley Property Management, located in Palmdale, CA since 2003, opting to convert his

company to a PMI location in 2018. His decision to partner with a franchise was inspired by the Harris' decision for Lori to leave nursing and join the family business. Howard realized that with the guidance and training of Property Management Inc., he could fulfill his needs by expanding into the world of Homeowner's Association management.

"I was looking for an opportunity that would allow Lori to be involved with the business," said Harris. "She's a full-time nurse, but within the past few years, she's strongly considered trying something new in life. She managed the books for my previous company and after a taste of the business life, she's found a new calling, specifically in the Homeowner Association market."

For Harris, finding a business that would allow for growth—both internal and external—as well as one that guaranteed community involvement was imperative. Harris's long career in real estate brokerage and property management meant he had a keen eye for spotting the right business to partner with.

Harris's company was growing in disproportion to the amount of clients he had, and he wanted to expand beyond residential real estate. He looked to franchising, conducting research and networking with clients to learn more about other opportunities to partner with an established brand.

The Harris's attended the 2018 Property Management Inc. Summit in Las Vegas to learn more about the company. According to Harris, both of them were sold on the brand. The event was a tremendous opportunity



LORI HARRIS, ALISSA EDWARDS, & HOWARD HARRIS
ANTELOPE VALLEY
PMI

Palmdale, CA
Antelope Valley
Franchisee Since: 2019

Number of Properties
Under Management:
200+



for Harris, who was able to connect with Steve Hart, President of Property Management Inc. In their conversation, Harris was drawn to the details and potential for growth that Property Management Inc. has to offer. He decided to move on the franchise opportunity.

“My independent business was well-respected prior to partnering with Property Management Inc. However, being a franchise gives you a sense of peace and comfort,” Harris said. “It’s bringing on a well-established partner who is versed in every facet of business management and works just as hard as you do to ensure your company’s success. Lori and I are proud to say we are Property Management Inc. partners.”

Harris opened his Antelope Valley Property Management Inc. franchise at the beginning of March 2019. His location is situated in Palmdale and he services the Antelope Valley region, including Lancaster and Palmdale.

During the conversion to Property Management Inc. our books balanced to zero, which is rare to transition so smoothly and would not have been possible without the incredible work of Alissa and the franchise team.

Harris stated that while his location is still getting through the transitional stage, his office experience of more than 15 years has already earned him about 200 properties. Since he started working with Property Management Inc., he has been given an incredible chance to grow his business in order to allow the entire family to work in the business should they decide to. Howard and Lori have two other daughters, Lacey and Ellen.

“The Property Management Inc. corporate team is as solid as they come,” said Harris. “The brand is a great concept and one that executes exceptional service. They are community-driven, which I deeply appreciate.”

In fact, Harris attributes much of his growth to local involvement. The Antelope Valley community has already identified his company as one that stands out. His location has been recognized by the community and by Antelope Valley Press as Antelope Valley’s Best Property Management Company for the second year in a row.

Harris is currently involved with the Antelope Valley Fair Association and Lancaster West Rotary, previously serving as President for both organizations. Harris is also on the Board of Directors with Antelope Valley Sheriff Boosters, co-chairing their latest fundraiser “Casino Night” which raised over \$200,000 in 2019.

“Most of the people I’m connected with in the community are my friends,” said Harris. “We’re helping each other grow our businesses and sharing our successes. The Antelope Valley region is home to a unique community and I’m happy to service my community with the help of Property Management Inc.”

Harris attributes the brand’s success to the Property Management Inc. team, his incredible family and staff, the owners and tenants with whom he works and the community’s involvement, all of which have helped the business flourish.

“People want a professional who really knows what they are doing,”

said Harris. “With Property Management Inc. there is a solid backing for moving forward and educating ourselves on the field even more. We’ve been able to achieve such growth already; 80% of our clients have come to us through referrals alone. It’s evident I’ll continue to grow as a franchise with the increased amount of resources the brand provides.” Harris is confident that his Property Management Inc. will continue to expand throughout the year. While the business is just beginning, the industry experience Harris brings to the table is critical to securing clients. Currently, his furthest client lives over 1,000 miles away, while his closest client lives next door, meaning there is plenty of opportunity for growth. Harris is eager to explore Homeowners Association management options in the area, as well.

Harris has a goal of doubling his business by the end of 2019. He has set the bar high for himself, with an ultimate goal of managing over 1,000 properties and is confident that the company will continue to grow even more now that there is a solid foundation laid out for him with his Property Management Inc. partnership.

Samantha Chmara is an 1851 contributor and a graduate of Aurora University.



**Property
Management^{INC.}**

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