AN I SELL INCOME™ GUIDE

THE LANDLORD LIFESAVER™

A PRACTICAL GUIDE TO SUCCESSFULLY OWNING & MANAGING RENTAL PROPERTY

Practical systems. Real experience. Better investments.

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I SELL INCOME™
BUILDING WEALTH. PROTECTING PEOPLE.
Creating Freedom.

TOOLS, INSIGHTS, AND SYSTEMS TO PROTECT YOUR INVESTMENT AND YOUR PEACE OF MIND.

The Landlord Life Saver-

"Real estate has changed my family's future—not because every investment was perfect, but because I stayed committed to learning, improving, and making thoughtful decisions over time. My hope is that this guide helps you do the same."

— Paige Kovari

PRINCIPLE 1

⚖️ Know the Law Before You Need the Law

One of the biggest mistakes a landlord can make is waiting until there's a problem to learn the rules.

By then, you're already behind.

Whether you own one rental property or twenty, you should have a basic understanding of the laws that govern your business. Every state—and sometimes every city or county—has different requirements. Knowing those rules before you need them can save you time, money, and unnecessary stress.

As a landlord, you should understand:

✓ Your state's landlord-tenant laws

✓ Local rental ordinances

✓ Fair Housing requirements

✓ Your rights as a landlord

✓ Your tenant's rights

✓ Your lease requirements

✓ Security deposit rules

✓ Notice requirements

✓ Local licensing requirements

The goal isn't to become an attorney.

The goal is to know enough to avoid expensive mistakes and recognize when it's time to seek professional help.

💰 I Sell Income™ Pro Tip

Professional landlords don't guess.

They prepare.

The more you understand before a problem arises, the more confident you'll be when one does.

🛠 Landlord Lifesaver Tip

Create one folder containing:

- State landlord-tenant statutes
- Local rental requirements
- Fair Housing resources
- Blank notice forms
- Your lease template
- Emergency vendor contacts

You'll rarely regret being overprepared.

💬 Paige Says...

"The best time to learn landlord-tenant law is before you have a tenant problem."

PRINCIPLE 2

💼 If You're Running a Business, Act Like a Professional

Owning rental property isn't just collecting rent. You're operating a business.

That means your decisions should be based on written policies—not emotions.

Professional landlords build systems that create consistency.

That means having:

✓ Written screening criteria

✓ Standard lease agreements

✓ Consistent communication

✓ Organized records

✓ Professional vendors

✓ Clear expectations

✓ Calendar reminders

✓ Maintenance schedules

Professional landlords don't make decisions based on who asks the loudest.

They make decisions based on written standards that are applied consistently.

⚖️ Fair Housing Matters

If you're operating a rental business, you're expected to understand and follow the Fair Housing laws that apply to your property.

Your job isn't simply to find a tenant. Your job is to apply your criteria consistently, professionally, and fairly.

💰 I Sell Income™ Pro Tip

Professional landlords don't make emotional decisions.

They make documented decisions.

🛠 Landlord Lifesaver Tip

Write your screening standards before you advertise your property.

Never create them after applications begin arriving.

💬 Paige Says...

"Professional landlords don't have fewer problems. They simply have better systems."

PRINCIPLE 3

🧠 Never React. Always Respond.

Rental property can be frustrating.

Late rent.

Property damage.

Lease violations.

Unauthorized occupants.

Every landlord eventually experiences them.

The difference is how you respond.

Whenever something happens:

Pause.

Read your lease.

Review the applicable law.

Document the facts.

Then respond professionally.

Emotion usually creates more problems than it solves.

Professionalism almost always creates better outcomes.

💰 I Sell Income™ Pro Tip

Emotion is expensive.

Preparation isn't.

🛠 Landlord Lifesaver Tip

Before sending an email or text, ask yourself:

- What does my lease say?
- What does the law say?
- Have I documented everything?
- Would I be comfortable reading this message in court?

If the answer is yes...

Hit send.

💬 Paige Says...

"The lease should make your decisions—not your emotions."

PRINCIPLE 4

📖 Know Your Lease Better Than Anyone

Your lease is one of the most valuable tools you own.

Don't wait until something goes wrong to read it.

Know it before you need it.