

NOI STRATEGIES FOR THE NEXT GENERATION



The Three P's Of NOI Growth

A Session by Rich George, CAPS, CHPE, HOM, Broker
NOI Coach & ApartMentor

About This Session: This session will walk participants through case study and application, to realize the impact of the decisions that they make every day. Rich has determined throughout his career that the Three P's of NOI are what separate assets that have acceptable performance from the outrageously successful assets. If you are looking for ways to energize and engage your team to find exceptional results in the growth of value, then this is the session for you.

Learning Objectives:

- a. Participants will obtain strategies that impact the value of the investments they manage.
- b. Participants will practice the skill of determining the value of an investment.
- c. Participants will embrace the concept that they are "owner's advocates" not "resident advocates".
- d. Participants will apply the value formula to every management decision that they make.

Session Outline: In this enlightening session, participants will understand the "why" behind NOI growth and sustainability.

- I. Introduction to session and topic
 - a. Introduce a case study in NOI Growth
 - b. Distinguish the difference between "property management" and "investment management"?
 - c. Understanding the Impact of NOI on value
- II. The 3 P's of NOI
 - a. People
 - b. Policy
 - c. Pride Points
- III. Summary
 - a. Everyday decisions are simple math problems
 - b. Applying the 3 P's

Register Now!!!

Date: 06/01/2018

Time: 9:00 am – 12:00 pm

Cost: \$99.00

**Location: Your Organizations
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Rich George, is the Founder of NOI Coach, a business coaching, consulting and training firm based in Michigan and Apartmentors a collection of industry thought leaders focused on talent development. A successful executive with over 25 years of experience, Rich brings a passion for employee development and culture building. Rich's background includes the management of over 2 billion dollars of real-estate, and over 100 million dollars of capital re-investment. Known for his team building, culture changing, and leadership skills, Rich inspires audiences nationwide.