

## Deferred or Discounted Fees

Property management is a high stress, labor intensive, nickel/ dime business and there is no room for discounts or referral fees. However, there is always room for ‘offsets’, “tradeoffs” and “deferring fees” and Crown is open to figuring out creative ways to help its clients control expenses. Here are some things we are open to:

### 1. **Buy investment houses from us:**

Do this and you will automatically receive discounted fees. If we are earning a commission on a sale, (offsets) we can reduce fees on the management. This is not an option in all cases. Ask in advance of buying houses from us.

### 2. **Partner with us in our growing business:**

If you refer us another owner, who rents his home through Crown, then we will waive a portion of your management fees. Refer four a year and get free management on one of your properties for a year.

### 3. **Share in the ownership of the property:**

Occasionally, we have taken a share of the ownership of a property, thereby sharing the benefits of ownership, in exchange for lowering the fees and producing better cash flow for the investor.

### 4. **Deferring fees when selling:**

Occasionally, Crown will ‘defer’ some of its fees to a later date (like when the house sells) to ease the cash flow crunch during the holding period. Some owners will postpone current fees and pay them out of the re-sale of the property. Agreements have to be signed, and documents have to be recorded, but we are open to this option.

### 5. **Profit Sharing:**

If you are buying a property to resell, or lease purchase, Crown may agree too ‘share profits’ instead of charging current fees.

Rewards are easy; trade offs, offsets, and deferments are tricky. We think long and hard before we give up ‘current fees’ in exchange for the possibility of ‘future profits’. We have tried many things with our clients in the past and have had mixed results. We have learned, adjusted our formulas, tweaked the format, and are open to discussion with our clients about deferment, offsets, and opportunities to ‘share in the deal’. We are generally willing to work with you in order to improve your cash flow when you need it most.

Crown’s investment department thinks “outside the box” and is open to all forms of creative deal sharing. We encourage you to open the discussion, let’s see what we can do together!