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**MILLENNIUM REALTY**  
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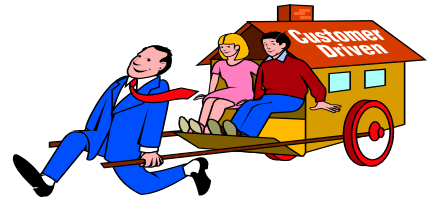
**Happy New Year and Good Bye 2008**

Our new years resolution is providing you with information that you need through sources such as this newsletter that will be sent to you on a regular basis. Keep your eyes peeled for contests, freebees, deals, and some great information.

For those of you that pay your rent early you should be pleased to know that we implemented a new program this past year. Each time a tenant paid early, we placed their name into a hat. On December 15th, we drew and gave away a computer system complete with a flat screen and printer. This past year's lucky tenant was the Laird's and they plan to use the computer for their children's studies. As a side note, we are giving the Louvier's an honorable mention, as they are the Tenant with the most entries for 2008. Just a reminder... we do accept MC and Visa as well as provide deposit slips for those that want to make their rent payments by direct deposit.

**NEW NEWS:**

We have added a new team member to our staff, Darcy Sabo. Darcy has been in real estate for over 10 years and will be a huge asset to our team as our new Director of Tenant Relations. While Daryl Neisess will continue to be your contact for maintenance and company related issues, Darcy will be advocating for our Tenants and assisting with our marketing efforts. Feel free to call her just to say hi ... her contact information is [sabojon@msn.com](mailto:sabojon@msn.com) or direct at 678-919-7776. She will be contacting you shortly to make sure that you are pleased with your current occupancy and our company.

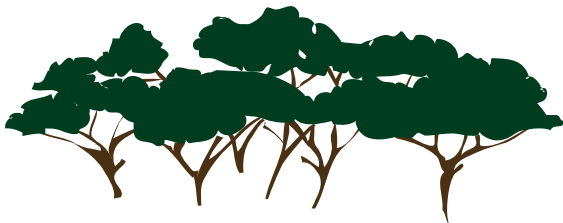


**DEAL OF THE MONTH:**

If you would like some Daffodils to plant in your yard, let us know. We have Daffodils that we will give to you to plant at the properties. They are beautiful, easy to care for and return every year more plentiful than the previous year.

**REMINDERS:**

Late January/early February is the time to trim those Crape Myrtles and other shrubbery and trees around the properties. It's a good time to make some plans relative to lawn care. Now is the time to apply pre-emergent weed control. This is readily available at your local home supply stores and is easily applied. Cool weather grasses (fescue) should begin to green-up relatively soon. Warm weather grasses (bermuda, zoysia and centipede) will not green-up until late April or early May. Fescue should be mowed to maintain a height of 3 to 4



**CONTACT INFORMATION**

Daryl Neisess, Property Manager, email: - [Daryl@AtlantasMillenniumRealty.com](mailto:Daryl@AtlantasMillenniumRealty.com) direct: 770-928-9600  
Darcy Sabo, Director of Tenant Relations, email: [sabojon@msn.com](mailto:sabojon@msn.com), direct: 678-919-7776

inches. Warm weather grasses should be scalped in mid April and then maintain a height of 1 to 2 inches. Mowing often will help bring out the color of warm weather grasses.

While over-seeding and core aeration for cool weather grasses is more effective in the fall, spring time applications can be effective however it does you no good to seed if you are going to use a pre-emergent weed control.

### **CHANGES TO YOUR LEASE:**

Oh, yes – We’ve had a few problems with people paying with sufficient time to allow us to deposit their rent before the late date. So... there is a new revision to our lease. Our lease now states that the rent is paid when the payment is posted to our account at Wachovia. It seems that some of you were going into Wachovia on the last day of the month at 4:45 pm and then the deposit would not post until the next business day and since it had not posted, our system would generate a late notice and late payment for your account. We really do not like to have to force you to pay these late fees but there has to be rules that make people pay. Remember, rents are really due on the 25<sup>th</sup>. The grace period is just that.... Enough said!

A couple of other recent lease changes. We have had to implement an administrative fee for those people that verbally request maintenance and then never complete a Maintenance Service Request Form. We now charge \$250.00 to fill this form out. So, if you do make a verbal request, fill the form out before we get to the property or you will have to pay \$250.00. The form is available on our website.

Along the same lines, if you make a service request, and your account is not current (i.e you have rent or late fees to pay), you will be required to pay the \$50.00 co-pay before service work will begin. (some people were finding all kinds of maintenance issues once they fell behind on the rent).

### **LOOKING FOR CHANGE:**



We care about you as tenants. If you have an issue that we can help resolve, please contact us. We desire to create long term and lasting relationships with each and everyone of our tenants. If you have out grown or need a change from your current home, we can assist you with either the rental of another of our homes, or we can help you enter the world of home ownership by purchasing a home. Either way, we would consider ourselves honored to have the opportunity to assist you."

If you have out grown or just need a change of environment from your current home, we will work with you at finding a new home. We can assist you at renting another one of our homes or purchasing a home and entering the world of home ownership. You can view our available rental properties anytime by going to [www.AtlantasMillenniumRealty.com](http://www.AtlantasMillenniumRealty.com) and clicking on "Available Rentals".



If you know anyone else looking to rent, we will pay you a \$100 referral for helping us find your friend or family their next new home. If you or anyone you know, are looking to buy, we have a news article that we would like to share with you about how buyers are holding the cards in negotiating for the home they want to buy. Call Darcy at 678-919-7776 or email at [sabojon@msn.com](mailto:sabojon@msn.com) to get more information.



### SAVING MONEY:

With the current economic situation, everyone should be reminded to appreciate those things that we may have previously taken for granted. If you struggle with your rent, contact us before the rent is due (the 25<sup>th</sup>) to allow us time to attempt to help you. Our late fees are significant and if we do not hear from you prior to the late date (the 1<sup>st</sup>), we will not be

Wachovia offers a \$25.00 referral to both a new customer and a referring existing customer when you open a qualifying account. Use us as your referring customer and earn \$25.00 for both of us. You can open your account at any Wachovia branch or talk to Teresa at the Bells Ferry Branch office.

And for those of you that desire that absolutely perfect lawn please call on the Lawn Doctor (770-517-2129) and mention our referral. If you utilize their services, you will earn us \$25.00 which in turn we will match and apply towards your next month's rent (yes, that means a \$50.00 rent credit which should almost pay for one of those lawn treatments depending on which service you select!!).

### OUTSIDE NEWS:



#### Rob's Tips

#### Armed with the Facts, Encourage New Residents to Buy Renter's Insurance

While it is true that in the event of a loss renter's insurance primarily covers renter's personal property, it also affords indirect additional protection to the property owner through the liability coverage that typically accompanies a renter's insurance policy. For example, a resident is responsible for a fire to the unit in which they rent, a property owner's insurance carrier will be notified and coverage to the building commonly exists irrespective of whether or not the resident has insurance. However, it is in the best interest of the owner for the responsible party (or party's insurance carrier) to cover the loss.

Most residents are not aware of their legal liability as a renter. They commonly state that their contents are not worth much and therefore they opt out of placing insurance to cover the value of their belongings. Explain to them that if they start an accidental fire involving damage to the building in which they are renting, it will be remedied by the property owner's policy. However, through the process known as subrogation the owner's insurance company will seek financial relief from the responsible party. Many times that person is them. Normally, a renter's insurance policy carries liability coverage for that event. Residents who better understand this additional coverage and need are more likely to obtain a renter's insurance policy.

*Rob Massey Jr., is a Certified Property Manager (CPM) and past President of the Louisville Chapter of the National Association of Residential Property Managers (NARPM).*