



AUGUST 2021



---

**How to Avoid Discrimination  
Based on Race, Color and  
Ethnicity when Renting**

---

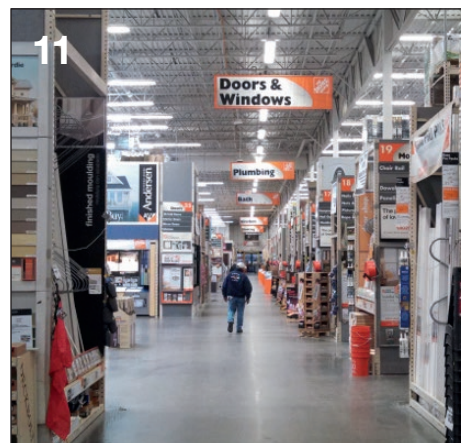
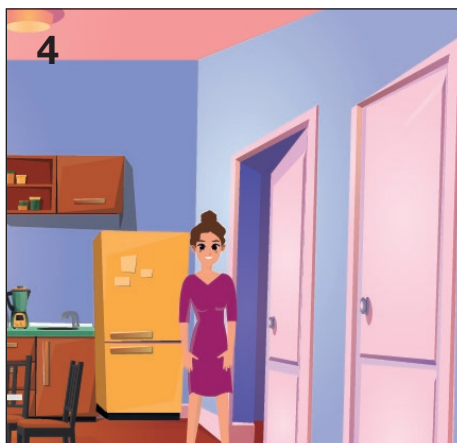
**Should I Have My Rental's  
Common Areas on Their Own  
Electric Meter?**

**MassLandlords  
to Implement  
First Dues Increase in  
Seven Years**



# Contents

- 3 Letter from the Executive Director
- 4 MassLandlords to Implement First Dues Increase in Seven Years
- 7 Fire Safety and Means of Egress Important Concerns for ADU Ordinances
- 9 Housing Court to Resume Selected In-Person Court Events as of July 1
- 11 Home Depot Benefits Expanded
- 13 How to Avoid Discrimination Based on Race, Color and Ethnicity when Renting
- 15 DHCD: Tenants with Non-Responsive Landlords May Receive Direct Rental Assistance Payments
- 17 Should I Have My Rental's Common Areas on Their Own Electric Meter?
- 19 Supreme Court: Sexual Orientation, Gender Identity Protected Under Title VII
- 21 Regional





Published by MassLandlords, 14th Floor, One Broadway, Cambridge, MA 02142.

The largest non-profit for Massachusetts landlords. We help owners rent their property. We also advocate for better laws.

info@masslandlords.net

774-314-1896

#### THE MASSLANDLORDS BOARD OF DIRECTORS

Steffen Landrum, through 2025  
Michele Kasabula, through 2024  
Alec Bewsee, through 2023  
Rich Merlino, through 2022  
Russell Sabadosa, through 2021

#### EXECUTIVE DIRECTOR

Douglas Quattrochi

#### INFORMATION MANAGER

Jillian Campayno

#### COMMUNITY BUILDER AND ACCOUNTANT

Naomi Richardson

#### WRITER, JOURNALIST, AND EDITOR

Kimberly Harper Rau, Eric Weld

#### FULL STACK DEVELOPER

Ron Software Development Services

#### LEGISLATIVE AFFAIRS COUNSEL

Peter Vickery, Esq.

#### SR MANAGER OF SERVICE AND MARKETING

Sue McMahon

#### BOOKKEEPING

Vipin Garg, Simran Kaur

#### CONTROLS

Alexander Anastasi-Hill

#### MANAGER OF ADVERTISING DESIGN AND PLACEMENT

Paul Ssemenda

#### MESSAGE BOARDS, SERVICE DIRECTORY, AND DATA

Fatima Cargas, Nomer Caceres,  
Emerson Raniaga

#### VIRTUAL REGISTRATION DESK

Naomi Elliott, Kaitlin McMahon

#### NEWSLETTER DESIGN

Ailar Arak

#### VIDEOGRAPHY

Paul Mong

#### TRANSCRIPTION

Prospero Pulma

#### PHOTOGRAPHY

Barry Collins, Paul Shea

#### SPANISH TRANSLATION

Paola Hernández, Stuart Carter

#### LOCAL VOLUNTEER TEAMS

##### CAMBRIDGE

Peter Shapiro

##### CHARLES RIVER

Charles O'Neill, Paul Harris

##### SPRINGFIELD

Sheryl Chase, Russell Sabadosa, and more

##### WORCESTER

Marc Lundstrom, Richard Trifone,  
Richard Merlino, Elaine Fisher,  
Michele Kasabula, and more

#### PARTNER ASSOCIATIONS

MWPOA Sherri Way, and team

SWCLA David Foote, and team

NWCLA Brian Lucier and team

RHABC Jim Stockley III and team

MassLandlords' views and opinions may not reflect those of partner associations.

#### With Immense Gratitude to Seven Decades of Past Volunteers

For pay-as-you-go business advice or legal information, visit [MassLandlords.net/help](https://MassLandlords.net/help).

Cover Photo by Simona Stefanova (unsplash.com).

#### LETTER FROM THE EXECUTIVE DIRECTOR

# Dues Increase Coming

**IN JULY WE DECIDED OUR DUES INCREASE, WORKED ON RENTAL ASSISTANCE DELAYS, LAUNCHED OUR EXPANDED HOME DEPOT BENEFIT, AND MORE.**

In July, the all-volunteer Board of Directors decided on the format of our dues increase, the first in seven years. Meanwhile our paid staff worked hard to expand our Home Depot benefit, push the envelope on rental assistance and further expand our ability to serve members.

The dues increase is detailed in this edition. I will call attention to three important things: first, a hardship waiver will allow any new or continuing member to receive the \$100 pricing currently in effect. Second, the dues increase will not affect anyone on autorenew for at least a year. Third, membership is designed to have a positive return on investment for all landlords. We are redesigning the /join page to show this.

One tangible benefit is our Home Depot program expansion, which in July was opened membership-wide. Each of us members are now eligible to receive pricing on the basis of all MassLandlords members' collective spend in 2020. Home Depot is just one of many suppliers you should consider before making any purchase, but early results show significant cost savings may be available.

Our 2021 first half lobbying report shows we put our resources to good use: \$80,997.66 of policy-related work. Not included in this January-through-June report is our July policy advocacy, including a podcast with the Pioneer Institute, a discussion with the Department of Housing and Community Development about direct payments to renters and a discussion with the office of Senator Keenan on rental assistance. We have launched a [poll](#) (not a survey) to ask 200 members about each household that has needed rental assistance during the pandemic.

The [certification test](#) is live and ready for you to test your landlording mettle. We have had people pass. We have had people start to fail and pause to study. We have corrected one mistake in the test. This is all as intended. The dues increase will help us to sustain this program, market you as a Certified Massachusetts Landlord™ and further the return on your investment: any additional advertising power ought to result in lower vacancy and lower operating costs.

I would like to point out that if you had difficulty signing into the site before, now is an excellent time to try again. We rely on third-party software to handle authentication. Until we patched it the week of July 19, it was preventing anyone from logging in having once lapsed. This is now corrected, and by the time you read this, every last member will be able to log in. Or email [hello@masslandlords.net](mailto:hello@masslandlords.net); we can fix any lingering issues.

I encourage you to become a Certified Massachusetts Landlord™ and to forward this newsletter to a friend so that they can become certified as well. Thank you for supporting our mission to create better rental housing.

Stay safe,

**Douglas Quattrochi**

Executive Director,  
MassLandlords, Inc.



# MassLandlords to Implement First Dues Increase in Seven Years

By Eric Weld, MassLandlords, Inc.

**In order to continue expanding and improving the business of landlording in the state, MassLandlords will implement a dues increase and per-unit component.**

With substantial increases in member benefits in recent years combined with a need to achieve financial stability for both maintaining staff salaries and policy competitiveness at the local and state levels, MassLandlords will raise its membership dues for the first time in seven years.

We have made every effort to keep our price of membership stable, at \$98 or \$100 per year for most members, even while increasing the value. This is a dues level far below similar organizations throughout the country, and it has become apparent that, in order to move forward as an effective association with strong representation and influence on behalf of landlords, we have no choice but to increase the cost of membership.

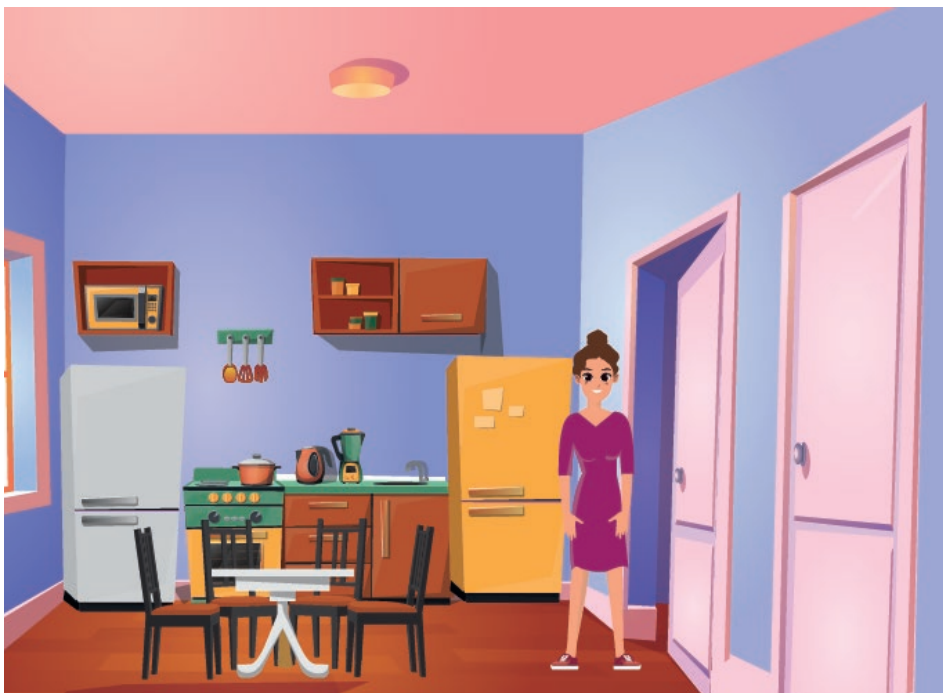
In both savings and services, MassLandlords has added numerous benefits and resources for our members that far surpass the price of annual dues. As a MassLandlords member, you

have access to our Home Depot savings program, for one example, in which you can save an average of 7.5% at Home Depot stores and online. Some members have realized thousands of dollars from this benefit alone. We also provide many other valuable benefits, including:

- a complete set of up-to-date forms pertaining to rent collection, leases, applications, notices to quit, renewals, security deposits, inspections, and much more;
- an ongoing service provider directory specific to rental property owners and managers;
- a member discount for incorporating and creating LLCs;
- savings at RentHelper, SmartScreen, and New Leaf Legal;
- opportunities to attend live educational and networking events with other housing providers for the member price;
- video access to past live events covering landlord laws, legislation, operations and other business topics;
- message boards and a Facebook group in which you can interact with other landlords;
- a legal helpline for direct professional assistance on landlording;
- thousands of pages of ongoing information, news, tips and stories about landlording in Massachusetts via our monthly newsletter and dynamic website.

## OPERATING ON A SHOESTRING IS NO LONGER SUSTAINABLE

MassLandlords has been operating on a minimal budget for several years. Our



Providing properties for rent can be costly, risky and rewarding. We promise to continue working hard to make your investment in MassLandlords pay for itself. Image: CC-BY-PS 4 masslandlords



executive director, for one example, while leading the association's expansion, has worked for less than minimum wage for eight years while deferring salary compensation for the sake of growth. Executive Director Doug Quattrochi accepted a deferred compensation payment agreement upon his hire in recognition that 1) the association's resources were limited, and 2) that if he were to succeed in implementing his envisioned expansions, a commensurate salary would eventually become available. (Quattrochi's total take-home pay over eight years: \$72,094.68, or less than \$6 per hour). In the first half of 2021, MassLandlords operated with 27 full- and part-time staff members – 10 full-time equivalent. All were paid at market rates except the executive director position.

But even as we have grown, and alongside a deferred compensation for the executive director, we have had to partially furlough staff members on two occasions since 2019 due to cashflow shortages. The continued function and success of MassLandlords is dependent on our ability to adequately compensate staff in a sustainable manner. Staff interruptions negatively impact our ability to steadily pursue policy goals. They also make it difficult to attract and retain high-quality personnel on our team.

Our ongoing functions of advocating for landlords and housing in Massachusetts, and competing for policies that support our mission against groups that counter our efforts are also dependent on adequate funding, for legal representation, staffing and resources.

With all of these circumstances in mind, the MassLandlords Board of Directors analyzed the association's structure of benefits, operation and personnel and approved the dues increase.

### **MOST MASSLANDLORDS MEMBERS WILL SEE ONLY A NOMINAL MONTHLY INCREASE**

Keeping in mind the value of the above benefits, which include \$500 per year in rental form updates alone, the pricing will be as follows:

Beginning as soon as is practicable, the base price of membership in MassLandlords will be \$225 per year, in addition to incremental, per-unit dues for owners of multiple units, with two important caveats:

- 1) Current members on autorenew will be grandfathered for this dues increase until at least their next renewal date if not longer. For those not signed up for autorenewal, when the increase takes effect, it will be effective as of your next renewal payment.
- 2) A hardship waiver will be available for any members who cannot afford this increase, due, for example, to a temporary setback.

MassLandlords benefits are scaled. The more rental units you own, the more benefit you derive. (For instance, the Home Depot benefit alone has saved participating members \$9.47 per unit per year.) For this reason, we will also implement a graduated per-unit dues component in addition to the annual base fee of \$225.

Landlords owning up to nine rental units will owe an additional \$2.25 per unit as part of their dues. Those with 10 to 49 units will owe that amount plus an additional \$4 for each unit between 10 and 49. Landlords with 50 units or more will owe fees according to the above structure plus \$5 for each unit between 50 and 499. Those with more than 500 units will owe \$6 for each additional unit from 500 and above, in addition to base dues and the categorized fees above.

With this increase, 91% of our members will pay annual dues equivalent to less than \$35 per month to continue their MassLandlords membership. Put another way, annual dues collected from most members will equal approximately 0.1% or less of gross rents.

The large majority of MassLandlords members own fewer than 10 rental units, and this dues increase will mean a nominal monthly increase. Many own fewer than five units and will see an increase of about \$10-\$12 per month.

For example, if you are a member with four rentals, your projected membership

benefit equals \$505 per year; your annual dues will be \$225 base fee plus \$9, or \$234, a breakdown of \$19.50 per month, an increase of about \$11. A member with 35 units has a projected membership benefit of \$2,311; dues for 35 units will be \$345.25 per year (\$225 base fee; plus \$2.25 for nine units, or \$20.25; plus \$4 for each of 25 units, or \$100). For a member with 100 units, projected benefits will be \$4,911; annual dues will be \$651.25. An owner of 1,000 rental units is projected to benefit by \$40,777 (primarily through Home Depot savings); dues will be \$5,696.25.

(For comparison, measure these membership fees against those of the California Apartment Association.)

Although large on percentage terms relative to prior dues, these increases should be small relative to rents and benefits in all markets. Note also that paying the "per unit" dues will entitle your business to have unlimited logins: every team member can access benefits and become certified.

### **SAVINGS THROUGH MASSLANDLORDS MEMBER BENEFITS**

MassLandlords is far more than what it used to be. We have grown from a disparate collection of clubs with a few hundred members into a powerful organization with more than 2,200 members representing every corner of the state, empowered with a collective voice and a direct connection to lawmakers and leaders.

As we have expanded, MassLandlords has continuously sought to increase the value of membership by adding savings opportunities, such as our partnership discount program with Home Depot, credit screening reports with SmartScreen, inexpensive rent collection with RentHelper, and more. Meanwhile, we have built a robust statewide network of landlord-to-landlord communication through our online message boards and Facebook page, where members trade tips and share advice for ways to operate their businesses more efficiently and economically.

This year we have introduced the second level of our Certified Massachusetts Landlord™ credential, a professional, proprietary certification program – the only program of its kind in the country – that distinguishes and recognizes quality landlords.

### NAVIGATING THROUGH THE COVID PANDEMIC

The past year has been a difficult one, for everyone. The COVID-19 pandemic impacted landlords in Massachusetts in numerous devastating ways, knocking some of us out of business. Our state ratified one of the most landlord-unfriendly eviction moratoriums in the country.

In addition to keeping our members informed about laws and Covid-related news, MassLandlords worked behind the scenes all year representing landlords' interests, lobbying legislators on pending bills, and devising optimal solutions for keeping *all* Massachusetts residents – tenants, homeowners and landlords – in their homes and businesses.

In the past two years, our lobbying activity has jumped to more than \$80,000 worth of salary hours, according to lobbying disclosure reports filed with the Office of the Secretary of

the Commonwealth. In contrast with lobbying disclosures filed by other groups, MassLandlords may be the fastest growing housing advocacy organization in the state.

We think our constant input and vigilance have made important impacts on ameliorating the effects that Covid has had on housing in the state.

### GROWING TOWARD THE FUTURE

We are proud of the work we do throughout the year on behalf of Massachusetts landlords. And we are not done growing and advocating for our members.

As we have grown and expanded our programming and capabilities, we have necessarily added staff and resources to accommodate our work. Of course, these additions come at a price, and we have made every effort to keep our expenses cost-effective without compromising our efficacy.

### WITH GREAT APPRECIATION FOR OUR MEMBERS

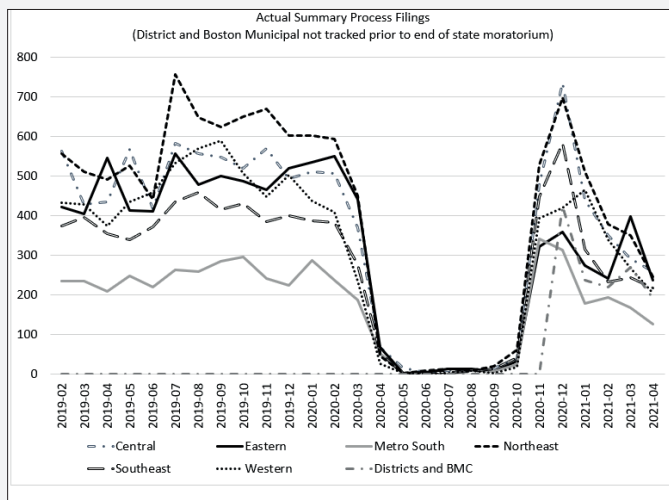
MassLandlords exists for you and because of you. We appreciate all of our members and aim to continue our growth in membership, capacity and representation. If we did not harbor ambitious

goals, if we were satisfied to remain modest and insignificant, perhaps we could continue to operate on a shoestring as we have been.

But our goals are substantial. We aim to help Massachusetts become the best place to own and to rent, to be a state that is fair and favorable for housing providers and renters, and where investing and working as a landlord provides invaluable rewards, both financial and personal.

We will continue working toward these objectives, with your indispensable input and assistance. As we implement this new dues structure, we invite you to keep us informed about your MassLandlords experience, and what your membership means to you. Please send your comments to [hello@masslandlords.net](mailto:hello@masslandlords.net). 


Point your camera app here to read more online.



### ARTICLE YOU MAY HAVE MISSED

## An Open Letter to Representatives and Senators about the End of the CDC Moratorium and the State of Emergency

Dear Legislator,

I write to inform you of the state of the housing safety net in the commonwealth. The primary message of this letter is that our safety net is working. There are easy but meaningful actions you could take to improve it. 

The full article can be found at: [MassLandlords.net/blog](https://MassLandlords.net/blog)



# Fire Safety and Means of Egress Important Concerns for ADU Ordinances

By Kimberly Rau, MassLandlords writer

**Salem mayor hopes to loosen restrictions around accessory dwelling units, but proposal verbiage must be explicit regarding paths of exit.**

Earlier this year, Salem mayor Kimberley Driscoll proposed amendments to the city's strict requirements around accessory dwelling units (ADUs). This is a timely subject; Governor Baker's most recent Housing Choice Initiative would affect restrictions on ADUs throughout the state.

"The...ordinance would allow for the creation of additional affordable housing units in Salem," Mayor Driscoll wrote in a February 2021 letter to the city council that accompanied her proposal.

However, in reading Mayor Driscoll's proposal, we at MassLandlords were concerned about the language surrounding paths of egress. This May, we sent her a letter lauding her efforts and suggesting verbiage changes that would make clear that two paths of egress are needed in ADUs.

"Having reviewed the proposed ADU ordinance, we have a suggestion regarding the fire-safety implications of the proposed new Section 3.2.8, specifically 4.J and 4.K," wrote Peter Vickery, Legislative Affairs Counsel for MassLandlords.

"Under 4.J entry must be through an existing door, or back or side of the main dwelling. The following provision, 4.K, states that egress shall be located on the side or rear of the building. A reasonable person reading the two provisions might think that a back or side door could serve as both entry and egress. This interpretation would be inconsistent with fire safety: In the event of fire it is important to have two separate means of escape," the letter continued.

The letter further suggested reconsidering a part of the ordinance that would not allow for additional front doors to be placed on a house with an ADU. Front doors can help firefighters know how many units are in the house in the event of an emergency.

The city of Salem responded that they had realized the issue with the ordinance's wording ahead of receiving our letter and had already corrected the verbiage prior to voting on it.

The full letter from Vickery appears in the images accompanying this article. 

## BOBROWSKI & VICKERY, LLC

27 Pray Street, Amherst, MA 01002  
Tel (413) 992 2915

Paul Bobrowski, Esq.  
paul@pioneervalleylaw.com

Peter Vickery, Esq.  
peter@pioneervalleylaw.com

May 3, 2021

VIA EMAIL: [mayor@salem.com](mailto:mayor@salem.com)  
Mayor Kimberley Driscoll  
City Hall  
93 Washington St.  
Salem, MA 01970

**Re: Proposed Ordinance Regarding Accessory Dwelling Units (ADUs) § 3.2.8**

Dear Mayor Driscoll:


I represent MassLandlords, Inc., a statewide membership organization for providers of rental housing. Having reviewed the proposed ADU ordinance, we have a suggestion regarding the fire-safety implications of the proposed new Section 3.2.8, specifically 4.J and 4.K.

Under 4.J entry must be through an existing door, or back or side of the main dwelling. The following provision, 4.K, states that egress shall be located on the side or rear of the building. A reasonable person reading the two provisions might think that a back or side door could serve as both entry and egress. This interpretation would be inconsistent with fire safety: In the event of fire it is important to have two separate means of escape. Accordingly, we recommend clarifying the proposed ADU ordinance to remove this ambiguity.

Furthermore, 4.J, which prohibits front doors, may not comply with best practice for primary search in a fire. Firefighters should be able to observe or quickly infer the number of units in a structure. This is particularly important in the context of mutual aid: If a fire company from a neighboring community came to assist with a large or spreading fire without knowing about the ADU front-door policy, they might inadvertently miss entire housing units. We recommend you reconsider the ban on front entrances.

Thank you for your time and attention.

Sincerely,

  
Peter Vickery, Esq.

The letter sent on behalf of MassLandlords to Salem mayor Kimberley Driscoll in May 2021. Image license: CC-by SA-4 MassLandlords

Point your camera app here to read more online.





## Schedule Calls With Our Staff for Business Advice and Legal Information

**For Just  
\$90/HR**

Or add the helpline to your membership for a low annual fee and rest assured that you will have one-on-one access to our counselors and attorney referrals for:

- ✓ Landlord rights and responsibilities
- ✓ Nonpayment of rent
- ✓ Contractor disputes
- ✓ Termination of tenancies and eviction
- ✓ Rent increases
- ✓ Angry neighbors
- ✓ Municipal fines or assessments,
- ✓ Building disasters
- ✓ Sleepless nights

Schedule a consult: **774-314-1896** or **hello@masslandlords.net**



# Housing Court to Resume Selected In-Person Court Events as of July 1

By Kimberly Rau, MassLandlords writer

## Eviction mediations and code enforcement cases will remain virtual for the time being

Starting July 1, 2021, the Second Amended Housing Court Standing Order 6-20 will take effect, changing how certain cases are heard by the courts. Some temporary modifications

based on the COVID-19 pandemic will remain in place.

The order allows each housing court to conduct its business both in-person and virtually. In some circumstances, a hybrid situation may be allowed, with some participants appearing in-person and others appearing virtually. In general, however, trials (including summary process, civil and small-claims) will be held in person. So will three specific types of events: contempt proceedings,

motions requiring an evidentiary hearing (presenting evidence) and all situations where credibility must be assessed as determined by the Clerk-Magistrate and First Justice.

All other motions and events not mentioned above will continue virtually. This includes code enforcement cases, and summary process (eviction) mediations.

### FOR EXISTING CASES

Cases filed as of July 1, 2021, will be scheduled for a virtual tier-1 (mediation) event. Should a tier-2 event be needed, it will proceed in person unless someone moves that their attendance be virtual and such motion is granted. Defaults and dismissals may be entered at the tier-1 event as necessary.

Cases that are pending as of June 30, 2021, will continue in the manner that they were scheduled.

Cases that are pending as June 30, 2021, but that do not have a court event scheduled, will proceed virtually for tier-1 events and in person for tier-2 events.

### FOR NEW CASES

All attorneys should continue to e-file for summary process (eviction) cases. Litigants who are representing themselves are also encouraged to e-file. Trial dates will be determined by the court, so plaintiffs should not provide a trial date on the summary process summons and complaint. Instead, they should write "TBD by the court" in place of a date.

Filings of summary process cases for nonpayment must include a state-mandated affidavit of compliance.



More housing court cases will be heard in-person as Massachusetts continues to re-open, but tier-1 eviction mediations will still be held virtually for the time being. (Shown here: the Northeast housing court – Lawrence session.) Image credit: Mass.gov, Public Domain

All summary process cases will continue to be handled in the two-tier process established during Covid. The first event will be held virtually no sooner than 14 days after the complaint is entered. This “tier-1 event” is a chance for the case to be assessed and gives the opportunity to review rental assistance options. If there is a pending application for rental assistance, the case will not go forward.

If the mediation is unsuccessful and the case is able to continue, a tier-2 event (trial) will be scheduled “as soon as practical, but no sooner than 14 days after the tier-1 event.” If one or both parties do not show up to the event, defaults and dismissals may be entered as appropriate after notice.


### EXECUTIONS FOR POSSESSION

If 90 days has passed and an execution for possession has expired, a plaintiff may request a new execution in writing. These do not require a hearing, as they will be issued under the same terms as the original execution. If the plaintiff needs something changed (for instance, the amount of rent owed), a motion to amend must be filed.

### NEW EFFICIENCY IN SCHEDULING

With this standing order, the courts have also changed how in-person hearings are scheduled. Prior to the pandemic, everyone with a hearing that day was required to show up at 9 a.m. Now, the court is scheduling in-person cases in two-hour blocks to minimize crowding. Not only will it keep the number of people in the courtroom at one time

down, but this change should be much more efficient than the former method.

We will continue to provide updates on court proceedings as they occur. 

Point your camera app here to read more online.



**Do you own highly appreciated investment real estate? Tired of being a landlord but worried about taxes if you sell? If so, visit our site below to learn more about Tax-Advantaged Solutions**

## ASSET STRATEGY

Like the idea of selling your investment property but are concerned about triggering taxes and replacing the income?

Interested in Passive Real Estate Eligible for potential 1031 Exchange Tax benefits?

[www.AssetStrategy.com](http://www.AssetStrategy.com)

To get a Free Download on 1031/DSTs contact us  
[www.DST1031HQ.com](http://www.DST1031HQ.com) | [info@AssetStrategy.com](mailto:info@AssetStrategy.com) | 781-235-4426, x 135

This is for informational purposes only, does not constitute as individual investment advice, and should not be relied upon as tax or legal advice. Securities offered through Concorde Investment Services, LLC (CIS), member FINRA/SIPC. Asset Strategy is independent of CIS.



# Home Depot Benefits Expanded

## MassLandlords members can save at Home Depot in one of two ways: preferred pricing and discounts on our gift cards.

MassLandlords members can now participate in two new membership savings: We can save at Home Depot in-store and online under our “preferred pricing” model, and we can save on Home Depot gift cards via our gift card purchase lottery. MassLandlords receives a marketing affiliate commission for member spend.

### PREFERRED PRICING

Starting in summer 2021, Home Depot extended bid room pricing to all MassLandlords member purchases, however small, but only if the member is a registered purchaser on the MassLandlords account. Discounts may

now apply to more than just paint, and there is no minimum purchase amount required for registered purchasers. Any applicable discounts are applied automatically at checkout, both online and in store.

Discounts are based on MassLandlords spend. For instance, we collectively spent \$1,017,893 in 2020. Based on the spend in all the various product categories (lumber, hardware, plumbing, lighting fixtures, appliances, caulk and dozens more), we have prearranged discounts for each category. The discounts vary over time based on market conditions.

MassLandlords tested this process in March 2021 during pre-release. We obtained the following discounts off items in our cart: 1% off lumber, 4% off caulk, 6% off a \$1,600 fridge and 13% off a flush mount lighting fixture. This represented a total savings that surpassed MassLandlords annual dues.

MassLandlords members spent over \$1 million in 2020 and saved almost \$80,000, so we now advertise that members save “on average 7.5%.”

Savings vary over time and by product. You may save more or less than 7.5%, or you may save nothing on any given purchase. Last year’s dollar record: one person saved more than \$1,000 on a single purchase of more than \$10,000 of lumber. Last year’s percent savings record: someone saved 99% on a \$3.56 pair of gloves.

The happiest customer is surely Sophie in Worcester, who posted to the message boards that she saved \$420 on a \$1,700 purchase.

This program builds on the previous 20% off paint discount. Savings may now apply to all departments including kitchen and bath, lumber, flooring and wall coverings, plumbing, paint, hardware, garden/seasonal, building materials, millwork and electrical.

MassLandlords has designated regional sales representatives who can arrange free delivery and bulk discounts on orders of \$1,000 or \$8,000 at a time. Contact them prior to your purchase to confirm details and make arrangements.

If your own business will spend more than MassLandlords members collectively (e.g., \$1 million per year), then you should not use the MassLandlords program. Instead, you should be in touch with your PRO Xtra representative for similar incentives applied to your own account.

Become a MassLandlords purchaser by enrolling online. Additional terms apply, principally: you must share your email address with Home Depot,



Home Depot Center Aisle Natick MA. CC-BY-SA John Phelan

and your access applies only while you remain a MassLandlords member in good standing.

#### GIFT CARD PURCHASE LOTTERY


MassLandlords receives a rebate on member spending in the form of Home Depot gift cards. Because MassLandlords headquarters doesn't usually need to buy things at Home Depot, we sell these gift cards to members at a discount. Members can elect once to enter each subsequent lottery. If chosen, you will have two business days to complete the purchase of the card online, at a discount off face value, for pick up in person.

Currently cards are offered only in Central Worcester county, but we plan to expand the lottery to cover regions served

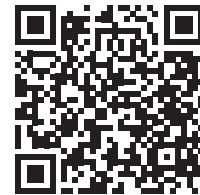
by directly managed events. Participate in the lottery by enrolling online.

These benefits are available to members only. Join today.

#### REMEMBER ADVERTISERS AND SUPPLIERS

Remember that many generalist and specialty suppliers exist in your neighborhood besides Home Depot. They may offer a range of products and prices that will vary from what Home Depot offers and may better suit your needs. MassLandlords cannot guarantee any level of savings with Home Depot. This additional member benefit will make Home Depot or HomeDepot.com either a valuable supplier or point of comparison when planning any purchase. 

Point your camera app here to read more online.






**The simple way for landlords & tenants to handle security deposits & assess damage to their units over time.**

#### Tenants

-  Peace of Mind
-  Simple Monitoring
-  Safety and Security

#### Landlords

-  Easy-to-Use & Compliant
-  Decrease Vacancies
-  Simplified Monitoring



SIGN UP AT

[www.rentable.com](http://www.rentable.com)

# How to Avoid Discrimination Based on Race, Color and Ethnicity when Renting

By Kimberly Rau, MassLandlords writer

## Avoiding race-based discrimination is paramount to fair housing practices

In Massachusetts, the Fair Housing Law prohibits housing discrimination based on race, color, national origin, gender, gender identity, sexual orientation, disability, ancestry, genetic information, marital status, veteran or active military status, age, family status and source of income. This article will discuss discrimination based on race, color and ethnicity.

### WHAT IS RACE?

It is difficult to sum up concepts like “race” and “ethnicity” in a few sentences, especially since the terms are sometimes (incorrectly) used interchangeably. For the purposes of this article, we will use the Merriam-Webster definition of race: “a category of humankind that shares certain distinctive physical traits.” Ethnicity is defined as “large groups of people classed according to common racial, national, tribal, religious, linguistic, or cultural origin or background.”

In other words, Black and Asian are examples of race. Cape Verdean and Japanese are examples of ethnicities. Not all Black or Asian people will share the same ethnicities or cultural experiences. And not all Cape Verdeans or Japanese will have the same race as other Cape Verdeans or Japanese.

Race can also be what others consider a person to be. A biracial person who more strongly favors their white parent may be perceived as white instead of biracial or Black. Conversely, a person with white parents who considers themselves culturally white but has a skin

tone or features that favor their Mexican grandparents may be perceived as Latino. This can become an important factor in discrimination cases, something that we will touch on shortly.

### A FEW WORDS ON COLOR

“Color” in the context of race and ethnicity is a broad category. It refers to how one appears, or how others see them. Most (but certainly not all) people from countries in northern Europe look white. A person with Hispanic, Latino, Indian, Middle Eastern or African roots may be seen as brown. It’s critical to remember that while color is not a race or an ethnicity, it is still a protected class. You cannot discriminate because you don’t want people of a certain skin color living in your rental. As a landlord, the only thing that should matter to you is that you have tenants who will pay the rent on time and follow the terms of their lease.



**The law is clear: discrimination based on someone's race, ethnicity or color is illegal. Make sure you're treating all potential tenants fairly. License: cc by SA-4 MassLandlords**

There are some “color words” that are historically racially charged and should never be used, as they are offensive. Trigger warning for offensive use of color: Native Americans should never be described as “red” and Asians should not be described as “yellow” under any circumstances.

When speaking, you should only include someone’s color or race if it somehow provides valuable context to the story. For example, “she said that as a Black woman, she was concerned about his comments about racism,” provides information to help you understand the woman’s perspective. “A Black woman came in and tripped on the rug,” is inappropriate. The fact that perhaps your rug isn’t tacked down properly has nothing to do with race.

### WHEN IT COMES TO FAIR HOUSING, PERCEPTION COUNTS

Let’s say that someone who is white but looks like a minority goes to look at an apartment. The landlord treats her differently than he does the other prospective tenants, who all appeared to be white, telling her that she may be more comfortable in a rental in a different part of town with a large Hispanic population. Even though this person is white, she can still sue on grounds of discrimination based on ethnicity.

### WHEN MEETING POTENTIAL TENANTS

When meeting applicants, you must be aware of your words and behavior. If you are white, something that you don’t perceive as racist at all may be seen much differently by someone who is of a different race.

For instance, you may be unaware that Black people, particularly women, have a





# Protect Your Home

**JJM** INSURANCE  
AGENCY

| tel. 508-791-1141

| info@JJMInsurance.com

| fax 508-753-5630

history of being targeted for their hair-styles. Natural hairstyles have been called unprofessional because they don't align with Euro-centric ideas of what "professional" looks like. Black women may also face discrimination when they go to get their hair styled, paying more than white women for time in the salon chair. If you are white and you touch or comment on a white woman's hair, you have (very unprofessionally!) invaded her personal space. If you do the same to a Black woman, not only have you acted unprofessionally, but you have also acted in a racist manner. Don't touch people (other than shaking hands, if you normally do so) and don't comment on their appearance in any way.

When someone gives you their name, all you should say in response is "nice to meet you" (or provide yours, if they started the introduction). Do not comment on names you perceive as "unique" or say something like "I always have trouble with ethnic names." Don't try and correct spelling. This is rude, and, once again, racist. Black people are not making up "crazy names" just because you don't understand the

history behind Black naming (and no, your mother's sister's friend who works in a hospital did not have a mother name her baby Orangejello).

The only exception is if you are meeting a small baby (not toddler). Then, by all means, feel free to tell the proud parent that you like the name they've chosen for their infant.


Finally, the words you use have weight. Do not throw random words of a language you don't speak into conversation in a ham-fisted attempt to be relatable. Words like "thug," "ghetto," and in some cases "urban" are all considered racist dog whistles. You might think you don't mean anything when you use them, but others are going to hear something negative under those words. And perception can be much stronger than someone's intent.

## HOW TO AVOID A LAWSUIT FOR RACE-BASED DISCRIMINATION

It's easy to avoid ending up in court for discrimination based on someone's race, ethnicity or color.

Don't be racist.

Don't mention race. Don't make comments about your race, or their race, or anyone else's race or ethnicity. Don't ask what country they're from, or inquire where their parents are from. Don't comment on their appearance.

Show the apartment to everyone the same way and leave race, color, and ethnicity with your hat and coat by the door. 

Point your camera app here to read more online.



# DHCD: Tenants with Non-Responsive Landlords May Receive Direct Rental Assistance Payments

By Kimberly Rau, MassLandlords writer

**To remain in compliance with the ARPA, regional administering agencies who cannot reach landlords may issue subsidies directly to renters**

The state of Massachusetts is making changes to its Emergency Rental Assistance Program (ERAP) to remain in compliance with President Biden's American Rescue Plan Act (ARPA). Notably, regional administering agencies (RAA) that are unable to get in contact with landlords may issue rental assistance payments directly to tenants, a requirement of the ARPA.

These changes are effective as of June 28, 2021, according to Ryan Ambrose, the policy development manager and legislative liaison at the state Department of Housing and Community Development (DHCD). On that date, tenants who have applied for rental assistance through ERAP may receive direct payments for arrears, security deposits and stipends if their landlord has not responded to contact attempts from the RAA.

Ambrose noted that both RAAs and rental assistance processing centers must attempt to pay the landlord first in all cases. Direct payments can only be made after one of the following happens:

- The landlord has not responded after seven days to a letter sent via certified U.S. mail with return receipt requested;

- The landlord has not responded to three phone, email or text messaging attempts over a period of five days; or
- The landlord confirms in writing that they are choosing not to participate in ERAP\*.

At that point, the RAA must undertake a due diligence process before a direct payment can be issued to a tenant. The RAA must verify that the months of rent for which the tenant is requesting assistance have not previously been paid to the tenant or landlord. They must also check public records to confirm that the landlord listed on the assistance application is the owner of the property in question. Finally, they must meet with the tenant, either in person or virtually with cameras on, to verify the tenant's identity, and review terms of funding, duties and responsibilities.

When the payment is issued to the tenant, the RAA will send a letter to both the tenant and the landlord via mail or email that includes the amount of assistance, rental address and intended use of the funds. The tenant has 30 days to remit payment to the landlord. If they do not, the landlord may report them to the RAA. The RAA will attempt to engage with both parties. If it can be confirmed the tenant has violated their terms of funding agreement, the case may be turned over to DHCD for investigation.

DHCD will be conducting periodic post-payment audits of direct tenant payments to check compliance. Tenants who are in violation of their agreement may face criminal charges.

\*MassLandlords has been clear that landlords should not be refusing ERAP, or any other form of rental assistance. In fact, the attorney general has suggested this may be discriminatory; our position is that it is discriminatory. If your tenant is attempting to pay their rent through subsidies, you should be available to the appropriate agencies who may be looking to issue payment to you. If you are planning to be out of town, your tenants should still know how to reach you. If you will not be available via email, set up an away message with alternate methods of contact. Your business voicemail's outgoing message should also state any changes in availability. [ML](#)



Tenants seeking rental assistance may receive direct payments if their landlord does not respond to contact attempts from administering agencies. Image credit: CC BY-SA-4.0 MassLandlords Paul Ssemenda



Point your camera app here to read more online.



# What we do, so you don't have to.

Boston • Brookline • Cambridge • Somerville • Medford • Newton • Watertown

## The MerGo Experience

Customer Service focused, MerGo brings a fresh perspective to Property Management.

Get the responsive service you, your property, and tenants expect, plus the ROI you deserve. Currently accepting new clients.

## Our Services



Property Maintenance



Rent Collection



Bookkeeping



Leasing & Tenant Screening



Creative Solutions



Owner Communication

**MERGO**  
PROPERTY MANAGEMENT

**5%** Flat fee

& No Maintenance or  
Service Upcharge

**Contact:** Lucas Merchant • [lucas@mergogroup.com](mailto:lucas@mergogroup.com) • (617) 990-6201 • [mergogroup.com](http://mergogroup.com)



# Should I Have My Rental's Common Areas on Their Own Electric Meter?

By Kimberly Rau, MassLandlords writer

**While legal under certain circumstances, having adjacent units pay for common-area electricity can cause headaches for landlords**

Recently, a MassLandlords member wrote in to ask how to handle the electric bill in common areas of his three-unit rental property. He wrote:

"I don't have a separate electric meter for common areas in my 3-family building. I understand this isn't an issue, but I need to make it clear to the tenants what their electric bill covers. Is that correct? I checked your optional clause document and couldn't find anything related to it. Can you point me to any wording that I could use? Would it just be part of the utilities/services section?"

The optional clause document this member refers to is part of our members-only content. It contains verbiage that landlords may use to modify the language in our standard lease agreements (fixed-term, tenancy-at-will and self-extending) as appropriate. He is correct, however, that we do not have language for common-area electricity. That's because it's almost always better to get those common areas on their own electric meter. Here's why.

Under Massachusetts law, landlords must pay for their tenants' electricity, water and gas, unless each unit is provided its own meter to measure usage. Large multi-unit properties must have their own meters for common areas. However, smaller properties (three or fewer units) allow for some wiggle room under 105 CMR 410.254, in the state sanitary code. Every apartment must have its own electrical meter; but common areas (for instance, a hallway or stairwell) may be connected to one adjacent unit's meter, as long as all of the tenants are notified.


However, when electrical metering is not separated by living unit and common area, you run the risk of a cross-metering problem, where one unit is paying for another unit's usage, and vice-versa. If your units are found to be cross-metered, at that point, you will be held responsible for paying your tenants back for all their electric bills. That has the potential to be a lot more expensive than making sure your wiring is correct in the first place.



In most cases, getting common rental areas on their own electric meter is going to be the smartest choice. Photo license: Pixabay

If you are certain your units are all wired correctly and you want to keep, say, the hallway lights on one adjacent unit's meter, here is what we suggest:

- Make sure each common area light on a tenant's meter is adjacent to the unit in question.
- Prepare a photo document to give potential tenants, or arrange a time to tour the building. In this document or tour, you will physically point out each common area light and tell them what unit it is metered by. You must do this with all tenants, not just the ones who will be living in the adjacent unit.
- Do that for every common area light.
- Make sure that your rental agreements reflect this status, in detail.

If you are not sure whether your rental units are properly metered, don't wait for someone to complain before you act. Contact an electrician to determine who's paying for what. 



Point your camera app here to read more online.



# We have you covered. So you can cover everything

Get \$50 off your \$100 purchase.

## On-Site Delivery

With in-stock reliability, count on us to provide on-site delivery.

## mySW

Manage your account online by reviewing and reordering purchases, making payments, accessing invoices, and much more!

## 0% Interest S-W PRO Account

Your maintenance team can purchase on the account and you will only receive one invoice at month's end!

## Window Treatments

Whether it's blinds or shades, we offer various styles and price points.

## Our Expertise is at Your Service

We can help with everything you need, so your properties stand out from the rest. Connect with a Rep to get the unmatched personalized service you deserve.

© 2020 The Sherwin-Williams Company



Minimum purchase of \$100 in a single transaction, before sales tax and after all discounts have been applied. Savings is applied to qualifying items purchased on a prorated basis. Multiple dollars-off coupons will not be honored. Must surrender coupon at time of redemption. Cash value: 1/100 of 1¢. Offer excludes previous purchases, and purchases of gift cards. Other exclusions may apply, see store for details. Valid in Boston area stores. Sherwin-Williams retail paint stores only. We reserve the right to accept, refuse, or limit the use of any coupon. Offer valid through 02/24/21.



5 35777 36028 1

# RENTHELPER

TEXT MESSAGE-ENABLED ACH.  
COLLECT RENT EFFORTLESSLY.  
One-fifth the Cost of Credit Cards

Learn more at [RentHelper.us](https://RentHelper.us)



# Supreme Court: Sexual Orientation, Gender Identity Protected Under Title VII

By Kimberly Rau, MassLandlords writer

## A 2020 ruling states the Civil Rights Act of 1964 cannot protect sex without protecting gender identity and sexual orientation

On June 15, 2020, the United States Supreme Court answered a long-standing question in the lower courts, ruling that Title VII, also known as the Civil Rights Act of 1964, holds implied protections for a person's sexual orientation or gender identity. While the Massachusetts Fair Housing Law already protects these two classes, this ruling changes housing and employment protections on a national level as well.

The SCOTUS heard three cases from lower courts that lead to their decision. The first, *Bostock v. Clayton County*, concerned a Georgia-based child welfare advocate, Gerald Bostock, who claimed he lost his job after he began participating in a gay softball league. Clayton County terminated his employment, citing inappropriate conduct. The Eleventh Circuit court ruled that Title VII protection did not cover sexual orientation, which brought the case to the SCOTUS.

In the second case, *R.G. and G.R. Harris Funeral Homes Inc. v. EEOC*, funeral director Aimee Stephens was fired from her job after announcing her intention to transition from male to female. The Sixth Circuit Court ruled that Title VII does include transgender status in its protections.

In the third case, *Altitude Express, Inc. v. Zarda*, David Zarda, a gay man, lost his job as a skydiving instructor after a customer complaint. Zarda stated that he would sometimes disclose that he was gay to make female skydiving clients more comfortable during tandem jumps, and maintained that he was fired for being homosexual. The Second Circuit sided with Zarda, stating Title VII does protect sexual orientation.

"In light of these and other federal decisions reaching conflicting conclusions on this issue, the Supreme Court agreed to hear these three cases to resolve the circuit split," a release from Eckert Seamans stated.

### THE SUPREME COURT MAJORITY OPINION

Justice Neil Gorsuch wrote the court's majority opinion on the case, stating in part, "it is impossible to discriminate against a person for being homosexual or transgender without discriminating against that individual based on sex."


In other words, if a company fires a man for being gay, they are firing him for being attracted to men. If they would not fire a woman for being attracted to men, then they are firing the gay man for being a man attracted to men.

"If the employer fires the male employee for no reason other than his attraction, the employer discriminates against him for traits or actions it tolerates in his female colleague," the majority opinion stated.



The U.S. Supreme Court has ruled that sexual orientation and gender identity are protected under Title VII. Image credit: Ian Hutchinson 4 Unsplash

### THE HOUSING CONNECTION

While these cases surrounded employment, it is easy to connect the dots to housing practices. While Massachusetts already protects gender identity and sexual orientation against discrimination, all landlords in Massachusetts should view state and federal law as unambiguous: sex, sexual orientation and gender may not be considered when making decisions about to whom you will provide housing. Any inquiry about these is discrimination, and illegal. 



Point your camera app here to read more online.



## MassLandlords Thanks Our Property Rights Supporters

Property Rights Supporters make monthly contributions earmarked for policy advocacy.

### OWNERS COOPERATIVE

**\$100 and Up** Allison Gray. Haddad Real Estate. Hilltop Group Holdings. Landrum Global, Inc. Rich Merlino. Premier Choice Realty. Skye High Properties, LLC. Spring Park Properties. Stony Hill Real Estate Services. Eric Warren.

### OWNERS CLUB

**\$50 to \$99** A. A. Zamarro Realty, Inc. Arrow Properties, Inc. Arrowpoint Properties LLC. Commonwealth Ave. Real Estate LP. Foxworth Properties, LLC. Michael Goodman. Harbor View Realty Trust. HFP, LLC. Hilltop Realty. Joseph Jones. Darlene Muston. Mary Norcross. Jim O'Brien. Park River Properties LLC. PCPA LLC. Ted Poppitz. Shamrock Management. Slope Properties LLC. Bob Smith. Tina Smith. Michael Totman. Union Realty. Urban Lights LLC. Winsser Realty Trust. Witman Properties Inc.

### WORKING TOGETHER CLUB

**\$20.25 to \$49** 557 Union Avenue Realty Trust. Yan Alperin. Phil Arsenault. Beacon Hill Property Management. David Branagan. Broggi R.E. & Property Mgmt Inc. Linda Caterino. CHELSEACORPLLC. Michael Donahue. Dorel Realty LLC. Bob Finch. Lucille Fink. First Chair Entertainment. Dana Fogg. Royce Fuller. GMC Property Management LLC. Haverhill Multi-Family, LLC. Huntington Realty. Janice E Sawyer Family Trust. JCCarrig Real Property. Karen Jarosiewicz. Matthew Maddaleni. Kristina Midura-Rodriguez. Vincent Monaco. Jill Monahan. Liz O'Connor. Olson Apartments. Cheryl Popiak. Real Property Management Associates. Chris Rodwill. Saltman Realty. South Shore

Apartments, Wembley LLC. The Claremont Living LLC. Snaedis Valsdottir. Webber and Grinnell Insurance. Lorenzo Whitter.

### WORKING TOGETHER CIRCLE

**Up to \$10** AAMD MGT. AFL Properties. Chris Adler. Lori Amara. Rob Barrientos. Ray Boylan. Jr. Broggi R.E. & Property Mgmt Inc. CC&L Properties, LLC. Corofin Properties. Scott Cossette. Demers Enterprises. Liz Dichiaro. Eastfield Family Trust. Dario Echeverria. Patty Eksuzian. Ann Eurkus. Margaret Forde. Forge Property Management. Barbara Frost. Charles Gendron. Gordon LeBlanc Real Estate. Allyson Gray. Christine Greene. Tyrone Greene. Ross W. Hackerson. Hancock Holdings LLC. Mike Hempstead. JD Powers Property Management LLC. JMG Realty & Investments. Gayle Joseph. Catherine Jurczyk. Kee 55, Inc. Agency Account C/O Ercolini. Kubera Properties. John Kubilis. Brian Laforte. Altagracia Lama. Jo Landers. Brandon Lee. MassBay Group. Anthony Membrino. Alex Narinsky. Pavel Novikov. Mary Palazzo. Pathways. Glenn Phillips. Alvan Pope. Tara Pottebaum. Property Realty Group LLC. Douglas Quattrochi. Real Property Management Associates. Kathryn Rivet. Lisa Rizza. Schoolcraft Realty, LLC. Michael Siciliano. Jonathan Siegel. John Siri. Joann Strub. Summit Rentals LLC. Timshel Properties. TJB Properties. Tomaltach O'Seanachain Realty Trust. Topaz Realty Trust. Vadim Tulchinsky. Stuart Warner. Westmass Apartments LLC. Kim Wu. Alexa Zaccagnino.

One-time and bespoke donations sincerely appreciated, too numerous to list here.

To join, complete a pink sheet at any MassLandlords event or sign up online at [MassLandlords.net/property](https://www.masslandlords.net/property). <sup>ML</sup>



**Woom**  
PROPERTY MANAGEMENT

**Property Managers Who Care!**  
**We Manage Your Property as if It Were Ours!**

**PO Box 2295 Worcester, MA 01613**  
**T : (508) 203-1798**  
**w : [rentals@woomasspm.com](mailto:rentals@woomasspm.com)**



**WITMAN**  
PROPERTIES

**Property Management With a Personal Touch**

**LEASING** **SCREENING**  
**24/7 MAINTENANCE** **LANDSCAPING**

**witmanproperties.com**

**(413) 536-2714 110**

# REGIONAL



## 2021 AUGUST

Upcoming events  
See details under each region

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4 Webinar 12:00pm-1:00pm	5	6	7
8	9	10	11 Short Virtual Meeting 12:00pm-1:00pm	12 NWCLA Virtual Meeting 7:00pm-8:00pm	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				



## 2021 SEPTEMBER

Upcoming events  
See details under each region

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1 Virtual Meeting 5:00pm-7:00pm	2	3	4
5	6	7	8 Worcester 5:30pm-8:30pm	9 Virtual Meeting, NWCLA 5:00pm-7:00pm, 7:00pm-8:00pm	10	11
12	13 SWLCA 7:00pm-8:00pm	14 MWPOA 7:00pm-8:00pm	15	16	17	18 Cambridge Crash Course 8:30am-2:45pm
19	20	21 Virtual Meeting 5:00pm-7:00pm	22	23	24	25
26	27 Virtual Meeting 5:00pm-7:00pm	28	29	30		

**Reconnect with friends and loved ones. Become a Certified Massachusetts Landlord™. Stay safe this summer! Events will be scheduled as needed.**

## STATEWIDE

## Webinar: Certified Massachusetts Landlord Level Two™ Test

WED  
08/04

Learn how to be listed on MassLandlords.net as a Certified Massachusetts Landlord™ and pass our test. This new professional designation is available to current, new and prospective owners and managers of Massachusetts residential real estate.

The webinar will start with a brief overview of **why certification matters** both in state politics and to your bottom line. Then we'll review each of the **three levels of certification**, the first two of which are available now. We'll then put away the slides and do a live screenshare on the website. We will teach how to create your professional profile, review the Level One best practices, and sign the certification agreement. We'll then download some images to **market our certification** to prospective renters.

A primary focus of this webinar will be explaining the Level Two test. We will review our growing list of articles to read, discuss how long you have to take and pass the test, and do just a few sample questions.

If you have already taken the test, this is an excellent chance to provide feedback to MassLandlords or to encourage others. If you have yet to take it, this webinar will show you what to expect.



the cML Level One™ and cML Level Two™ Logos



MassLandlords Executive Director Doug Quattrochi

This presentation will be given by **Doug Quattrochi**, Executive Director, MassLandlords, Inc. Doug was a founding member of MassLandlords in 2013. He became the association's first Executive Director under new bylaws in 2014. Since then, he has scaled the organization from a core of 160 members in Worcester to approximately 2,200 dues paying businesses from Pittsfield to the Cape, and from an all-volunteer team to approximately 20 full and part-time staff plus 50 volunteers. Doug has been instrumental in advancing democratic governance mechanisms, including score voting for policy priorities and a staggered and democratically elected Board of Directors. Doug also oversees the RentHelper spin-off, which is expanding access to electronic banking for those of us who are unbanked or underbanked. Prior to MassLandlords, Doug held leadership roles in various Massachusetts startups, two of which are still operating. Doug holds a Master of Science in Aerospace Engineering from the Massachusetts Institute of Technology.

### "No Sales Pitch" Guarantee

MassLandlords offers attendees of directly managed events a "No Sales Pitch" guarantee. If a guest speaker offers services, their presentation will not discuss pricing, promotions, or

reasons why you should hire them. We do not permit speakers to pay for or sponsor events. Guest speakers are chosen for their expertise and willingness to present helpful educational content. Your purchase of an event ticket sustains our nonprofit model.

### WEDNESDAY, AUGUST 4TH

12:00pm Webinar Begins

1:00pm Webinar Ends

### REGISTRATION

Open to the public. Membership is not required!

- Public: \$6
- Members: \$3

### WEBINAR DETAILS (HOSTED BY ZOOM)

We will share our video, audio, and computer screen and slides.

- You can chat questions. You will not be on video or audio.

Registrants will have **full access to the webinar**, including watching live or watching the recording any time after the webinar is posted.

### Watch Live (on August 4, 2021 12:00 PM):

Password will be emailed and viewable [online](#).

When: Aug 4, 2021 12:00 PM Eastern Time (US and Canada)

Topic: Level Two Test Webinar August 4, 2021

Please click the link below to join the webinar:

<https://us02web.zoom.us/j/82166797414>

Passcode: Will be emailed and viewable [online](#)

Webinar ID: 821 6679 7414

Passcode: Will be emailed and viewable [online](#)



International numbers available:  
<https://us02web.zoom.us/j/8bRWvqvjiU>

**Watch Recording (after August 8, 2021):**

**Recording Link:**

This event will be recorded and uploaded to our page [MassLandlords.net/certification](https://MassLandlords.net/certification).

**Click here to register for this webinar**

The webinar counts for continuing education credit for Certified Massachusetts Landlord Level Three. Beep in. Leave feedback/beep out.

Google calendar users: [add our event calendar to your own](#).

iPhone & iPad users: [add our event calendar to iCal](#).

## Short Virtual Meeting: How to Screen Tenants Using an Applicant Qualifier

WED  
08/11

This presentation will review our **applicant qualifier** in-depth.

Best practice for screening tenants includes using an applicant qualifier. This **objective point-scoring system** ensures that your very expensive rental property will not be rented to the wrong tenant based on «gut feel». Also, this guarantees applicants equal housing opportunity without discrimination.

We will walk through each box, what documentation you should expect from an applicant, and what changes

you may want to make to suit your business. Emphasis on:

- How to think about **criminal records**
- How **Section 8** should be scored
- Is a **credit score** really worth so much?
- What matters most in a housing history
- Why you should almost never listen to their current landlord
- And much more!

Attendees will leave knowing how to rank applicants for rental housing, pick the best renter, and document your rental application decisions.

Example Applicant Qualifier for Tina Tenant



Attorney Jordana Roubicek Greenman



MassLandlords Executive Director Doug Quattrochi

Part of this presentation will be given by **Attorney Jordana Roubicek Greenman**. She is an attorney and a title agent for First American Title Insurance Company and WFG in the Commonwealth of Massachusetts. Attorney Roubicek Greenman has a solo practice with a main office in Watertown and additional office in Downtown Boston. Her practice consists of a broad range of real estate-related legal matters, including commercial and residential landlord/tenant disputes, condominium association representation, general real estate litigation and commercial and residential real estate closings. Attorney Roubicek Greenman has a well-respected reputation for aggressively advocating for her clients' goals and ensuring beneficial outcomes at a reasonable cost. She was among the first attorneys to take legal action in response to the unfunded eviction moratorium.

Part of this presentation will be given by **Doug Quattrochi**, Executive Director, MassLandlords, Inc. Doug was a founding member of MassLandlords in 2013. He became the association's first



**PROXIMA**

## Eviction Moving & Storage

Helping landlords with tenants who are required by law to be removed from the property

✓ Lowest Fixed Rates ✓ No Hidden Fees ✓ Licensed, Bonded, Insured

Call to schedule:

**617-588-0111**

Visit to learn more: <http://evictionMovingandStorage.com>

**ASAP**  
ENVIRONMENTAL, INC.



**HEALTHY HOMES  
FOR BETTER LIVING!**

- Indoor Air Quality
- Lead Paint Inspections
- Mold Testing & Analysis
- Serving all of MA & NH

1 Arcadia St.  
Dorchester, MA 02122

Phone: 617-288-8870  
Fax: 617-282-7783

Inspections@asapenvironmental.com  
[www.asapenvironmental.com](http://www.asapenvironmental.com)

Call Toll Free: 800-349-7779

Osterville Brockton Rockland Worcester Lawrence  
508-428-1669 508-580-4800 781-982-8700 508-755-7320 978-686-0003

Executive Director under new bylaws in 2014. Since then, he has scaled the organization from a core of 160 members in Worcester to approximately 2,000 dues paying businesses from Pittsfield to the Cape, and from an all-volunteer team to approximately 20 full and part-time staff plus 50 volunteers. Doug has been instrumental in advancing democratic governance mechanisms, including score voting for policy priorities and a staggered and democratically elected Board of Directors. Doug also oversees the RentHelper spin-off, which is expanding access to electronic banking for those of us who are unbanked or underbanked. Prior to MassLandlords, Doug held leadership roles in various Massachusetts startups, two of which are still operating. Doug holds a Master of Science in Aerospace Engineering from the Massachusetts Institute of Technology.

**Purchase your ticket in just a few clicks!**

**“No Sales Pitch” Guarantee**

MassLandlords offers attendees of directly managed events a “No Sales Pitch” guarantee. If a guest speaker offers services, their presentation will not discuss pricing, promotions, or reasons why you should hire them. We do not permit speakers to pay for or sponsor events. Guest speakers are chosen for their expertise and willingness to present helpful educational content. Your purchase of an event ticket sustains our nonprofit model.

**Open to attendees statewide**

You are welcome to participate in this virtual meeting no matter where you are.

**WEDNESDAY, AUGUST 11TH**

**SHORT VIRTUAL MEETING AGENDA**

12:00pm Presentation begins

12:45pm Q&A

1:00pm Meeting ends

**Participation is Easy**

We have two formats of online events:

- **Virtual meetings** include optional audience participation via video, phone, and screenshare and are not recorded.
- **Webinars** have limited participation options (typed questions only) and are recorded.

Our **virtual registration desk** is open for all events one hour starting 30 minutes prior to the event start time. Call 774-314-1896 or email [hello@masslandlords.net](mailto:hello@masslandlords.net) for live, real-time help signing in and using your technology.

If joining a virtual meeting, please use the zoom “test audio” feature. You will be allowed to talk to others if your microphone is good and there is no background noise. We reserve the right to mute anyone for any reason. Attendees without a microphone or who don’t want to be heard can type questions.

**VIRTUAL MEETING DETAILS (HOSTED BY ZOOM)**

We will share our video, audio, and computer screen and slides.

- Optional: You can share your video with everyone, talk to everyone, and type chat with everyone. Video sharing is not required. Talking is not required.

Password will be emailed and viewable [online](#).

Topic: Screen Tenants Applicant Qualifier Short Virtual Meeting

Time: Aug 11, 2021 12:00 PM Eastern Time (US and Canada)

Join Zoom Meeting  
<https://us02web.zoom.us/j/86437675315>

Meeting ID: 864 3767 5315

Passcode: Will be emailed and viewable [online](#)

Dial by your location  
+1 646 876 9923 US (New York)  
+1 301 715 8592 US (Washington DC)  
+1 312 626 6799 US (Chicago)  
+1 346 248 7799 US (Houston)  
+1 408 638 0968 US (San Jose)  
+1 669 900 6833 US (San Jose)  
+1 253 215 8782 US (Tacoma)

Meeting ID: 864 3767 5315

Passcode: Will be emailed and viewable [online](#)

Find your local number:  
<https://us02web.zoom.us/j/kcvTjosT59>

**PRICING**

Open to the public. Membership is not required!

- Contemporaneous participation:

- o Public: \$14
- o Members: \$7
- o Premium Members: No charge and no need to register. [Click here for meeting details and password.](#)

This event will not be recorded.

Slides and handouts if any will be uploaded to Applicant Qualifier.

**[Click here to purchase tickets for this event](#)**

The virtual meeting counts for continuing education credit for Certified Massachusetts Landlord Level Three. [Beep in.](#) [Leave feedback/beep out.](#)

This event is operated by MassLandlords staff.

Want to speak at a MassLandlords meeting? [Submit a speaker request.](#)

This is part of the [Virtual rental real estate networking and training series.](#)

Google calendar users: [add our event calendar to your own.](#)

iPhone & iPad users: [add our event calendar to iCal.](#)

**Statewide Virtual Meeting: Rent Collection Software**

WED  
09/01

There are **dozens of services** to collect rent in US Dollars online, including Venmo, PayPal, Apartments.com (formerly Cozy), ZRent, and RentHelper. **Or should you use Bitcoin?** This presentation will explore these options and more.

We will start by reviewing the pros and cons of digital rent collection. For instance, digital rent collection has a **big disadvantage**: when you knock on a resident’s door to collect rent in person, you can connect on a personal level and learn what’s new and in need of attention. We’ll discuss this and other things we’ve lost with moving online. But the **advantages are numerous**: less work, more traceability, and custom payment schedules, to name a few.

We will explain in-depth:

- Fundamentals of moving money over networks, including credit cards and ACH.

- Costs, **risks**, and effort required with various services like Venmo and PayPal.
- Which services leave the owner in control of collections during eviction proceedings
- What changes are coming now that **Cozy** has been absorbed by Apartments.com.

Attendees will leave with an understanding of how money moves in the US and where to learn more about various methods for collection.



Rent collection software gives new opportunities and new risks



MassLandlords Executive Director Doug Quattrochi

This presentation will be given by **Doug Quattrochi**, Executive Director, MassLandlords, Inc. Doug was a founding member of MassLandlords in 2013. He became the association's first Executive Director under new bylaws in 2014. Since then, he has scaled the organization from a core of 160 members in Worcester to approximately 2,200 dues paying businesses from Pittsfield to the Cape, and from an all-volunteer team to approximately 20 full and part-time staff plus 50 volunteers. Doug has been instrumental in advancing democratic governance mechanisms, including score voting for policy

priorities and a staggered and democratically elected Board of Directors. Doug also oversees the RentHelper spin-off, which is expanding access to electronic banking for those of us who are unbanked or underbanked. Prior to MassLandlords, Doug held leadership roles in various Massachusetts startups, two of which are still operating. Doug holds a Master of Science in Aerospace Engineering from the Massachusetts Institute of Technology.

**Purchase your ticket in just a few clicks!**

**"No Sales Pitch" Guarantee**

MassLandlords offers attendees of directly managed events a "No Sales Pitch" guarantee. If a guest speaker offers services, their presentation will not discuss pricing, promotions, or reasons why you should hire them. We do not permit speakers to pay for or sponsor events. Guest speakers are chosen for their expertise and willingness to present helpful educational content. Your purchase of an event ticket sustains our nonprofit model.

**Open to attendees statewide**

You are welcome to participate in this virtual meeting no matter where you are.

**WEDNESDAY, SEP 1ST**

**VIRTUAL MEETING AGENDA**

5:00pm Sign-in and virtual networking:  
you can chat with others  
as people log in  
5:40pm Business Update  
6:00pm Rent Collection Software  
7:00pm Virtual meeting ends

**Participation is Easy**

We have two formats of online events:

- **Virtual meetings** include optional audience participation via video, phone, and screenshare and are not recorded.
- **Webinars** have limited participation options (typed questions only) and are recorded.

Our **virtual registration desk** is open for all events one hour starting 30 minutes prior to the event start time. Call 774-314-1896 or email [hello@masslandlords.net](mailto:hello@masslandlords.net) for live, real-time help signing in and using your technology.

If joining a virtual meeting, please use the zoom "test audio" feature. You will be allowed to talk to others if your microphone is good and there is no background noise. We reserve the right to mute anyone for any reason. Attendees without a microphone or who don't want to be heard can type questions.

**VIRTUAL MEETING DETAILS (HOSTED BY ZOOM)**

We will share our video, audio, and computer screen and slides.

- **Optional:** You can share your video with everyone, talk to everyone, and type chat with everyone. Video sharing is not required. Talking is not required.

Password will be emailed and viewable [online](#).

Topic: Rent Collection Software Virtual Meeting September 1, 2021

Time: Sep 1, 2021 05:00 PM Eastern Time (US and Canada)

Join Zoom Meeting  
<https://us02web.zoom.us/j/85472023229>

Meeting ID: 854 7202 3229

Passcode: Will be emailed and viewable [online](#)

Dial by your location  
+1 312 626 6799 US (Chicago)  
+1 646 876 9923 US (New York)  
+1 301 715 8592 US (Washington DC)  
+1 669 900 6833 US (San Jose)  
+1 253 215 8782 US (Tacoma)  
+1 346 248 7799 US (Houston)  
+1 408 638 0968 US (San Jose)

Meeting ID: 854 7202 3229

Passcode: Will be emailed and viewable [online](#)

Find your local number:  
<https://us02web.zoom.us/j/kzL5AC1F3>

**PRICING**

Open to the public. Membership is not required!

- **Contemporaneous participation:**
  - o Public: \$14
  - o Members: \$7
  - o Premium Members: No charge and no need to register. [Click here](#) for meeting details and password.



This event will not be recorded.

Slides and handouts if any will be uploaded to [Rent Collection Software](#).

**[Click here to purchase tickets for this event](#)**

The virtual meeting counts for continuing education credit for Certified Massachusetts Landlord Level Three. **Beep in. Leave feedback/beep out.**

This event is operated by MassLandlords staff.

Want to speak at a MassLandlords meeting? [Submit a speaker request](#).

This is part of the [Virtual rental real estate networking and training series](#).

Google calendar users: [add our event calendar to your own](#).

iPhone & iPad users: [add our event calendar to iCal](#).

## BERKSHIRE COUNTY BOSTON, CAMBRIDGE, SOMERVILLE

### Cambridge: The MassLandlords Crash Course in Landlording

SAT  
09/18

Learn everything you need to succeed as an owner or manager of residential rental property in Massachusetts.



This fast-paced course is strictly limited to 16 participants to allow for detailed discussion and Q&A. Course tuition includes:

- Small group session with the Executive Director, a trained presenter and experienced landlord, and the attorney.
- A comprehensive agenda, see below.
- Your choice of two books:

- *Every Landlord's Tax Deduction Guide* by NOLO,
- *The Good Landlord* by Peter Shapiro,
- *Getting to Yes* by Roger Fisher, and/or
- *The Housing Manual* by H. John Fisher.

- A bound summary of all material presented.
- Breakfast pastries, coffee, tea.
- Lunch sandwiches, sodas, chips, cookies; all dietary requirements satisfied, please notify us when you purchase a ticket.
- A MassLandlords ballpoint pen.
- A coupon for 10% off any MassLandlords annual membership.
- A MassLandlords certificate of completion and permission to use "MassLandlords Crash Course graduate" on your marketing material.

**[Click here to purchase tickets for this event](#)**



Instructor Douglas Quattrochi



Instructor Attorney Adam Sherwin

#### Featured Testimonial



"I simply wanted to reach out and express just how happy I am to have attended the landlording crash course. The presentation and delivery of the information was flawless

and I certainly have walked away with a greater understanding of the intricacies that govern being an above average landlord/manager." – **Michael Murray**

## SATURDAY, SEPTEMBER 18TH, 2021

### AGENDA

- 8:30am – Introduction of MassLandlords and course participants
- 8:50am – Rental markets
  - Urban, suburban, rural
  - Luxury, college, professional, working, subsidized, rooming houses
- 9:05am – Property selection
  - Lead paint (Legal highlight)
  - Utilities
  - Bones vs surfaces
  - Amenities
  - Repairs and renovations
  - Durable vs beautiful
  - What if I'm stuck with what I've got?
- 9:20am – Sales and marketing 101 for rental property managers
  - Marketing rentals
  - Sales process
  - Staying organized
  - Branding a small business
  - Getting more or fewer calls
  - Tips and tricks
- 10:05am – Break
- 10:15am – Applications and screening
  - Criminal, credit, eviction
  - Discrimination (legal highlight)
  - Tenant Screening Workshop
- 11:20am – Rental Forms
  - Lease vs Tenancy at Will
  - iCORI
  - Eviction notices
- 11:55am – Legal Matters start
  - Late fees
  - Security deposits
  - Eviction process
  - Move-and-store
  - Water and electrical submetering
  - Housing Court vs District Court
  - Warranty of habitability
  - Inspections
  - Subsidies
  - Rent control

- 12:15pm – Break and Lunch,  
with free form Q&A
- 12:45pm – Legal Matters finish
- 1:45pm – Maintenance,  
hiring, and operations
- o Keeping the rent roll and expenses
  - o Filing taxes
  - o To manage or not to manage
  - o Tenants as customers
  - o Notifying tenants
  - o Extermination
  - o Monitoring contractors
  - o Lease violations and conflict resolution
  - o Record keeping
- 2:30pm – Overview of books and resources for further education
- 2:35pm – Review of unanswered questions
- 2:45pm – End
- Please note that end time may vary based on questions.

### LOCATION

Cambridge Innovation Center  
11th Floor, Singapore Room  
One Broadway  
Cambridge, MA 02134

**Please note:** CIC has several buildings in Kendall Square, two of them being adjacent to each other. The correct location for this event is the building with light colored concrete, vertical windows and a Dunkin Donuts on the ground level. You will **NOT** see a CIC sign. Refer to the image below.



### ACCESSING FROM THE T

- Exit the Kendall T stop on Main St.
- Cross to the side of Main St. with the Chipotle and walk up the street

towards Broadway, passing the Chipotle on your left.

- You will then round the corner to the left and One Broadway will be across the street diagonally.
- Cross over Third St. and Broadway to arrive at One Broadway.

**For all attendees** Upon entering One Broadway, you will need to check in with the lobby security. You'll just need to show your ID and let them know you're going to the MassLandlords event and which floor.

### PARKING

Accessible by T and highway. Parking available in several garages for weekend rates. See CIC Directions for details. Pilgrim Parking has affordable rates and is a short walk from the venue, [click here for details](#)

### FOOD

- Breakfast:
  - o Fresh bagels, large muffins, cinnamon rolls, coffee cake slices and scones with cream cheese, butter, and jam
  - o Fresh fruit platter
  - o Assorted fruit juices and coffee
- Lunch:
  - o Assorted gourmet sandwiches
  - o Garden salad
  - o Fruit salad
  - o Assorted pastries
  - o Soda, juice, water

\*Please email [hello@masslandlords.net](mailto:hello@masslandlords.net) if you have any dietary restrictions and need a special meal.

### PROOF OF VACCINATION REQUIRED (MASKS OPTIONAL)

In order for us to reduce the risk to staff and attendees during this day-long course, **proof of COVID-19 vaccination is required to enter** unless there is a documented medical reason why you cannot be vaccinated. We accept without advance notice:

- CDC vaccination cards (or copies or scans) showing completion of an FDA-approved vaccination schedule at least two weeks earlier.

With advance notice we will also accept any app or other documentation produced by a foreign government. Email [hello@masslandlords.net](mailto:hello@masslandlords.net) to alert

us that you will be bringing proof of vaccination from another country so we can prepare to validate it.

If due to **medical reason** you cannot be vaccinated, please plan to submit **in advance** a note from a qualified health-care professional, on their letterhead, that you have a medical disability preventing you from being vaccinated at this time. A negative COVID test result will be required dated no more than three days prior. Email [hello@masslandlords.net](mailto:hello@masslandlords.net) to request a secure upload link for your letter and plan to bring your printed or scanned test result day-of.

Attendees are welcome to wear a mask. Staff are vaccinated, will likely **not** be masked.

If you are unvaccinated for any reason other than a medical one, please plan to attend a zoom training event instead. **You will be denied entry without proof of vaccination** or a previously filed medical exemption. [Learn more about vaccines from the United States Centers for Disease Control and Prevention.](#)

### PRICING

- Online:
  - o Non-members: \$215
  - o Members: \$205 ([log in](#) before you register or you will see the non-member price)
- Online registration required. All ticket sales final.

[Click here to purchase tickets](#)

[Membership.](#)

Please note: this event is run by MassLandlords staff.

### CENTRAL WORCESTER COUNTY

### Wanted for Guarantee: Worcester Studios and One Bedrooms

The City of Worcester has signed an agreement to pilot a landlord-tenant guarantee fund, under which you may be eligible to receive \$10,000 of coverage for unpaid rent, property damage, and attorney's fees if you rent to one of our renters instead of a market renter.

# SPEAK AT ONE OF OUR EVENTS



**LOG ONTO**

**<https://masslandlords.net/events/speak>**

**& Fill out Form to Submit a Speaker Request**

- ✓ Your platform
- ✓ Give back
- ✓ Free food
- ✓ Good publicity
- ✓ Well run
- ✓ Well attended



Tired of being a landlord?

**SELL US YOUR MULTIFAMILY!**



**508-799-7655**

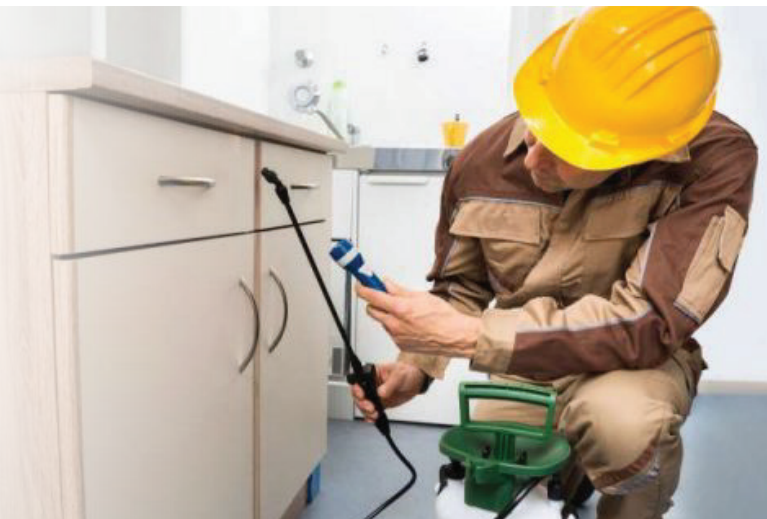
[HamptonPropertiesLLC.com](http://HamptonPropertiesLLC.com)

We specialize in short sales!

All information will be kept confidential.



**FORD'S  
HOMETOWN  
SERVICES**



**YOUR ENVIROMENTAL  
✓ PEST AND LAWN  
PROFESSIONALS**

**FORDSHOMETOWN.COM**



The guarantees are being issued to Worcester landlords who choose to rent to residents currently experiencing homelessness in the city. All of our residents have been awarded permanent subsidies (MRVP, VASH, or Section 8) so they can pay the rent. All of our residents also receive supportive services, so they get help with whatever caused them to experience homelessness in the first place. These residents are all individuals, so we are looking for studios or one-bedrooms near bus routes.

You will still be able to screen your renter as normal. You will have to waive screening criteria that would adversely affect an applicant with non-violent criminal history, bad credit, and/or an eviction record. All other screens can be conducted as normal (ability to pay rent, move-in monies, smoking, pets, etc.).

You will get unlimited helpline access if you participate. We can issue these guarantees because we know in over 80% of cases, you won't lose a dime, and we won't have to pay the guarantee.

For no-obligation information, call the helpline at 774-314-1896 or email [hello@masslandlords.net](mailto:hello@masslandlords.net).

**CHARLES RIVER (GREATER WALTHAM)  
GREATER SPRINGFIELD  
LAWRENCE  
METROWEST  
NORTH SHORE  
NORTHERN WORCESTER COUNTY**

## **Fitchburg: To Evict or Not to Evict: with Attorney Burrell**

**THU  
08/12**

Join us from the comfort of your home for a presentation by Attorney Mark Burrell and explaining what you need to know about the current CDC moratorium requirements.

Mark Burrell is a seasoned Landlord/Tenant attorney and has the unique perspective to look at your situation from the eyes of the defendant's attorney. Besides knowing the ins and outs of what to look for in possible glitches to your Security Deposit accounts that may trip us up as landlords; Attorney Burrell is a great storyteller and we are sure you will be entertained at this event.

Meetings are open to the public! Tickets are \$10. Zoom meeting information will be provided the day of the event. Become a member and the annual dues pay for all 10 meetings a year!

**THURSDAY, AUGUST 12TH**

## **NWCLA MEETING AGENDA**

Visit [nwcla.com](http://nwcla.com) for any last-minute updates or changes.

7:00pm Presentations

## **LOCATION**

### **Participation is Easy**

As a result of the COVID-19 (coronavirus) pandemic, our events have been replaced by webinars or virtual meetings held during the traditional event time for each former location.

## **PRICING**

Membership not required!  
Open to the public.

- Public and Members other than NWCLA: \$10
- MassLandlords.net/NWCLA members: pay annual dues, then free

Zoom meeting information will be provided the day of the event.

This event will be recorded and accessible for active NWCLA members only at <https://www.nwcla.com/members/meeting-recordings/>.

This event is operated by volunteers.



# MEMBERSHIP BENEFITS



## RENTAL FORMS

Download a complete set of up-to-date rental forms (applications, leases, notices to quit, and more).



## LEGAL STANDING

Vote in MassLandlords elections, serve on boards, and be represented in policy discussions with local and state officials.



## CERTIFICATION

Become a Certified Massachusetts Landlord™.



## HOME DEPOT SAVINGS

Members save on most items at Home Depot stores and online, including appliances, lighting, lumber, hardware, paint and more.



## SERVICE PROVIDER DIRECTORY

Search for service providers or be listed as one (electricians, managers, realtors, attorneys, plumbers, snow removers, and much, much more).



## VIDEOS, ANALYSIS, & SPREADSHEETS

Watch past events, learn about the laws, and access spreadsheets you can build on like our heat pump vs furnace calculator.



## MESSAGE BOARDS

24/7 access to Massachusetts Landlords for advice and/or to contribute your professional expertise.



## SEARCH EVICTIONS

Search eviction records by address for acquisition due diligence.



## EVENTS

Weekly networking and education at virtual events.



## COLLECT CHECKS ONLINE

Virtual office manager free trial at RentHelper.



## CREDIT SCREENING COUPONS

Save on SmartScreen credit reports.



## ENTITY FORMATION SAVINGS

Create LLC's or Inc's for a low, members-only fixed price via New Leaf Legal.



MassLandlords  
One Broadway, Floor 14  
Cambridge, MA 02142

## **SUBSCRIBE TODAY**

Perfect to share at the office.  
Membership + print delivery \$190 per year  
(add print delivery to existing membership  
\$90). Mail your check to MassLandlords,  
PO Box 844570, Boston, MA 02284-4570  
or join online at [masslandlords.net/join](https://masslandlords.net/join).

Support better housing policy and housing  
journalism in Massachusetts.