

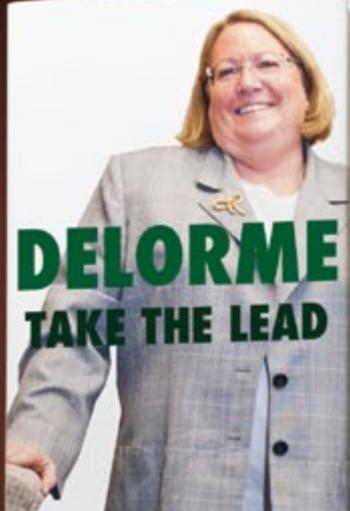
LEVINE



Diffuse It

DELORME

TAKE THE LEAD



GROGAN

Lease Windfall



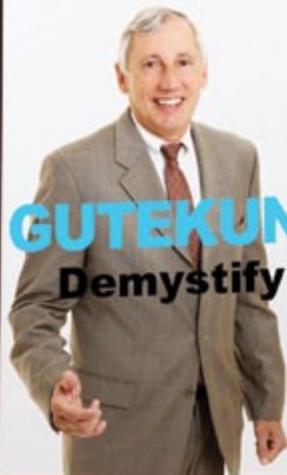
KUFFEL



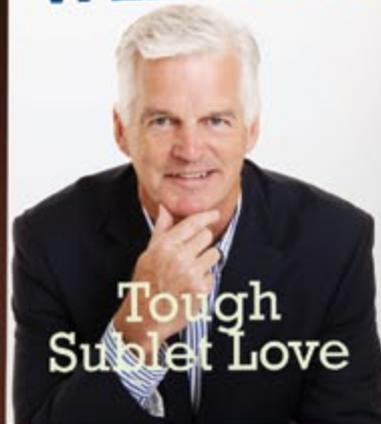
When to Stop

GUTEKUNST

Demystify It!

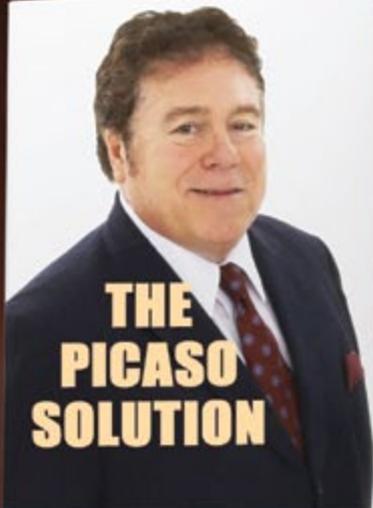


WILSON



**Tough
Sublet Love**

**THE
PICASSO
SOLUTION**



MEISTER

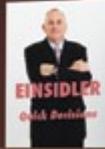
**The Hoarder
Challenge**



WOLFE

**FEASIBILITY
FIRST**





MARK LEVINE

DIFFUSE IT Different boards have different relationships with their shareholders. Some rely on management to be the point of contact while others get involved in every issue, no matter the size. We had one board that seemed to be alienating its constituents by confronting residents over rules they were breaking and threatening them with fines. This board-wide interaction was causing distress for everyone, and slowly a group of shareholders was forming to try to combat them. We were able to work with the board to set a policy that the board should allow management to deal directly with shareholders and their problems and issue letters or fines as needed. By taking the board out of the day-to-day interaction with the shareholders, we were able to diffuse the hostility and

allow the board to focus on the bigger picture.

**Executive Vice President
Excel Bradshaw Management Group**

GEORGIA LOMBARDO-BARTON

COMMUNICATE! Spring tends to be annual meeting season for many co-ops/condos. These annual gatherings can be a pleasant get-together or a dreaded riot act. Our strategy is simple yet often overlooked: communication. Whether you distribute quarterly newsletters or send e-mail updates, keeping unit-owners informed regularly will result in a harmonious annual meeting. This year, we had quorums with over 80 percent in proxies, particularly in buildings with major capital improvements currently in progress. We provided those unit-owners

with monthly project updates along with any other business that was noteworthy. At one 40-unit co-op's annual meeting, only three non-board shareholders attended. How easy was that?

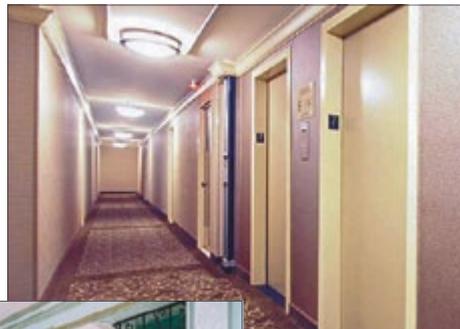
**President
Barton Management**

ANASTASIOS MAGOULAS

SPONSOR SUCCESS We recently came across a condominium property in Elmhurst, Queens, that was facing very serious problems that were jeopardizing the many aspects of its operations. We were faced with multiple problems, such as budgetary inequities, building structural defects, and nonpayment of common charges by the sponsor. We instituted an operational and financial plan and were able to return to various normal operational activities within a reasonable period of time. With the assistance of an attorney, we presented



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