



HOLY SMOKES, THAT'S A LOT OF NEW STUFF IN 2023

It was in the January 2021 *Hapco Newsletter* — exactly two years ago — that we asked, “What is a Hapco Philadelphia membership worth?” The article explained that people join **trade associations** primarily for three reasons: news, networking, and influence. Hapco Philadelphia has doubled down on all three in recent years.

A quick scan of Hapco [Philadelphia's Premium News Content](#) on the Hapco Philadelphia website shows, on average, one or two new articles posted each week. Our bi-weekly email blasts and the monthly electronic Newsletter that you're reading right now are chock full of things you need to know. Our Hapco Forum continues to be a hugely popular member-only platform for idea sharing.

And HP's General Counsel Paul Cohen remains among the foremost authorities in the nation when it comes to the laws guiding rental property ownership and management. Mr. Cohen regularly provides timely and informative input to Philadelphia City Council — and to Harrisburg — to ensure our members' voices are being heard.

News, networking, influence; the benefits of membership. We've got you covered.

It's time to put your membership into hyper-drive as we embark on Year 2023, giving members several new tools, you've been asking for. We've recently added and enhanced a fourth benefit to an already value-added HP membership: education. Four new series have already or will be coming online this month.

The first — in this post-COVID world — is the return of our in-person **Education Seminars**. HP's new Education Event Coordinator *Adam Sanders* has already held his inaugural seminars on real estate mortgages, lending, and tax tips, and a second seminar on how to buy rental property quickly and with minimal risk.

Be sure to keep an eye out for future events; information will be posted in the email blasts you receive and on our website under “**Upcoming Events**”.

“**Ask the Attorney**” **Member Webinars**: These virtual events are perfect if you have a specific real estate-related legal question that you want attorney Paul Cohen. \$10 to participate covers our costs. Where else can you ask an attorney a legal question for ten bucks? Click “Services” on our website and then “Ask the Attorney” for scheduling and more information.

We're especially excited to introduce the next two benefits, which have quite literally been YEARS in the making! First, all members will get exclusive access to the brand new digital **Hapco Handbook**. Currently at 176-pages (and growing!), this fully updated and rewritten

document contains everything you need to know to be a successful rental property owner or manager in the City of Philadelphia.

The handbook currently covers five primary sections, with fifty chapters covering everything from city rules and regulations, how-to, contact phone numbers, websites, Section 8/voucher housing, city councilmember contacts, evictions, and so much more. There are hundreds of links to take you directly to what you're looking for. The handbook will be available this month on our website!

And finally, there is HP's new **HP Lease Package**. We've teamed up with a third-party documents platform to offer our members this huge **FREE** benefit. Containing a variety of legal forms, including leases, Riders, and other addenda that have been culled, vetted, and reviewed by industry experts, as well as our in-house counsel, they are ramped, amped, and ready for use by Philadelphia property owners and managers. Available this month.

It's a brand-new year, and we're upping our game to serve you better! Use of our value-added services makes you a better owner/manager. Let our staff know if something is missing and if you have suggestions for updates. Be sure to spread the word to other property managers and income producing property owners. Everyone benefits from Hapco Philadelphia membership.

Want to serve? Committee and board positions are available. Reach out for more information.