

A Session by Rich George, The NOI Coach & Your Success Coach

**About This Session:** Take the fear out of Fair Housing laws through better understanding of their creation, purpose, and implementation. In this Fair Housing program, Rich will cover the basics of Fair Housing for all levels of the multi-family industry. This program is designed for new hires and can be used as a refresher course for veteran industry professionals as well. The course content will help the learner understand what issues, questions, comments and requests could be governed by fair housing guidelines.

## **Learning Objectives:**

- A. Participants will be reminded of the historical events that shaped current fair housing laws.
- B. Participants will be able to identify the seven protected classes and many additional potentially protected classes.
- C. Participants will embrace the responsibility for involvement and accountability as a multi-family professional

**Session Outline:** In this compliance-based session, participants will experience a conversational and interactive discussion about the current trends of Fair Housing.

- I. Introduction to Fair Housing and the Law
  - a. The historical shaping of Fair Housing
  - **b.** Why should I make this personal?
- II. The Protected Classes
  - a. The Federal 7
  - **b.** Additional State, Local and Organizational Protected Classes
  - c. Compliance and Obligation
- III. Don't fear the law
  - a. Current Cases and Examples
  - **b.** Why it's easy to avoid complaints
- IV. Summary
  - a. Ten Commandments of Fair Housing

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Rich George is the Founder of NOI Coach, a business coaching, consulting, and training firm based in Michigan and is the owner of Blue Door Apartments. A successful executive with over 30 years of experience, Rich brings a passion for employee development and culture building. Rich's background includes the management of over 2.5 billion dollars of real-estate, and over 250 million dollars of capital re-investment. Known for his team building, culture changing, and leadership skills, Rich inspires audiences nationwide.