



Board of Directors 'Cheat Sheet'

- What we do: we prepare home buyers to be mortgage ready; homeowners to be wise; and agencies to teach tenants housing readiness skills
- Why we do it: People need knowledge to rent, buy, and keep housing
- How we do it: Through classes (Financial Fitness, ABC's of Home Buying, HomeOwner's Toolkit, Ready to Rent Instructor Trainings, Landlord and Property Managers Training), one-on-one prepurchase counseling, loan counseling, and preclosing meetings, and second mortgage financing.
- How successful have we been: About 250 households each year buy homes of the 700 who use the home buying services. Generally a third are African-American and Latino households. More than fifty agencies teach Ready to Rent to their clients in shelters, jails, and/or transitional housing; in its first year 891 tenants completed the 12-hour course.
- Why it relates: Homeownership is the American Dream. It begins with successful renting and culminates into a stable investment for the future.
- What we want:

Step One: The Asks:

1. Money for operations
2. Referrals / orientation (know someone who needs services?)
3. Advertising / publicity
4. In-kind donations
5. Advocacy for Portland Housing Center / advocacy for homeownership
6. Permission to contact again
7. Open the door to partnerships (staff to follow-up)
8. Stories (homeowner success and/or partner collaborations)
9. How can we benefit you?

Step Two: Board members should refer 'the asks' to Felicia Tripp (except orientation which is the first three Wednesdays of every month at 6 p.m. at the Portland Housing Center). Her phone number is 503.282-7744 x108