

## Say This, Not That

There are words and phrases that are entirely acceptable and some that are entirely unacceptable. Sometimes it will depend on how they are used. The general rule is to avoid references to any of the protected categories or discouraging applicants who have physical or mental limitations. In addition to the federal protected categories, there also may be state and local protected categories that may apply to your property. These are our recommendations for best practices. This list is not intended and should not be used in place of legal advice. For answers to specific questions, consult an attorney.

Say This	Not That
Our community features well- maintained amenities and a welcoming atmosphere for all residents.	This is a quiet community.
We encourage all interested applicants to apply, as we consider a variety of qualifications and sources of income.	If you don't have a criminal record and have a good job, you should qualify.
We have several units available and would be happy to show you all the options so you can choose what works best for you.	It looks like you may need a unit on the ground floor.
We are a no-pets property, but we gladly accommodate assistance animals in compliance with fair housing laws.	We don't allow animals.
Our property is conveniently located near shopping centers, entertainment venues, and parks.	We have a couple of large popular churches right down the street.



Not That
We are an active adult community.
We have stable residents with good jobs.
Unlike other areas, ours is a safe neighborhood.
This is an exclusive neighborhood!
We are proudly American here!



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