

Join us in the dining room of the Holiday Inn at 6:00 for Dinner before the meeting.

DISCLAIMER

Any opinions expressed in these articles are not necessarily the opinions of the Real Estate Investors Association of Wayne County. (R.E.I.A. of Wayne County)
This information is designed to provide accurate and authoritative information in regard to the subject matter covered. It is offered with the understanding that the authors are not engaged in rendering legal, accounting or other professional service. If legal advice or other expert advice is required, the services of a competent professional should be sought.
Members and Guests should consult an attorney, accountant or other professional before making an investment decision. All Members and Guests assume the risk of making their own investment decisions.

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Slip of the Tongue Can Cost You

How do you respond to prospective residents when they ask questions that are discriminatory? Have you had someone who may not be knowledgeable about fair-housing laws, ask you to give out information that you believed was discriminatory? Are you unsure of what you can or can't say to avoid fair housing violations? These are some of the concerns expressed by rental owners. With the number of complaints on the rise, not to mention the amount of penalties and fines, housing providers must be familiar with the laws. We must THINK before we speak! The following list of "no-no's" may inspire you to re-evaluate the statements you may be making. NO-NOS!

- References to a person's protected class. For example...." Gosh, that is an interesting last name. What nationality is it?"
- Is this for you and your husband?
- Do you have children?
- We have a very quiet property. Mostly older people, be we will consider children.
- This property is not very safe for children because of the (fill in the blanks) balconies, creek, fountain, busy street, cliff, stairs, crime
- You know, we don't have a playground or any place for children to play here. This property was not designed for children- But, the "Acme" Apartments down the street have two great playgrounds!
- We prefer to have our families with children live on the first floor.
- Sorry, but our rentals are not accessible, so we can't rent to you.
- We will have to charge you a higher security deposit because of your guide dog.
- We don't rent to anyone on welfare. Housing providers are often asked discriminatory questions by applicants. Prospective residents commonly ask, "What kind of people live here?" or, "Who lives next door?" Appropriate responses include: "We are an equal opportunity housing provider", or "Everyone who lives here meets our rental qualifications." If they persist, say "I am sorry, but responding to that kind of question violates fair housing law."

Sometimes an applicant may request a rental that is not next to someone from a protected class, or an existing resident may ask that you not rent to a family with children, for example, next door to them. Again, it is safest to respond with. **"We are an equal opportunity housing provider and all of our rentals are open to anyone who meets our screening criteria."** If pushed, remind the applicant that because of fair housing laws, you are not able to respond to their request.

If you don't understand why these comments are discriminatory, or you are not familiar with the fair housing laws that underlie them, it would behoove you to order a fair housing book and/or video training course, which is available on Mr. Landlord's web page (www.mrlandlord.com), or, you may find yourselves on the receiving end of a costly mistake.

Reprinted from LLEJC & Muskegon Area Rental Association Newsletter(MARA)

12/05

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SPEAKERS COMMITTEE

Chuck SHIVEL 1-313-304-6234 CELL
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Email: chuckjean@comcast.net

Jerry Pruneau 734-771-6416

Wayde Koehler 313-277-4168


If you have any suggestions for speakers, drop us a line at: ApPrint1@aol.com or reiaawaynecounty.org

01/05

MORTGAGE
1

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Fax: (810) 227-5800
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E-mail: dsmith@mortgageone.biz



Credit Reports for Tenant Screening can be obtained locally at Credit Bureau Services, Inc. You must bring proof of property ownership and a copy of your prospective tenant's application. This service takes only 15 minutes for a hard copy report

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(313) 961-0090 fx

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- **Paul Nida**

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Newsletter

Subscriptions

A newsletter subscription can be obtained for \$20.00 per year for non members.

Simply mail a check payable to:

R.E.I.A.

2962 Fort Street
Lincoln Park, Michigan 48146

Around Town with Real Estate Investor Groups

(call each group for details)

- **OAKLAND R.E.I.A.** *2nd Thursday of the Month*
870 Main St • Clawson
K of C Hall (between 14 & 15 Mi Rd)
1 (800) 747-6742
- **D.O.L.L.A.R.S. Group** *3rd Thursday of the Month*
Mound & 13 Mile
Contact WEndy Patton • (248) 394-2125
- **Macomb Property Owners Association** *1st Thursday of the Month*
Cocktails/Dinner 6-6:30 pm • Meeting 7:00 pm
For More Info Call: 586-716-5370
- **Monroe County Landlord Association** *4th Thursday of every Month*
6:30-7:30 pm Social/Dinner • 7:30 pm Meeting
(734) 457-5758
- **American Landlord Association**
877-247-3372
- **Real Estate Investors Association of Wayne County (REIA of Wayne Co)** *1st Tuesday of every Month*
6:00-7:30 Dinner • 7:30 pm Meeting
(313) 386-7228 • 24 hr Answering Machine
- **New Real Estate Investors** *2nd Tuesday of every Month*
DoubleTree Hotel
7:00-9:00 pm Meeting
(810) 231-8126 Sharon or Larry Yelinek

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10/04

**SHORT
SALE
SECRETS**

**→ DON'T MISS ←
DWAN and BILL'S
ALL-DAY SATURDAY
SEMINAR**

**SEPTEMBER 11, 2004
9:00AM - 5:00PM
ROYAL OAK SENIOR CENTER**

**LEARN HOW
TO TURN
SHEETS
INTO
MILES**

**WHAT YOU WILL LEARN
IN THE MORNING**

- *The exact scripts we use to get homeowners to do as we say!*
- *How to increase your closing ratio to 80% and earn more money for the same work you are doing now!*
- *How to negotiate with the most difficult homeowners!*
- *How to turn a \$10 investment into \$10,000 QUICK PROFIT!*
- *How to wholesale bank-owned properties!*
- **AND MORE!!!**

**WHAT YOU WILL LEARN
IN THE AFTERNOON**

- **SHORT SALES TAUGHT IN DETAIL!**
- *How to get \$50,000 checks every month!*
- *What to say to Less Mitigation!*
- *The key sentence to get the banks to say "Yes!" to all your offers!*
- *What to do when the bank says NO!*
- *How to use the bankruptcy system to get your short sales closed.*
- **AND SO MUCH MORE!!!!**

Dwan Don-Twyford and her husband, BILL, are going to share an amazing Saturday with you. With over 1,000 deals under their belts and over 20 years experience, they will teach you how to earn millions each and every year. They are national speakers as well as successful investors. They specialize in every aspect of investing from fixings deals to short sales to bankruptcy to rehabbing to super negotiating, and all with super success. They believe if you have the right scripts and use the right tools, you'll be successful in every area of this exciting business. Don't miss this amazing power couple.

Bring your most difficult objections with you and watch them walk right through them.

Members: \$49.00 _____ \$79.00 for 2 _____
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Name: _____ E-mail: _____
Address: _____ City: _____ Zip: _____
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PAST SPEAKERS/TOPICS

03

JANUARY: Matt Bezanson • 248-585-8584
 ---- Sherlock Homes Inspection - 800-260-4100

DECEMBER: Kevin Murphy
 ---- He & his wife quit their jobs to pursue Real Estate full time • 517-223-1168

NOVEMBER: Wendy Patton
 ---- Little or No Money Down Real Estate Investing
 ---- 248-866-8411

OCTOBER: OPEN FORUM

NOVEMBER: Brian Wieland
 ---- RCPA & Investor - Quickbooks
 248-618-7000

04

JANUARY: Matt Bezanson • 248 585-8584
 ---- Sherlock Homes Inspection
 Property Taxes and lowering them

FEBRUARY: Sharon & Larry Yelnick
 ---- Full Time Real Estate Investors
 • 810-231-8126

MARCH: Larry & Kimberlee Frank
 ---- How They Developed a Business in a Box •
 810-577-2239

APRIL: Terie Clark & Sandra Law from the
 Melvindale Housing Commission • 313 429-1095

MAY: Mansa Musa
 --- Investor Financing Mortgages
 • 248-559-9467

JUNE: Gary Segatt: Real Estate
 Investor & Attorney for over 20
 years • 248-808-2711

JULY: Cathy Garrett: Clerk of
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 Or want A Partner*

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Chuck Shivel

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Free Court Forms

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Go to Forms

By Ted Orosz

Membership Application

New Member () Renewal ()

ANNUAL DUES Family — \$100.00

(One Address — 2 People)

Single meeting fee for non-members is \$20.00 per person, which will be applied to the annual dues when you join the next month.

(we hope this will encourage people to join)

Fill Out Form and Mail to: R.E.I.A. • 2962 Fort St • Lincoln Park, Michigan 48146 • (313) 386-7228

Make Check Payable to: REIA

Name _____ Spouse _____

Mailing Address _____

City/State/Zip _____

Phone No.: Home _____ Work _____

How did you hear about us??: _____ Referred by a member?? Their Name _____

EMAIL ADDRESS _____

Real Estate Investors Association

2962 Fort Street
Lincoln Park, Michigan 48146

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Next Meetings

REGULAR MEETING

- **Tuesday August 3, 2004**
- **Tuesday September 7, 2004**

BOARD OF DIRECTORS

Members Welcome (CALL FOR TIME & LOCATION)

- **Tuesday August 10, 2004**
- **Tuesday September 14, 2004**

** OFFICERS **

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VICE PRESIDENT	CHUCK SHIVEL	(313) 304-6234
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Patrick Brannon	248 755-8771	Dennis McKeehan	734 502-4572
Frances Lewis	313-868-0836	Blane Swenson	734 673-4736
Teresa Surowiak	313 281-2106		

— LIBRARY - Patrick Brannon Or Maggie Charron/Gibson
1/2 hr before Meeting —

ASSISTANTS:----- MARGE MARTIN • BOB COUSINO

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from defects but NOT Guaranteed!!**

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**or Sept 21-23, 2004
or Nov 12-14, 2004**

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for all Specials

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03/05

Your official city forms and permits online
LINCOLN PARK -

The most common forms and permits that people need from the city now are available online.

The city's Web site recently added a' section where people can download a variety of forms, including building permits, electrical Permits, plumbing permits. rental property application forms and property transfer affidavits.

A sample election ballot also is available to get people accustomed to voting for the first time.

The Web site is
www.lincolnpark.govoffice.com. The information can be found first by clicking on the city government link and then forms and permits.

Jason Alley

WAYNE COUNTY

Taxes can be paid via Internet

NEW WEBSITE!!!

www.reiawaynecounty.org



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County residents can now make Internet payments for property taxes; Treasurer Raymond Wojtowicz announced. The feature will allow people to pay delinquent property taxes through an electronic debit of their checking or savings accounts. The procedure is free. Payments can be made at www.treasurer.waynecounty.com.

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12/04

REAL ESTATE INVESTORS



ASSOCIATION *of Wayne County*

VOLUME 20

AUGUST 2004

NUMBER 7

Next Meeting

DATE - Tuesday August 3, 2004

PLACE

Holiday Inn **HERITAGE CENTER**
17201 Northline Road
Southgate (at I-75 Exit #37)

TIME

Dinner at 6:00 pm
Registration/ Networking - 7:00 pm
MEETING at 7:30 pm SHARP!
FREE EARLY BIRD SPECIAL 6-6:30

SPEAKER(S)

**Panel of Doers from Membership REIA of Wayne County —
Bring your Questions**

Ted Orosz	Secretary/Forms Landlording / Evictions
Dennis McKeehan	Director Buying and Selling Wholesale
Donna Huber	
Mansa Musa	Investor Services ... Lease options/Finance
Craig Frizzell	We Buy Property Acquisition
Hank McHale	Ugly Houses Specialists
Chuck Shivel	Vice President Creating Wealth inside your IRA

Welcome

to our New/Renewing Members & Guests!!

Matt & Nicole Hamper
Ben Garrison
Richard Scymczuk
Joe Trometer
Susan Comport
Cherita Rensi
David Hieb
Larry Nash
Jim Giambrone
Mickey Gilhool
Mark Nardell
Michael Megerian
Cleo Maxie
Patricia & Jason Cole
Carolyn & Sharell Bailey

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This may be the MOST
KNOWLEDGE RICH meeting
EVER Without reaching for
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read your written Questions
to the panel and any or all
will put their spin on the
answer. Come with a SMILE
and an open mind. Don't
forget to network!!

DON'T MISS...

**Dwan Bent-Twyford ...
The Queen of Short Sales!**

SHORT SALE SECRETS

**HOW MUCH MONEY HAVE YOU WALKED
AWAY FROM BECAUSE A PROPERTY
APPEARED TO HAVE NO EQUITY?**

Dwan Bent-Twyford learned the "foreclosure" business the old fashioned way, by knocking on doors. Her motivation to become an investor came out of sheer desperation. She went through a divorce and found herself a single mom not wanting to raise her child in daycare. She needed a career that would allow her the freedom of working from home and raising her daughter at the same time. Investing in foreclosures was the perfect solution. She made \$22,000 her first deal and never looked back.

Since then she has successfully handled every aspect of buying, rehabbing, marketing, and financing foreclosures and distressed properties. In a business dominated by men, this amazing woman quickly learned how to apply her unique experience to create win-win situations when buying property. With so many folks asking Dwan, "How can I learn this business?", she developed a complete training series as well as a five-day "boot camp."

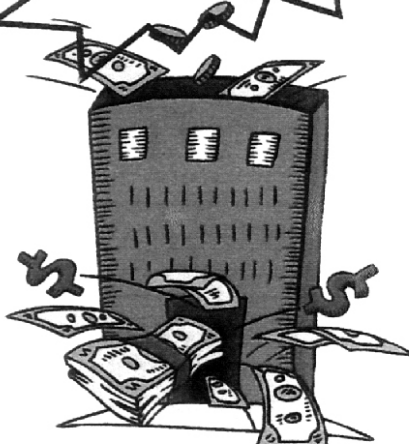
She now enjoys traveling and sharing her vast knowledge with new as well as seasoned investors. Don't miss this exciting lady!



- Learn what it means to SHORT SALE a property.
- Learn who to call and what to say to get your short sales accepted.
- Learn the SIX STEPS to successful short sales.
- Learn how to get your phone to ring off the hook with motivated sellers.
- Learn how one student got the bank to accept a \$70,000 short sale.
- Learn inexpensive marketing techniques.
- See how another successful student made \$59,000 in three weeks.
- ALL THIS AND MORE!!!!

**LOOK WHAT FOLKS ARE
SAYING ABOUT THIS
AMAZING LADY...**

- I turned a \$10 deposit into \$25,000 CASH on my FIRST wholesale deal in LESS THAN 30 DAYS! THANKS!
Juan Carlos, WPB
- I can't believe I have been in this business FOR OVER 20 YEARS and never learned how to short sale and discount mortgages. I can't wait to make thousands more by using that simple technique. Thanks a million!!
Bob, Rhode Island
- I found a homeowner in foreclosure. He had a property worth \$135,000 and owed \$135,000. I have been an investor for many years and had never heard of a short sale. After taking Dwan boot camp, I realized I had been missing out of a lot of money. I called Freddie MAC and was able to get them to accept \$98,515. The best part is the house only needed a new garage door.
Mark from New York
- I found a property using Dwan's finding strategies. My homeowners owed \$64,154. The property was worth approximately \$95,000 and needed minor work. I called the bank and using the girl's short sale techniques, I was able to discount the mortgage to just \$48,000. Thanks, Girls!
Cathi, Short Sale Super Woman from Boston
- The girls helped me get my first short sale accepted. The original mortgage was \$40,000 and the bank accepted \$20,000. The property needs very little work. Thanks to your incredible coaching program, I just got my first short sale.
Karen, Ohio



Cash As Collateral

Wow!

Who ever thought?

Money to an investor is like a 9/16" wrench
To a mechanic, it makes working easier with the
proper tools.

Funny thing when you start your Real estate
investment business, you're Always looking for cash to
invest.

Then one day your investments pay off.

Now what do you do? You need to get the Money back
in play.

Many investors tell me good deals are a bit Tougher to
come by right now, and banks are Paying less than 1%
on savings.

Not a pretty picture.

Why not tie the money up in Certificates of Deposit And
use the CD's as collateral for a commercial loan.

Banks are paying a range of 2.5 to 3.5% on CD's

Using the CD's as collateral for a Line of credit. While
your money is parked it earns something.

Cash on cash collateral the bank will charge maybe 2
or 3% over what they pay you. Your Line will only cost
you 4.5 to 5.5% this way and half goes back to you.


Your net cost of money is 2 or 3%, not to bad for an
anticipated rising interest rate market.

Now go back to work. Team up with Wholesalers,
Landlords, And Rehabbers, in REIA of Wayne County.
Remember, NEVER SPEND YOUR CAPITAL! Only the
Dollars your capital earns should be used On living,
and fun things.

Oh! By the way Watch out for smooth talking CROOKS
Getting your moneies worth!

Chuck Shivel Your Vice President

12/04



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