

(Continued from Home Ownership - American Nightmare)

As we age, our house ages with us. We need to go to the doctor more often, need medicines and maybe even nursing or hospital care. As a house ages, increasing amounts of maintenance are needed. Things not only have to be repaired, but expensive items,

Even though a person may have done much of the maintenance themselves when younger, energy levels and strength decreases at the same time a home's need for maintenance increases.

If you can't write a check, finding the money for a major repair, or even a series of minor repairs, can seem like an almost unsolvable problem.

Many seniors don't want to ask for financial help or want to leave their homes to their kids unencumbered.

That's silly. The kids are just going to sell the house. If the choice is to let the house go to pot and let the kids inherit a dump, or to let the kids inherit a well-maintained house with a mortgage, everyone is better off giving the house the care it needs.

Loans for older home owners

If you are 62 or older, have a mortgagefree house or just a small mortgage, and don't have the money to pay for a necessary home improvement, you might want to look into a reverse mortgage or into a program your city may have, to provide money for necessary improvements. These loans usually are not required to be paid until the house is sold or you leave the house.

The National Council on the Aging (NCOA) estimates that seniors have \$1.9 trillion in home equity. That is all money that could be used to provide necessary home improvements or make the home more senior friendly.

A reverse mortgage lets you take out money in a lump sum, as a regular monthly cash advance, as a "credit line" account that lets you decide when and how much money you need, or as a combination of all three.

AARP is not in the reverse mortgage business, but they do have a 52-page booklet on the subject called "Home Made Money." You can download or order the booklet from their Web site, www.aarp.org, or call (800) 209-8085 and they will send you a copy

If things need to be done around the house, make a resolution to look at all your options in the coming year. Get more comfortable and brag about the result.

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05/09

If you have a question, call the 'Handyman Show' with Glenn Haege at (866) ASK-GLENN noon- 2 p.m. Saturday and Sunday. The show can be heard locally on WJR-AM (760) and more than 160 radio stations nationwide. To suggest a question for Haege's Wednesday 'Ask Glenn' column, write. Ask Glenn, Master Handyman Press, P.O. Box 1498, Royal Oak, MI 48068-1498, or e-mail askglenn@master

WEB SITE CORNER

This new column of useful website addresses is from Oakland Real Estate Investors newsletter.

www.reiawaynecounty.org REIA of Wayne County.
www.reiafoakland.com REIA of Oakland.
www.reiaoflivingstoncounty.com REIA of Livingston County.
www.nationalreia.com National Headquarters
www.irs.gov IRS web site
www.jala-mi.org Jackson Area Landlords Association
www.cfri.net Centrl Florida Realty Investors Association
www.bendover.com Govt. Red Tape Help
[www. taxsites.com](http://www.taxsites.com) Tax and Accounting
www.unclefed.com Online Tax Resource
www.courts.michigan.gov/ Michigan Courts
<http://www.michigan.gov/taxtrib> Tax Appeals

State Criminal Records:

www.state.mi.us/mdoc/asp/otis2.html Offender Tracking System (OTIS)
<http://apps.michigan.gov/ichat/home.aspx> Criminal History Check (ICHAT)
<http://www.oakgov.com/crtsOO04/main> Oakland County District Court

Case Search

www.mipsor.state.mi.us/ Michigan Sex Offender: (PSOR)

Are You Looking For Houses To Buy

www.realtor.com
www.buyowner.com
www.fsbo.com
www.hud.org
www.historicproperties.com

Are you looking for comps?

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www.realestate.yahoo.com/realestate/homevalues

Need to find someone?

www.555-1212.com
www.anysho.com

Lead Base Paint Pamphlets?

www.hud.gov/lea

Useful Places to Shop

www.propertyroom.com
www.seenon.com

Health

www.monavie.com
www.mannatech.com
www.webmd.com

— MEETING AGENDA —

6:00 - Investor Educational Forum - (**FREE**)
or Dinner in the Dining Room with other
members & investors
7:00 - Registration
7:15 - Member Presentation of Deals and/or
Services
7:30 - Meeting — (**\$20.⁰⁰ FOR GUESTS**)

12/08



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"Real Estate Inspection Not Available"

Next Meeting December 13th

Wayne County REIA will host a Landlord Subgroup that will meet the second Saturday of each month from 8:30 -10 am at Leo's Coney Island 734-295-8487 (9845 Telegraph near Wick Road) in Taylor. Each meeting will be structured to discuss issues facing landlords, and also to stimulate networking.

This meeting is

\$20 FOR NON-MEMBERS

FREE FOR MEMBERS.

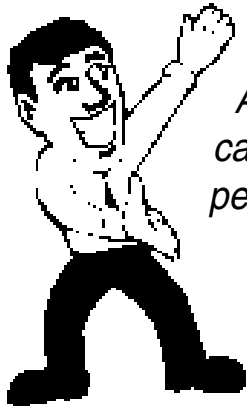
Each person will be responsible for his/her own meal. Please confirm with Dan Dunne via email (reiwayne@gmail.com) or phone (313-271-0772) if you will be attending.

Newsletter

Subscriptions

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

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12/08

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Housing Agent for the Michigan State Housing
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Wayne-Metropolitan
Community Action Agency

05/09

OUR WEBSITE!!!

www.reiawaynecounty.org

R.E.I.A. Membership Benefits

- *Socializing, Networking, Networking & Networking*
- *Monthly Newsletter & Guest Speakers*
- *Court-Approved forms available*(courts.michigan.gov/)
- *Liaisons with Local and State Government*
- *Referrals and Education*
- *Discount card for Sherwin Williams Paint Co. & Office Max*
- *Discount at Borders Books*
(ask and have your membership card.)

NEW Member Application

Please fill out our form when you come to the meeting.

Joe Trometer is Running for Vice President

Having served on the Board of Directors as a Trustee for 2-1/2 years and an active member on the Board for the last eleven months, Joe developed the Networking segment and is the Pre-Meeting Speaker.

In his first year as a board member he coached several members as a service to REIA of Wayne County at no charge with two outstanding success stories.

He brought to the membership an Email hosting' service and manages interactive Emails between the members.

In May of 2008 he introduced and scheduled the Speaker of Marketing for the members to Think-Outside-The-Box when advertising and marketing their real estate investing business.

Joe is active in a weekly real estate investing master-mind group, an active Landlord, and Rehabber. He's been a real estate investor for more than 25 years.

Joe is currently developing a website called www.Ask-The-Rehabber.com to offer his continuing helpful experience, strategies, and motivation to members and fellow rehabbers.

Hello, this is Joe Trometer and I'm asking for your vote on December 2nd, for the position of Vice President of REIA of Wayne County. I am a full time real estate investor and have the ambition to bring creative real estate investor strategies to the membership.

My goal is to increase our membership attendance, bring in educational speakers, encourage our membership to work together in our communities, and demonstrate the lifestyle of a real estate investor of freedom and building wealth.

Vote for Joe Trometer for Vice-President on Dec. 2nd.

Hi my name is Keith Lenard. I have been on the Wayne County REIA for the last year and a half I have attended all but one of the landlord subgroup meetings. I have three years of experience as a landlord. I've also taken classes in foreclosure, lease options, and property management. The reason I'm running for the board is that I bring a different perspective being new to real estate investing. I feel that I can work with the other board members to increase our membership along with new topics to discuss.

Understanding FHA rules on ads

Q - My building plans to advertise the vacancies for several small one-bedroom units in the newspaper and on the internet. In addition to describing the units, I want to add the following to the online version of the ad: "Our apartments are perfect for singles" and "They are ideal for professionals."

The law provides immunity from liability for anything posted on the internet, so I don't have to worry under fair housing law, right'?

A Actually, your management team could be hit with a fair housing complaint for discriminatory advertising, regardless of where the ads appear. The FHA prohibits advertising that expresses a preference based on familial status, and the courts and HUD have made it clear that the ban applies equally to both traditional and online advertising media.

Although some courts have ruled that federal law may provide some immunity to online providers for posting discriminatory advertising, those decisions do not let communities off the hook for liability under the FHA if they post discriminatory ads on the internet.

Reprinted from Apartment Building Management Insider, special issue and taken from the Rental Property Owner's Association (RPOA)

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12/08



Need to E-mail any questions or articles or anything for us?? Our web address is

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Send us your email for

meeting reminders and to get your newsletter sent to you. Or fax your email address to us at 313-386-7600 or call and leave it on the 24hr Real Estate Investor Line at 313-347-1401

**PLEASE CHECK OUT
OUR LIBRARY!**

**Terrye Benjamin will have the
Library available (for 1/2 hr)
before our meeting**

7:00 pm - 7:30 pm

06/09

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Vanessa Denha-Garmo
Press Secretary
Office: (313) 213-5274

News Release

For Immediate Release
October 20, 2008

Wayne County Department of Public Health Encourages Residents to Test their Homes for Radon

- Free radon test kits available to Wayne County residents upon request-
- Radon Action Week is October 19-25, 2008-

The Wayne County Department of Public Health will be distributing radon test kits at no charge, during **National Radon Action Week, October 19-25**, and **throughout the fall to winter heating season**. County residents are encouraged to obtain kits and test their homes.

Radon Action Week is an annual commemorative event initiated in 1990 by Congressional Resolution that was later incorporated into National Indoor Air Quality Month. The week stresses the importance of homeowners testing their homes for radon, and taking necessary action to reduce their exposure to the tasteless, odorless, colorless, radioactive gas known to cause serious health problems.

Al Guardiola, Environmental Health Director, stressed that individuals may be at risk of developing lung cancer from exposure to elevated levels of radon gas, which is why testing is advised.

"We are asking Wayne County residents to come to the Wayne County Environmental Health Section office **to pick up radon test kits, use them in their homes, and find out the results during the heating season**," he said.

--MORE--

According to the U.S. Environmental Protection Agency (EPA), radon is the second leading cause of lung cancer in the United States, surpassed only by cigarette smoking. While easily detected, radon poses a significant environmental health threat. When elevated radon levels are found, residents should confirm the measurements with additional testing, and take corrective action to reduce levels in their homes.

Radon occurs naturally in soil and rock, but as a gas, can move upward in soil and enter buildings through cracks and openings in foundation floors or walls. Typical entry points include floor/wall joints, sump openings, crawlspaces, floor cracks, and other penetrations caused by plumbing, wiring, or ductwork. Outdoors, the atmosphere dilutes radon, but indoors, radon tends to be more concentrated, and can accumulate to unhealthy levels.

"Because radon is invisible and can't be smelled, it's easy to ignore," Guardiola said. "It doesn't cause headaches, nausea, fatigue, skin rashes, or other warning symptoms that might be experienced as a result of exposure to other environmental toxins, yet extended exposure to elevated radon levels may increase one's risk of lung cancer, a generally fatal disease."

The U.S. EPA estimates that radon is responsible for approximately 20,000 deaths in the U.S. annually, and a Michigan Public Health Institute report estimates that more than 600 of those occur in Michigan.

"Testing is easy and inexpensive," Guardiola said. "Most importantly, the only way to safely know if your home has an elevated radon level is to conduct a test."

The do-it-yourself test kits distributed by Wayne County are free, and cover postage to an out-of-state lab, as well as fees for having the devices analyzed and reports sent back to consumers.

Kits are available for pick-up, **Monday through Friday, 8:00 am to 4:30 pm** at the **Wayne County Environmental Health Division office, RESA Annex, 5454 S. Venoy, in Wayne, Michigan.**

For more information on radon kits and testing, call the **Wayne County Department of Public Health, Division of Environmental Health, at 734-727-7400.**

-END-

Media inquiries may be directed to Mary Mazur, Director of Communications and Community Collaboration, Wayne County Department of Public Health, at 734-727-7008.

This information was submitted courtesy of
David Hartford (REIA Trustee)

Around Town with Real Estate Investor Groups

(call each group for details)

- **OAKLAND R.E.I.A.** *2nd Thursday of the Month*
811 W. Square Lake Rd
MSU-MEC (Just East of Crooks Rd)
www.ReiaofOakland.com
- **D.O.L.L.A.R.S. Group** *3rd Thursday of the Month*
Mound & 13 Mile
www.dollars.org
- **Macomb Property Owners Association** *1st Thursday of the Month*
Cocktails/Dinner 6-6:30 pm • Meeting 7:00 pm
For More Info Call: 586-977-7372
- **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** *3rd Tuesday of every Month*
Northwest Activity Center
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) 347-1401 • 24 hr Answering Machine
- **Jackson Area Landlords** *4th Monday of every Month*
6:30 pm Meeting
- **Toledo Real Estate Investors**
Sullivan Hall @Gescu Parish
2049 Parkside @Bancroft
6:45 pm Meeting
(419) 283-8427
- **Southeast Michigan Real Estate Investor Association**
1st and 3rd Wednesday of every Month
39555 Orchard Hill Place
Novi, Michigan
(248) 692-1100

Firm finds jobs rather than foreclose

• *Kansas City's NovaStar helps its unemployed mortgage holders find work, keep their homes.*

By Louis AGUILAR - *The Detroit News*

Just thinking about the phone call she had to make was keeping Dina Harrell up at night.

Unable to find a job for months, the 50-year-old Detroit resident was going to have to tell her mortgage company that she couldn't make her monthly house payment.

So the response she got astounded her: NovaStar Mortgage said it would work with her to help her find a job and try to avoid foreclosure.

I said - maybe I kind of yelled it a little - 'God is good!' Harrell recalls.

Harrell is among nearly 100 unemployed Michigan residents, including 20 in Metro Detroit, using the Kansas City, Mo.-based mortgage lender as a job bank. Nationwide, more than 800 are enrolled in the program, called LaunchPoint, that benefits both borrower and lender: Struggling homeowners get help finding the job they need to keep their home, and NovaStar avoids foreclosing their loans and sacrificing the income they provide.

"Job loss is the main reason our clients fall behind on their payments, and we understand the job market in manufacturing states like Michigan" said Vicki Lewis-Coates, manager of the LaunchPoint program. "It made sense to us to help our clients, and help ourselves, and help them keep their homes."

In another sign of the tough economic times in the state, more Michigan residents are enrolled in the program than from any other state, NovaStar officials said. Since rolling out the program last August, the mortgage company has helped 144 laid-off homeowners find new jobs, including 16 in Michigan.

With one of the highest unemployment rates in the nation, Michigan, perhaps not surprisingly, also has a skyrocketing foreclosure rate. The percentage of home foreclosures in the state has been double the national average since 2000, according to the Mortgage Bankers Association.

Michigan is losing jobs, mainly in the manufacturing sector, in numbers unrivaled by other U.S. states, while personal income has remained virtually stagnant - for the past five years, according to state labor data. Here, as well as nationally, many people, whether jobless or underemployed, are going to unprecedented lengths to find work.

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(continued next page - Outplacement Services)

(continued from - Firm Finds Jobs)

“There’s a cottage industry of outplacement services, personal job coaches, online job banks and job consultants that keeps growing and growing;” said John Challenger, head of Challenger, Gray & Christmas, Inc., an international job placement firm based in Chicago’

“It’s a sign that people jump from job to job at a far quicker rate than in the past. Many times they are forced to jump because of downsizing, mergers, etc.’

Last year, for example, a Southfield firm opened that focuses on helping workers - whether they are unemployed or employed but looking for a better job - hone their job interview skills. Clients pay InterviewWize between \$95 to \$500 to have their interview technique scrutinized through mock interviews and personal critiques. “There’s a lot of job insecurity out there;” InterviewWize founder Jill Jordan said.

Given the job, climate, NovaStar’s LaunchPoint program is a creative response to the times.

Harrell, who was a dental assistant for 11 years, has been working with the mortgage company for about four months trying to find a job in Metro Detroit. She lost her job because the dentist she was, working for is relocating his family to Las Vegas.

Her adviser is Scott Burnett, one of two NovaStar job counselors in Kansas City, Mo. The company also has a counselor in Seattle and will soon have another in Fort Myers, Fla.

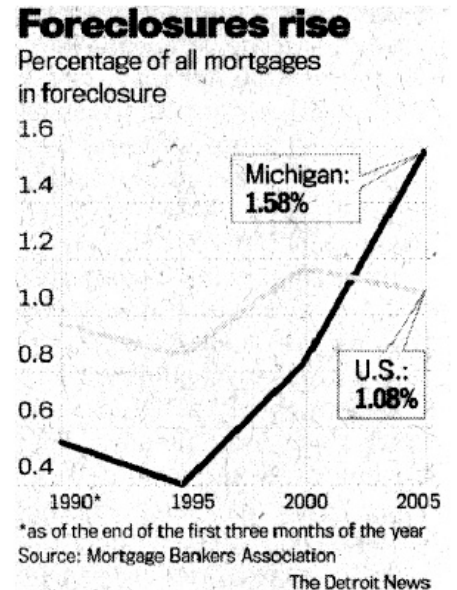
With Burnett’s assistance, Harrell has sharpened her resume. Because she also has a cosmetology degree, he advised her to create separate resumes to apply for cosmetology or dental assistant jobs. He has conducted mock phone interviews with her to improve her interviewing skills so she doesn’t fumble basic questions, such as, “What are your strengths?” Burnett also advised her to act quickly once she eyes an opportunity.

It may have paid off. Last month, Harrell met a dentist during a chance meeting and talked up her skills. The next morning, she sent the dentist her resume. Last week, she got a call from the dentist’s office about setting up a formal interview.

If Harrell gets a new job and works for at least 90 days, NovaStar will begin restructuring her debt, which means getting her loan payments up to date and extending the term of her mortgage. If she takes a job that pays less than her last one, NovaStar will consider lowering her payment and modifying the terms of her loan to make it more affordable.

“Misery has been replaced by hope,” Harrell says. “I’ve had my house for 19 years. I raised two children here. It’s a terrible feeling to think all of that can be taken away from you.’

You can reach Louis Aguilar at (313) 222-2760 or laguilar@detnews.com.



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If you have any suggestions for speakers, drop us a line at: reiawaynecounty.org