

NEXT MEETING

DATE Tuesday September 1, 2009

PLACE

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

TIME

FREE - Investor Educational Forum at 6:00 pm
or Dinner in the Dining Room w/other
members and investors

— Registration - 7:00 pm

— Member presentation of
deals and services 7:15

— Meeting at 7:30 pm Sharp!

OPEN TO THE PUBLIC

SPEAKER/TOPIC

Wayde Koehler,

President of REIA of Wayne County,
will be speaking about Leases

Welcome

To New & Returning Members

Chris Coldren - R

Dave Aurora - R

Gerry Cull - G

Mohammad Javed - G

Susan Boggs - G

Reggie Fluker - G

6PM MEETING:

Joe Trometer from

<http://www.ask-the-rehabber.com>

1) Negotiating with Bank Owned Properties

- a. Houses are selling for 20 cents on the Dollar
- b. Multiple bids are pouring in
- c. New "Negotiating Skill" for today's market
- d. Understanding Value

2) Sell Your House in 5 Days

- a. Planning and preparation
- b. Staging the Home
- c. Inspections are provided
- d. Marketing
- e. 5th day bidding process
- f. 6th day 3rd party contract signing

- New
- Renewal

Membership Application

New Member () Renewal ()

ANNUAL DUES Family — \$125.00 - (One Address — 2 People)

Single meeting fee for non-members is \$20.00 per person, which
will be applied to the annual dues **if 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) 347-1401

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 _____

Business Name(if applicable) _____

EMAIL ADDRESS _____ **Can you volunteer some time, talent or information??**
Tell us the companies you use and see if we can advertise for them.

FOR RENEWING MEMBERS: Any questions/comments on how to better our organization??

Next Meetings

REGULAR MEETING

- **Tuesday September 1, 2009**
- **Tuesday October 6, 2009**

BOARD OF DIRECTORS

Members Welcome (CALL FOR TIME & LOCATION)

- **Tuesday September 8, 2009**
- **Tuesday October 13, 2009**

Real Estate Investors Association of Wayne County

2962 Fort Street • Lincoln Park, Michigan 48146
R.E.I.A. 24 hr INFOLINE • (313) 313-347-1401
WEBSITE: reiawaynecounty.org

**** OFFICERS ****

PRESIDENT	WAYDE KOEHLER	(313) 277-4168
VICE PRESIDENT	JOE TROMETOR	(734) 612-0115
TREASURER	Dave Hartford	(734) 595-1024
SECRETARY	Terrye Benjamin	(313) 933-3811

**** TRUSTEES ****

David Kovacs	734-284-3727	Frank Jaros	734-283-7169
Nick Storey	734-845-6056	Keith Lenard	734-778-0823
Richard Nagy	734-283-1754	Rose Papp	313-383-6592
		Mansa Musa	248-632-9467

**This newsletter is warranted to be free
from defects but NOT Guaranteed!!**

— LIBRARY - Keith Lenard 1/2 hr before Meeting —
ASSISTANTS: ----- MARGE MARTIN • BOB COUSINO

Constitutional issues regarding rental-property registration laws

Many cities and towns have used indications that conditions of residential rental properties have deteriorated significantly to justify enacting the rental-property registration and inspection laws that have become very common in the last few years. Reduced tax and revenue because of poor economic conditions has provided an additional incentive to raise money for rental-property inspections and code-enforcement efforts by charging landlords fees that are designed to help meet these costs.

As I predicted roughly one year ago, landlords are challenging these laws on many levels. The more general assertions are that the registration fees are increasing rents at a time that tenants are struggling financially and that the landlords who maintain their rental property well should not be punished because a minority of their colleagues do not meet that duty.

Equal protection challenges

Landlords have based some more formal challenges to rental-property registration ordinances on the claim that these ordinances violate the "Equal Protection Clause" in the Fourteenth Amendment to the U.S. Constitution. This clause essentially requires treating everyone who is similarly situated the same as everyone else who belongs to the same group of people. This is consistent with the legal principle of not discriminating unfairly against anyone for any reason.

In the context of rental-property ordinances, some landlords are arguing that there is no valid reason that they should be required to pay registration fees and subject their residential rental properties to mandatory inspections while not making owners of owner-occupied residences do the same.

The first flaw with this argument is that the ordinances are economic-based ones that do not infringe on a fundamental right, such as the freedom to speak freely or to practice one's religion. As such, it is required only that such laws pass minimal scrutiny that determines if they have a rational basis.

The rational basis standard is very easy to meet, and the fact that tenants often have less control regarding the furnace and similar operating systems at rental properties than homeowners exert at their homes provide one valid reason for the challenged distinction.

It can be argued as well that the facts that the number of people who live in a residential rental building tends to be higher than the number who live in owner-occupied housing and that such renters often have more difficulty getting out when an emergency occurs also justifies these ordinances.

A third argument is that the proven need to ensure that landlords maintain rental property properly shows the necessity of the applicable health and safety codes and that imposing some of that cost on the landlords who benefit from renting out housing is fair.

Bottom line

Reasonable residential-property registration ordinances are a proper exercise of the "police power" of a local government to protect the health and safety of the people in that community; proving that one such ordinance is invalid most likely requires that even a rational basis does not exist for it.

Reprinted from Landlord's Bottom Line Bulletin, and Reprinted from Rental Property Owner's Association (RPOA) - the Voice

12/09



SAFE GUARD Pest Control


Lloyd A. Phipps

Specializing In:
Carpenter Ants
Slab Ants
Spiders and Bees

(734) 595-4044
(734) 427-0707
Serving Wayne County
and Surrounding Areas

Also Treats for:

- Fleas
- Box Elder Beetles
- Mice
- Rats
- Roaches
- "Real Estate Inspection Not Available"




11700 Metro Airport Center, Suite 111
Romulus, MI 48174
(734) 942-9345
Fax (734) 942-9295

"Your Source For Floors"

12/09

Mark Smith



Section 8 Questions???
Call Jane Scarlett

Wayne Metropolitan Community Action Agency
Housing Agent for the Michigan State Housing
Development Authority

313-843-2550 x224
jscarlett@waynemetro.org

**Wayne Metropolitan
Community Action Agency**

05/10

CREDIT REPORTING FRAUD

Help prevent rental applicants from attempting to perpetuate fraud through the use of fraudulent Social Security numbers. To protect yourself against possible fraud request to see the applicant's Social Security card. Also, ask for a previous address no matter how long they allege they have lived at the current address.

**NEW Member
Application**

Please fill out our form when you come to the meeting. We need your email address so we can send you the newsletter & alerts and updates!!

OUR WEBSITE!!!

www.reiawaynecounty.org

Reprinted from Jackson Area Landlord Association - JALA

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 pm Networking
7:15 Announcements of Property for Sale
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

JALA Q AND A

Q: It really irks me the way bad tenants get away with not paying rent over and over. We may or may not get a money judgment, but so many are uncollectible. They are effectively robbing us and getting a valuable service for free. Is there anything we can do about this?
B.T.

A: *It won't do you any good, but may make you feel better. Make a determination that you are never going to collect on the debt. VERY IMPORTANT! Once you decide that, file a 1099-C (Cancellation of Debt) Follow the IRS instructions; three copies are made: One for the payer (you), one for the payee (your deadbeat tenant mailed to his/her last known address), and one for the IRS. When your ex-tenant files his/her tax return to get their (un) Earned Income Credit, hopefully, the IRS will catch it and deduct an appropriate amount. You will not get anything but a little satisfaction knowing the tenant did not get away free.*
R. T

30 Day Warranty

60/60

LC's APPLIANCES

Washers • Dryers • Stoves • Refrigerators

Call

Sales & Service

313-657-5153

 **HOME BUYERS**  **INVESTORS** 

Why get trumped?? Negotiate like a pro.

Chuck Shivel - Buyers Broker

Eva Realty ** Fee Paid By Seller **

Chuckshivel@comcast.net

313-304-6234

UPDATE TENANT RECORDS FREQUENTLY

The single most important constant in life is change! It does not just affect you; your tenant's lives change as well. Information is of value only if it is current and correct.

One of the elements is to see to it that the information your tenant gave on his/her rental application is still valid. Once a year, or perhaps even every six months, you should ask your tenants if any information on their application has changed. If it has, then have them update the form.

The time to do this is before problems arise. Since you are in a continuing credit relationship with your tenants, it makes sense to see to it that your information is current. That way, your decisions are based on fact.

A major reason why many landlords end up with large, bad debts, is that they make decisions and take action on the basis of information that may be several years outof-date.

Reprinted from the LJC

REI RATES

Business Card Size

\$100.00 for 6 months

\$160.00 for 1 year

Post Card & 1/2 page

\$85.00 per month

\$350.00 for 6 months

\$550.00 for 1 year

Full Page

\$150.00 per month

\$600.00 for 6 months

\$1000.00 for 1 year

If you decide to advertise with us, send a copy or information w/check to:

R.E.I.A.

2962 Fort St • Lincoln Park, MI 48146

Email: reiaawaynecounty.org

Fax: 313-386-7600

Ph: 313

Gary Segatti

35000 Schoolcraft • Livonia MI, 48150

**Attorney at Law
Practicing Real Estate Law**

Ph: (248) 808-2711

Fax: (586) 758-1627

GarySegatti@yahoo.com

garysegattiattoorneyatlaw.com

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.

CONSUMERS ENERGY PROCESS FRUSTRATING LANDLORDS

Many rental property owners are reporting their frustrations with the changes that Consumers Energy has implemented to become compliant with new Federal regulations and the Fair and Accurate Credit Transactions Act (FACTA). The changes require more diligence on the part of the property owner to prove that the tenant is who they say they are and that the landlord has a lease with this particular tenant.

On May 1, 2009, Consumers started requiring landlords to verify tenant identities before requesting an energy account transfer. A tenant's identity can be verified by checking a driver's license, social security card, or other state identification card. Landlords are required to certify they have confirmed and verified a tenant's identity by checking the appropriate box on a Notification of Customer Change (NCC) form. Landlords will also need to confirm they received permission to use the new customer's personal identifying information in order to place a new utility service in the new customer's name. The box on this form must be checked in for the account transfer to take place.

If a tenant applies for the utility service on their own, Consumers will validate the tenant's identity.

Since this change has caused frustrations for members, the RPOA is contacting Consumers Energy to see if changes can be made to the process. If you are interested in participating in these meetings, contact Clay Powell at the RPOA office at 616-4543385.

Reprinted from the Rental Property Owner's Association (RPOA)

ATTENTION

Let us know if you haven't seen any information in our newsletter that you want.

ALSO let us know about speakers you think would work for our group

AND as always we appreciate any articles.



**Change Locks In
Just 3 Seconds!**

LandlordLocks.com

- * Custom Master Keyed Locks
- * ShurLok Lockboxes
- * Wholesale Prices
- * Visa and Master Card Accepted

For FREE Information Package Call
TOLL FREE 1-800-847-8729
or visit our web site

12/09

Quality Work FREE Estimates



T & P Construction

Floors • Footings
Driveways • Stamp Concrete

Colored Concrete T. Brannon
734-341-6947

10/09

ROOFING ISSUES

It starts to rain and you see the drip, drip, drip of water coming through your ceiling. But not all roof leaks are that obvious, so how do you tell if your roof is damaged and what do you do about it? There are roofing gurus at RenovationExperts.com who offer these tips on how to tell if your roof needs help and how to hire a roofing contractor to avoid an expensive, wet disaster and give you peace of mind.

What To Look For

*The most obvious sign of a damaged, leaking roof is dripping water or water stains on ceilings. Keep in mind that water can travel a long distance from its source before leaving visible evidence. Stains and drips may be coming from leaking plumbing or air conditioning vents. *Mold or moisture around chimneys, vents, skylights and where roof planes intersect. Remember to feel for wet

insulation around these sites. *Look for cracked and missing shingles and degraded flashing. The most common locations for roof flashing are at chimneys, eaves, skylights, ridges and where the roof meets the wall. *Check gutters and downspouts for excessive granules from shingles, which is a sure sign that roofing materials are degrading. Also, shingles that are blistered, curled or buckled indicate that the roof may have reached the end of its natural life.

If, after you've checked it over and you see your roof is damaged or if you pinpoint the source of a roof leak, it's time to contact a roofing contractor. A leaky roof does not always require a completely new roof, but it will take a professional to make that determination. Additionally, roofing is a specialized skill and installation can be dangerous; not a project recommended for the do-it-yourselfer.

How To Fix The Problem

Repairing or purchasing a roof is an important investment and you should take the time to evaluate any roofing contractor who may do the work. To find and select a roofing contractor in your area, visit RenovationExperts.com and fill out one simple form with what you're looking for and get up to four free estimates from local, pre-qualified contractors within 24 hours. There's no obligation and you can choose who you'd like to work with. RenovationExperts.com has done the work for you so you know you're getting a qualified, experienced, and licensed roofing contractor. While you may feel a bit overwhelmed by a leaky, damaged roof, using a roofing contractor for a properly finished job using quality, lasting materials will provide assurance that your home will be safe, sound and dry for years to come.

Reprinted from the LJC NL, KS

60/90

AARON D. COX
Professional Limited Liability Company

23944 Eureka Rd • Suite 107
Taylor, Michigan 48180

Ph (734) 287-3664 Fax (734) 287-1277

Email: aaron@aaroncoxlaw.com

SHERLOCK HOMES INSPECTION LTD.
1-800-260-4100 or 248.585.8584
www.inspectmichigan.com

Serving REIA Members Since 1986
Quality • Integrity • Experience

 Matt Bezanson, President

ASHI #6862

12/09

Do It Yourself

by Julie Sussman and Stephanie Glakas-Tenet

Home Repairs For Under \$20

Each of these small fix-It projects will cost you less than \$20 and could save you hundreds.

FIX A LOOSE DOOR HINGE. If the door is shaky, the hinge screws may be stripped. Spend a few dollars on a “stripped screw-hole repair kit.” Put the metal mesh in the hole, then insert a longer screw. You could save big bucks on new hardware, weather-stripping, and even a new door frame later on.

REPLACE THE CENTRAL AIR/ HEAT FILTER. Make sure the filter is the correct size for the unit and that it isn’t clogged with dust. Regularly changing or cleaning the filter allows the unit to heat and cool your home more efficiently.

REPLACE TRADITIONAL LIGHT BULBS with energy- efficient ones, called compact fluorescent lighting. They’re more expensive but can last up to 10 times longer than conventional bulbs. If you replace five light bulbs with CFLs, you could save up to \$60 a year.

INSTALL GROUND FAULT CIRCUIT INTERRUPTERS (GFCIs). Identify electrical outlets near kitchen or bathroom sinks and replace them with GFCIs to protect you and your family members from possible electrical shocks.

REPLACE AN OLD SHOWERHEAD with a new energy -saving, low-flow one. Showers account for 17% of indoor household water use. A new showerhead is good for both the environment and your water bills.

REPLACE FENCE BOARDS. Missing or damaged boards can weaken a fence--and your relationship with your neighbors. Check the entire fence and note how many new boards you~ll need, as well as the height and width of each. When you buy the boards, also get a box of galvanized screws, which won’t rust.

ADJUST THE WATER-HEATER TEMPERATURE to 120° F. You’ll save money and still be able to clean your clothes and dishes and bathe without scalding yourself.

INSULATE THE WATER HEATER with a water-heater blanket to save year-round on your water bill. The blankets come precut. Follow the manufacturer’s instructions carefully, especially for a gas heater.

CLEAN GUTTERS AND DOWNSPOUTS twice a year or more, depending on the number of trees on or near your property, to prevent interior water damage. Then install a downspout extender (usually under \$10 a unit) on every downspout to help keep the water coming out of the gutter system away from your house.

REPLACE DAMAGED SPLASH BLOCKS Each splash block should slope and lie perpendicular to the house, so that water is forced away from the house. Choose plastic over concrete, because it is lightweight and nonporous.

Apollo Printing

YOUR NEWSLETTER EDITOR

- ✓ **FAX SERVICE • NOTARY**
- ✓ **BUSINESS CARDS • TICKETS**
- ✓ **SELF INKING STAMPS**
- ✓ **FLIERS - RESUMES - FORMS**
- ✓ **Laser Cartridges**

12/09

2962 Fort St • Lincoln Park 48146
(313) 388-2229 • 388-3480 • Fx 386-7600

Email: apollo_printing@sbcglobal.net
or Apprint1@aol.com

Effect of decriminalization of marijuana on landlords

Another article in this edition of this newsletter discussed how the issue of same-sex marriage, also known as marriage equality, which the debate of Proposition 8 in California restored to national attention affects landlord-tenant law. However, the passage of a ballot question in Massachusetts that decriminalized possessing less than one ounce of marijuana also impacts this law. This adds Massachusetts to the list of 12 other states with similar laws.

The passage of the ballot question did not legalize possessin- a small amount of marijuana in Massachusetts but did change the law so that merely possessing that amount of that drug is no longer a crime that could result in incarceration. Under the new law, an adult who is found to have one ounce or less of marijuana will simply need to pay a fine. Minors will have to pay the same fine and participate in a drug-education program. It is important to note as well that this new law does not affect the criminal status of other marijuana-related crimes that include growing and selling the drug.

On a general level, regarding landlord-tenant law, this decriminalization and the comparable laws in other states do not affect rental property rules and policies regarding a tenant having marijuana at a property.

As silly as it sounds, a policy or rule regarding a tenant possessing marijuana or another drug can be compared to a pet policy. A landlord can generally prohibit a tenant from having a dog or a cat despite the fact that owning such animal is legal. A landlord can also think of smoking marijuana as just as much of a nuisance as smoking tobacco for reasons that include the smoke from each substance being equally prone to invade common areas or the rental unit of a fellow student.

This article will look at the laws in two states regarding policies for formal drug -free housing, and a longer article that follows will provide information about laws regarding drug-related **nuisances** at residential rental properties.

Drug- and alcohol-free housing

The definition of drug- and alcohol-free housing in Oregon under Or. Rev. Stat. Ann. Section 90.243 varies depending on the number of dwelling units that are on a piece of property, regardless of the number of dwelling units, it is required that the landlord is either a nonprofit organization or a housing authority.

If there are more than eight dwelling units, the landlord must designate that drug-free dwelling unit as one of at least eight connected units on the property that is designated as that type of housing. Also, at least one tenant in each of these dwellings must be a recovering alcoholic or drug addict who participates in a recovery program. The required number of such units is only four if there are no more than eight dwelling units on the property.

Additionally, the landlord must prohibit any alcohol or drug use in a dwelling unit that is designated as drug and alcohol-free housing. This extends to "all tenants, employees, staff [and] agents of the landlord and guests." The landlord must also monitor the tenants regarding compliance with the tenancy terms that are described below. **(continued next page)**

Credit Reports for Tenant Screening can be obtained locally at Credit Bureau Services, Inc. You must bring a copy of your prospective tenant's application with a \$30.00 fee. This service takes only 15 minutes for a hard copy report.

PRIDE PERFORMANCE MANAGEMENT

A DIVISION OF CREDIT BUREAU SERVICES

13422 Fort Street • Southgate

**(734) 284-7100
800-842-9110**

A-12/09

(continued from decriminalization of marijuana)

The landlord must additionally provide “individual and group Support for recovery” and give tenants access to a specified recovery program. Section 90.243 describes a “program of recovery as a verifiable program of counseling and rehabilitation treatment services, including a written plan, to assist recovering alcoholics or drug addicts to recover from their addictions to alcohol or illegal drugs while living in drug and alcohol free housing.” This means that a tenant must do more than receive counseling for his or her problem or try to solve the problem on his or her own.

The first lease requirement is that it must acknowledge that the tenant knows that the landlord has designated the dwelling unit as drug- and alcohol-free housing. The second requirement prohibits the tenant from using, possessing, or sharing “alcohol, illegal drugs, controlled substances, or prescription drugs without a medical prescription” either on or off the premises.

The tenant must agree as well that his or her guests will follow the same restrictions while visiting the dwelling unit. Although this requirement would not prohibit possessing a small amount of marijuana if doing so was legal in Oregon, that possession would violate the spirit of the requirement and the specific term of the other requirement that no drug use of any kind should occur in the dwelling unit.

The tenant must agree in the lease agreement, as well, that he or she will also participate in the recovery program that the lease specifies and agree to verify that participation and the lack of any consumption of alcohol or illegal drugs; this verification must occur at least every three months. The tenant must agree further to take drug and alcohol tests when the landlord determines that they are needed; the landlord must pay for these tests.

As is the case in any other lease, a tenant violating any of the special conditions regarding his or her tenancy can justify an eviction.

The law in Washington state is very similar; comparable to provisions in Oregon. Rev. Stat. Ann. Section 90.398 in Oregon. Washington law specifies that a landlord can evict a tenant who has lived in drug-and alcohol-free housing for less than two years if that tenant -uses, possesses, or shares alcohol, illegal drugs, controlled substances, or prescription drugs without a medical prescription.” An eviction notice that is based on any of these grounds must be written and must specify which acts constituted the violation. This notice must state too that the tenancy will terminate at a specific time on a specific date that is at least three days after the landlord delivers the notice.

Such a notice must also allow a tenant to avoid an eviction by remedying the violation within one day of receiving that notice. Even if the tenant remedies the violation, a second act that is substantially the same as the one that prompted an earlier eviction notice and that occurs within six months of that notice will justify an eviction. A tenant will not have a chance to remedy the violation regarding that second occurrence.

Bottom Line

Even legal possession of marijuana can support an eviction if it creates a nuisance or violates a valid lease term that prohibits it.

Reprinted from Landlord’s Bottom Line Bulletin- and Rental Property Owner’s Association A (RPOA) I

ATTORNEYS AT LAW

Free Simple Legal Advice

- **Peter C. Rageas CPA, MST**
(313) 961-8400
(313) 961-0090 fx

- **John Payne**
(313) 562-5700

- **Paul Nida**
(248) 643-7141

- **Gary Segatti**
(248) 808-2711

- **Aaron D. Cox**
(734) 287-3664

- **RealChek, Thomas Moorhead**
(800) 955-2435
(CHEK)

FREE ADVERTISING

The **Commercial Segment** is just before the regular meeting, at 7:15 P.M..

This is your opportunity to tell everyone what you want to:

BUY ■ SELL ■ TRADE ■ GIVE AWAY

COME ON UP TO THE MICROPHONE!

(THIS IS A SHY FRIENDLY SETTING)

PROFESSIONAL SERVICE PROVIDERS:

Tell everyone what Professional Service or skilled trade you offer; specifically for the Real Estate Investor.

(Bring your flyers and business cards)

NEED HELP?

Come on up and introduce yourself.

Ask for a little help on your project.

(This may be why we are all here????)

The Right Place at the Right Time!!

THIS IS NETWORKING!

See Joe Trometer or contact him at:
joetrometer@gmail.com

Identify yourself as a member of Real Estate Investors Association of Wayne County, for a Free 3 month subscription to Mr. Landlord.

Call 800-950-2250 or Fax 757-424-7963 MEMBERS ONLY

Mr. Landlord

New Subscription Division

P.O.. Box 64442 • Virginia Beach, VA 23467

Also for an annual subscription, send \$29.00 (reg price \$79) to same address and identify yourself as a member.

*Mr. Landlord
Subscription*

GK DESIGNWORKS

Pamela J. Kingsbury

Custom 313.671.3800
"Embroidery" Fax 313.274.6712
"Digitizing" www.gkdesignworks.com

SPEAKERS COMMITTEE

Wayde Koehler

313-819-0919

If you have any suggestions for speakers, drop us a line at: www.reiawaynecounty.org
or email our newsletter group at:
apprint1@aol.com

DON'T WASTE GAS

As landlords, we do our best to keep expenses down. I think the majority of professional landlords have streamlined their operation enough to minimize the actual driving around to the properties for the undertaking of various tasks. One of those tasks for many landlords is, believe it or not, collecting rent in-person. I am amazed at the amount of landlords I speak with who still pay a personal visit to their tenants every month to collect rent. In today's economy with rapidly rising gas prices, more and more people are seriously thinking about ways of saving gas, time, and money. If you are interested in running your rental operation as professionally as possible, please consider stopping the personal visits to collect the rent. (Of course, don't stop collecting your rent if going there is the only way you will get paid!) All I'm suggesting is that you set up your tenancies from the beginning with an efficient system for paying the rent. There are a few different ways I have seen this done successfully:

1. My Way:

I supply the tenants with a custom payment booklet along with enough pre-addressed envelopes to send to me each due date throughout the lease term. This method of rent collection works well for me, while at the same time, it limits the tenant's direct contact with me. It's not that I'm antisocial. It's just that I have found that you need to keep a professional arm's length distance from your tenants if you want to maintain a professional relationship and continue to command the tenant's respect. I've experienced the art of rent collection in various forms, and the payment slip accompanied payment sent to my post office box each month has proven to be my most successful method.

2. Electronic Direct Deposit:

In this new, wondrous age of computers and high technology, many landlords are taking advantage of banking online. It is amazing what you can do with a computer! Now, I'm happy to say that I'm saving gas by not running to the bank all the time to transfer money or make withdrawals. Many

computer-savvy landlords are even collecting their rent electronically directly out of the tenant's

*(continued next page
#3 pre-written checks)*

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.)

No Charge Design & Estimates

Dean Kowalski
Owner



KDI
GABINET WAREHOUSE
& More!

In Stock Cabinets - Take Home Today!

1404 Southfield
Lincoln Park, MI 48146

(313)-381-1534
Fax: (313)381-1852

10/09

734-654-1707
TOLL FREE
888-SWEEP41
888-793-3741



Allen Park
Birmingham
Canton
New Boston

STATE LICENSED • FULLY INSURED

Chimney Relining Specialist
CHIM-SCAN VIDEO INSPECTIONS
Custom Brickwork & Repair

PROFESSIONAL MASTER SWEEP

10/09

(continued from Don't Waste Gas)

bank into the landlord's bank on a specific day each month. If the landlord checks his account online and notices the deposit has not been made, the tenant is liable for late fees and possible other penalties.

3. Pre-written Checks In Advance:

Believe it or not, I have seen this work well on a few different occasions. The landlord requires the tenant to give him a check for each month of the lease term in advance at the lease signing. Every check is dated for each month and signed. It has worked successfully, and I have only seen it go bad once when a landlord didn't screen well and the tenant had to be evicted. I have my doubts about this method for the reason that a post-dated check constitutes a creditor-debtor relationship. In such a relationship, the writing of a bad check is not illegal. It is merely a defaulted payment on a loan. I'd rather have the law on my side when it comes to enforcing my agreement and keeping liability on the tenant. By using one of the above methods, you'll be able to save gas, money and time by cutting out your need to visit the tenants personally.

(Always refer to the Landlord/Tenant laws in your own state before proceeding!)

Reprinted from the LJC NL and the Jackson Area Landlords Association (JALA)

Frank Lucarelli
Account Executive

22355 West Road
Woodhaven, MI 48183
PH: 734-692-9914
FAX: 866-279-1079



Cell: 734-564-4890
532 S. Monroe St.
Monroe, MI 48161
PH: 734-241-0131
FAX: 866-793-8491

flucarell@metropolitantitle.com



Metropolitan Title Company
A Member of The First American Family of Companies since 1843

10/09

**Painting, Drywall (Repair/Replace)
Also Handyman Service**

**Quickly Get Your Rentals
Back On The Market!**

Save YOUR Time!

For a reference see Wayde
Rick — Cell 734-306-7907 • Home 734-591-9634

6/10

12/09



RealChek America, Inc.

"Serving America with Unique Rental Services"

Thomas E. Moorhead
President

605 S. Washington Street
P.O. Box 370
Owosso, MI 48867-0370

1-800-955-2435 (CHEK)
1-517-723-1183
Fax: 1-517-725-3135

**HOPE YOU CHECKED OUT
OUR LIBRARY!**

*Keith Lenard will have the Library
available (for 1/2 hr) before our
meeting or reserve a book by calling
Keith*

7:00 pm - 7:30 pm



**Need to E-mail any
questions or articles or
anything for us?? Our
web address is
ApPrint1@aol.com
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**

Tricks to Rescue Worn-Out Stuff

SIMPLE SOLUTION.

My air conditioning at home was blowing hot air. I was about to hire a repairperson until a friend recommended I check the batteries in my programmable thermostat. He went on to say that, if the batteries are low, the thermostat will not fire the switches in the correct sequence. I changed the batteries and suddenly got cold air again. Sometimes a repair is a lot simpler than you think!

DRAIN DILIGENCE.

Instead of pouring toxic chemicals down your shower or sink drain when it starts to run slowly, grab a shorthanded plunger. Fill the sink or tub with cold water and plunge like crazy. The drain will open up like magic. I have

two plungers: one only for drains and one only for toilets.

Jan C., Michigan

Reprinted from Debt Proof Living/
www.Everydaycheapskate.com

AFFORDABLE CREDIT REPORTS

Yearly Fee: \$25.00 Reports: \$3.50 - \$7.00 each

24/7 Access Using Software We Provide At No Cost

Monthly Invoicing Direct To You

Contact us now to find out how to screen tenants
at the very lowest cost available

Call: (517) 782-4384 email CRSupport@jala-mi.org
or visit http://www.jala-mi.org/jala_contact.htm

12/09

— WEB SITE CORNER —

This new column of useful website addresses is a new addition to our newsletter format. If you wish to have a website featured in this column please email reianews@aol.com

www.reiaofOakland.com REIA of Oakland.
www.nationalreia.com National Headquarters
www.irs.gov IRS web site
www.bendover.com Govt. Red Tape Help
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?

www.homeradar.com
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

— **MEETING AGENDA** —

6:00 - Investor Educational Forum - **(FREE)**
or Dinner in the Dining Room with other
members & investors
6:45 - Registration
7:15 - Member Presentation of Deals and/or
Services
7:30 - Meeting — **(\$20.⁰⁰ FOR GUESTS)**