

NEXT MEETING

DATE Tuesday May 4, 2010

PLACE *Holiday Inn*

17201 Northline Road

Southgate (at I-75 Exit #37)

TIME - 6:00 PM TO 7:00 PM

FREE-OPEN TO THE PUBLIC

1. Investor Educational Forum at 6:00 pm
or
2. Dinner w/other members and investors in
Dining Room

— Registration - 7:00 pm **DOORS OPEN**
**Guest is \$20.00 per person, which will
be applied to the annual dues if you
join the next month.**

BUY • SELL • TRADE

— Meeting at 7:30 pm Sharp!

SPEAKER/TOPIC

Georgia Kapsalis & Jonathan Werner

**How to run a successful, profitable
streamlined real estate business. Keep
expenses down and profits/ROI high.**

Welcome

To New & Returning Members

Scott Williams - Guest

Richard Beamgard - Guest

Steve Abbamonte - Guest

Priscilla Davis - Guest

Ray Kruger - Guest

Denise Montgomery - Guest

Darla & Michael Rowley - New

Ken & Catherine Price - ReNew

Dan & Torri Dunne - ReNew

Robert & Jill Cousino - ReNew

SPEAKERS BIO

Georgia Kapsalis is a real estate broker, appraiser and a landlord for 18 years. She has a Bachelors Degree in Computer Management and a Masters in Finance. She owns Added Value Realty which specializes in working with investors. www.AddedValueRealty.com

Jonathan Werner has been investing and rehabbing since he was 17 years old. He has owned and managed more than 60 properties. He has profitably flipped, wholesaled and rented properties over the past 30 years. He specializes in rehabbing fast and cost effectively. He also owns EF Enterprises, a hardwood floor and rehab company.

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 or Fax to: R.E.I.A. • 2962 Fort St • Lincoln Park, Michigan 48146

Make Check Payable to: REIA — (313) 347-1401 Fax: (313) 386-7600

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 May 4, 2010**
- **Tuesday June 1, 2010**

BOARD OF DIRECTORS

Members Welcome (CALL FOR TIME & LOCATION)

- **Tuesday May 11, 2010**
- **Tuesday June 8, 2010**

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
24hr Fax Line: (313) 386-7600

WEBSITE: www.reiawaynecounty.org

**** OFFICERS ****

PRESIDENT	WAYDE KOEHLER	(313) 277-4168
TREASURER	WAYDE KOEHLER	(313) 277-4168
VICE PRESIDENT	BILL BEDDOES	(734) 934-9091
PARLAMENTARIAN	BILL BEDDOES	(734) 934-9091
SECRETARY	Bill Dufrin	(517) 896-0516

**** TRUSTEES ****

David Kovacs	734-284-3727	Frank Jaros	734-283-7169
Keith Lenard	734-778-0823	Richard Nagy	734-283-1754
Rose Papp	313-383-6592		

**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

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-FREE
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

ASK THE CONTRACTOR

By Joe Hejka • Board Member - REIA of Oakland

Adding a new door sweep will keep out the cold

The more you can block out the cold, the lower your heating bills will be in the coming months. The bottoms of doors are not flush with the threshold and a surprisingly large amount of air comes in through the opening between the threshold and the bottom of the door. If you can see daylight underneath your exterior door, it means that cold winter winds soon will be coming from under the door. If the door already has a door sweep, it is time to remove and replace it. If you have not already installed a door sweep, no problem. Here's all you do.

INSTALLING DOOR SWEEP

1. Pry off old door sweep if necessary.
2. Measure door width.
3. Get door sweep and mark cut line. If you can get a brush-style door sweep, it is preferred.
4. Cut the door sweep to fit. File edges smooth, if necessary.
5. Place sweep against bottom of the door and drill first hole through sweep into door.
6. Screw in the first screw. This will anchor the sweep for the rest of the job.
7. Make certain the sweep is straight and then drill in the next hole.
8. Screw in the next screw. Then continue drilling and fastening screws until you are done.
9. Complete the job. Congratulations, that door sweep will be keeping winter cold and summer heat out for many years to come.

SUPPLIES

Materials needed: Door sweep and screws

Tools needed: Pencil, tape measure, screwdriver, drill, saw, metal file, pair of scissors

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

FILLING VACANCIES NOW REQUIRES MORE THAN JUST A FOR RENT SIGN

Do you have a website to help you fill your vacancies? A few years ago, a website would have been an added attraction that could have propelled you ahead of your competition. Times have changed. Pretty soon, if you do not have a website, you will be so far behind all the other landlords in your area that you won't be able to get your apartments rented. The day is coming fast when most of the renters will be tech savvy people in their 20's, 30's, & 40's who avoid searching for apartments by phone or newspaper when instead it is much easier to find what they need on the internet.

A website is an invaluable tool that can work for you 24 hours a day 365 days a year. If nothing else, you can create a simple one page website that simply lists what you have for rent and provides a telephone number and an e-mail address for people to reach you. You can place the website address on your For Rent signs and at the bottom of your newspaper ads. That will allow people to find out information about your apartment without you having to always be personally reachable.

For the novice who doesn't want to know anything about how a website works, you can hire a company to create your website for probably a couple hundred bucks. For someone who's a little adventurous, but still not overly technical, you can buy a website name and server space from a company like GoDaddy for about \$50 per year and then create your one page website using something you're already familiar with like your word processor.

After you start out simple, you can always enhance your website over time. You can add photos, floor plans, maps of the area, links to other websites that describe your location's schools and recreational centers, etc. Once your website is in place, you will probably think of more creative ways to advertise it. Ideas such as putting the website on your business cards. A magnetic sign for your car that displays the

address. Have key chains made that you hand out. You can make t-shirts or hats for your friends that advertise your website. All these things will drive traffic to your website 24 hours per day. The bottom line is that a website will help you get your rentals rented quicker for very minimal cost and effort. In the not so distant future, your clients will expect it of you - so get prepared now!

SCREENING IS MORE THAN JUST CHECKING WHAT YOU SEE

The following is a case study of how one landlord knew the importance of not assuming information provided on the rental application was truthful, and did further investigation. A woman stopped by the house the other day while I was working on it, asking if we will be renting the house. She's moving to town and wanted to move in on Saturday. I didn't have any applications, so she gave me her address and I mailed her one.

I checked online to see who the owner of the house was where I mailed the application, etc. (I'm naturally nosy). Get the application back yesterday, run her credit. She said she had some credit issues in the past, which was an understatement, but the credit report isn't a deal breaker for me. I did notice, however, that the landlord's name on her application doesn't match the county record that I pulled. I do a reverse phone lookup online with the landlord's phone number she gave, and the phone number is listed under her name. Using Zabasearch (another internet resource), I find the real phone number for the landlord and call...

She has only lived there 1 year 7 months (not 9 years like she said) and pays \$1375 (not \$1500). She hasn't paid rent yet this month, but the landlord says, I'm sure she'll pay. Mention to the landlord that she planned on moving down here on Saturday. Called the number she gave for the landlord and left a message. A guy returned the call, says she's lived there 9 years, pays \$1500 and he bought the house new (the county records tell a different story). I will anxiously be awaiting the next deadbeat applicant.

(continued next page, More Than Showing Up In Court)

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

60/01

(continued from Filling Vacancies)

EVICITION IS MORE THAN JUST SHOWING UP IN COURT

Make sure you know the eviction procedures and the landlord tenant laws, when trying to remove a resident from your house for non-payment. My colleague, and one of the advisors to MrLandlord.com shares of one of his first eviction attempts. He went to court to evict a resident who had not paid rent in 3 months. He thought it was an air-tight case and ended up losing because he had not given the proper Pay or Quit notice to his resident.

In his town, just like many towns in America today, landlords must give a tenant who does not pay rent a Notice to Pay their Rent in full or return possession of the rental unit to the landlord. In many states, there is very specific language or words that must be included in this Pay or Quit Possession Notice. Those states spell out specifically and in important detail how this notice is to be given to your tenant. Some states say certified mail or registered mail. The bottom line is Mike, when he first started out as a landlord, did not follow the Landlord / Tenant law and in his case was unfortunately dismissed! He had to start over! Which now meant that the resident would be able to get another 30 to 45 days of rent. As a landlord, you can not afford to make similar mistakes. Learn what your state laws dictate. Landlord-tenant laws for every state are available for review at landlordstatelaws.com.

Mike was madder than a mashed duck! He was furious! This is not fair he felt. And to his unbelief, he discovered he could not return to the little room in the court house to file for another court date. He would only repeat the same process. Here's what he learned years ago the hard way: If a Tenant doesn't pay rent in his town, a landlord must: a) Send the Tenant a Notice to Pay or Quit Possession (please note, the time period varies from state to state), b) It must include the proper language and some more stuff specific to my state and county. c) He has to be able to prove the Tenant received the notice. d) He better not accept any partial payments of rent from the tenant or the eviction process will be thrown out and dismissed (Again rules vary state to state). e) Only after giving the tenant the proper days to make their rent current, could he file for and start the eviction process in the court system. f) Even after waiting several weeks for the court date, if things go my way, the judge still gives the tenant a week or more days to get out. And then I have to file for what's called a writ for possession or a court order to be executed by the Sheriff's office where they physically remove the tenant from the property and return possession to the landlord. The point to all this is to learn your eviction procedures and landlord-tenant laws regarding them BEFORE you attempt to remove a resident. These tips are from contributors to the MrLandlord.com website and newsletter. For a free sample newsletter, call toll-free, 1-800-950-2250, or visit their informative website at mrlandlord.com to register to win a free landlording book.

Frank Lucarelli
Account Executive



Cell: 734-564-4890

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

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

frucarell@metropolitantitle.com



Metropolitan Title Company

A Member of The First American Family of Companies since 1966

04/10

Reprinted from the Macomb Property Owners Association

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

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

Save YOUR Time!

6/10

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



**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**

**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 at
734-778-0823 or kal70rs@aol.com*

7:00 pm - 7:30 pm

12/10

ProSource
Wholesale Floorcoverings

Mark Smith

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

"Your Source For Floors"

12/10



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



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@waynemetrometro.org

**Wayne Metropolitan
Community Action Agency**

05/10

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

Have too much income to convert to a Roth IRA?

From Culver, Wood & Culver, CPAs

If you are frustrated because your income has disallowed you from converting your Traditional IRA to a Roth IRA, there is a special opportunity for you in 2010.

We recommend you take advantage of this as early as possible in 2010 if converting to a Roth IRA is part of your retirement income strategy. Waiting until the end of the year may cost more in taxes than an early conversion.

Why convert retirement accounts to Roth accounts? What is the big deal anyway?

The big deal is how they are taxed - or not taxed. First let's review how traditional retirement accounts work. Usually, when you contribute money to an individual retirement account (IRA) or an employer sponsored account such as a 401(k) or a 403(b), the amount of money you contribute to the account reduces the amount of income you report on your tax return and pay taxes on. This is an incentive to invest money into these accounts. These accounts also have several special features. Generally they are protected from creditors and bankruptcy courts. In addition, the money earned in these accounts is usually not taxed - until it is time to take the money out of the account. Another important feature is that the money cannot be taken out of the account without a penalty until you reach nearly 60 years of age (59½). Although there are exceptions to this rule, the purpose of these accounts is to help people save money for retirement.

In theory, these accounts are designed to encourage you to save money toward retirement when you are earning the most (and paying taxes at the highest rates). Traditional IRAs generally provide a deduction from your income and reduce your taxes while you are in the higher tax brackets. Later during your retirement you pay taxes on these savings in the IRA as you take distributions from the account. It is presumed you will be in a lower tax bracket than when you saved the money, so you will be paying less tax overall.

There are two factors which complicate this theory. First, we don't really know what our future tax rates will be, so we don't know if we will be in a lower bracket in retirement than we are in right now. The other factor is that it is not just the money you put into the account that you pay taxes on when you make withdrawals. You will pay taxes on both the amount you put into the account, and the investment earnings the account has accumulated over the years. All of us hope that this is a substantial amount of money. Another factor with these accounts is that if you don't need to take the money out of the account to live on, you may only leave it in the account until age 70½, at which point you are required to take out distributions based on your age and life expectancy tables. Ultimately, because of these required distributions and unknown tax rates, maybe the tax you pay won't be less over all.

How is the Roth account different?

The Roth IRA is different because you don't get a tax deduction when you contribute money to the account. It is also different because you generally don't pay taxes on what you take out of the account, if you wait until you are at least 59½ years of age. This means that all of the investment earnings are not taxed at all. This is a great opportunity, especially if you are thinking that tax rates will be increasing in the future to pay for the government's addiction to spending, and a future shrinking of the work force.

There are other advantages to a Roth IRA.

The biggest one may be greater flexibility in making withdrawals. The people with the most to gain from a Roth IRA are probably young people with many years to allow their investments to grow before retirement. This is often the group of people that is also trying to reach other goals such as purchasing a home or, eventually, paying for their children's education. Although other retirement accounts allow limited withdrawals for these and various other reasons without penalties before age 59½, the Roth IRA allows you to withdraw the amount you contributed without a penalty. In addition, you can withdraw rollover contributions without a penalty once the rollover is 5 years old. This is an important safety net for young families. (Remember, these withdrawals are not taxed either - no tax and no penalty.)

Another advantage of the Roth IRA is you are never required to take money out of the account, no matter what your age. This creates a tool which can be used to pass assets down to your heirs, providing them with a tax-free source of income.

(continued next page - Roth IRA)

(continued from Too Much Income to Convert to a Roth IRA)

Roth IRAs have been limited ever since Congress introduced them. An income limit of \$100,000 has been a part of the definition of who was eligible to roll funds from a traditional IRA to a Roth IRA. This has kept people with an income level above \$100,000, and those married who file separate, from being able to use this tool. Beginning in 2010, the income limits are removed, allowing anybody to convert their IRA to a Roth IRA.

In addition to traditional IRAs, a SEP-IRA and a SIMPLE IRA can be converted to a Roth IRA. But please be aware that with a SIMPLE IRA there is a two-year period of minimum participation you must meet before you make the conversion. Conversions can be made by rolling over a distribution from a traditional IRA within 60 days of the distribution, by having the trustee of the traditional IRA transfer an amount to the trustee of the Roth IRA, or by having the trustee of the traditional IRA transfer an amount to a Roth IRA.

When you convert a retirement account to a Roth IRA, you include the value of the account (or portion of the account) converted in your income when you file your tax return, and pay taxes on that income. For many people, this would create a large tax bill, and the money to pay the tax cannot be taken out of the IRA without a penalty unless you are 59½ years of age or meet one of the other penalty exceptions. (Remember, the five year aging rules mentioned above.)

For 2010 only there is a special incentive. Conversions of Traditional IRAs to Roth IRAs in 2010 are not taxed in 2010. Instead, half of the converted value is included in income and taxed in 2011, and the other half in 2012. This provides more time to prepare for the tax bill that will come. It also may lower the amount of tax paid because you are climbing the tax brackets twice. (You may elect to pay the tax in 2010 if that is advantageous for you.) If you decide that you are going to make this conversion, we recommend you make the conversion in January of 2010, instead of waiting until December. If you don't make the conversion in January, we recommend you make it happen as early in the year as possible. The goal is to reduce the amount of tax you have to pay by making the conversion when the value of the account is at its lowest level. All of us hope and anticipate our accounts will increase in value as the year progresses, but that doesn't always hold true. We suggest that you make the conversion in January, when, we hope, the value of the account is at its lowest point. This will create tax, but less tax than later if the account has grown in value. If the value of the account drops and does not recover by the end of the year, you can change your mind and "re-characterize" the account back into a regular IRA. This will cause the first conversion to no longer be taxable. Once you have made this re-characterization, you must wait until the next tax year (but not less than 30 days) to convert that account to a Roth IRA again. This strategy takes the risk of early conversion and a subsequent drop in the value of the accounts out of the picture.

We want to suggest an advanced strategy using this re-characterization tool to help you make your conversions to a Roth IRA as tax efficient as possible. Let's assume you decide to convert your IRA account of \$200,000 to an Roth IRA over a period of 5 years, including approximately \$40,000 of income each year, rather than \$200,000 all in one year. (You might be trying to use the tax brackets over several years to reduce your tax from the higher amount it would be if all the income was recognized in one year.) Let's also assume you have diversified your investments so you have five different types of stock, mutual funds or other investments each worth approximately \$40,000. You realize that by waiting to convert some of the funds until another year means the value of the investment will likely grow, which means you will have to include more money in your income in future years - creating additional tax. You would like to convert the portion of your portfolio that will increase the most the first year, then the portion that will grow 2nd most the second year, and so forth in order to minimize the future tax cost of the delay in your conversions. Since it is impossible to know in advance which accounts will grow the most each year, use the re-characterization tool to review the year. You can do this by converting the IRA to five separate Roth IRAs, converting the entire \$200,000. At the end of the year, review the performance of each account, and re-characterize the four accounts that did not have the highest performance. After a 30 day wait and as long as you are in the new tax year, you can re-convert the four IRAs back to Roth IRAs to start the process for year 2.

The decision to make this conversion involves evaluating several complex issues, calculations, and assumptions about uncertain future economic conditions. Your financial/investment adviser and your tax adviser can work together to organize the information you need to make a decision about whether or not you should convert your IRAs and which strategy will work best for you.

Reprinted from the Rental Property Owners Association (RPOA)

Q and A:

Q: To what extent should I be involved in conflicts between tenants. For instance, if a tenant in a lower unit complains about loud music from the unit upstairs, what should my course of action be? A.S.

A: I start the process when I sign a lease by emphasizing the “respect your neighbors” issue from the get-go. It has been my experience that tenant conflicts can often be worked out by asking if the complainer did anything to stop the problem. Often you will find that they have not ever addressed the other tenant regarding their complaint. “I didn’t want to cause a problem” is the usual answer to why they didn’t address the issue themselves.

60/60

30 Day Warranty

LC's APPLIANCES

Washers • Dryers • Stoves • Refrigerators

Call
313-657-5153

Sales & Service

This is NEVER good since they have come to you hoping you will do something so they don't have to. Of course, that always (in all ways) causes bad feelings. So, I then give out my speech which consists of, “Your neighbors and you have to get along. Try and talk to them, please, before I enter into this situation.” I always leave the door open for them to come back to me if the other tenant proves unmanageable.

If they have discussed it and the problem continues beyond one time, I will call the other tenant and ask what their side of the story is. I always explain that every lease contains a “quiet enjoyment of the premises” clause, and, I stress to them that they were fully aware that they'd be renting in a multi-unit building. This requires that they are additionally respectful of their neighbors.

12/10

**Search
&
Destroy**

**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	• Rats
• Box Elder Beetles	• Roaches
• Mice	“Real Estate Inspection Not Available”

If the situation becomes impossible and talking doesn't work, then I tell the complainer to call the police to assist them and document every time there is a problem. By keeping track of the situation in writing and by calling the police, you should have a valid reason to terminate the tenancy. Otherwise, it's just words against words in front of the judge. G.W.

Reprinted from JALA - Jackson Area Landlords Association

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!!***

you can do it!

Replace washing-machine hoses every five years

State Farm Insurance estimates that washing-machine hose failures result in \$150 million in damage in the U.S. and Canada. You can keep your home safe for less than \$50 and a little time.

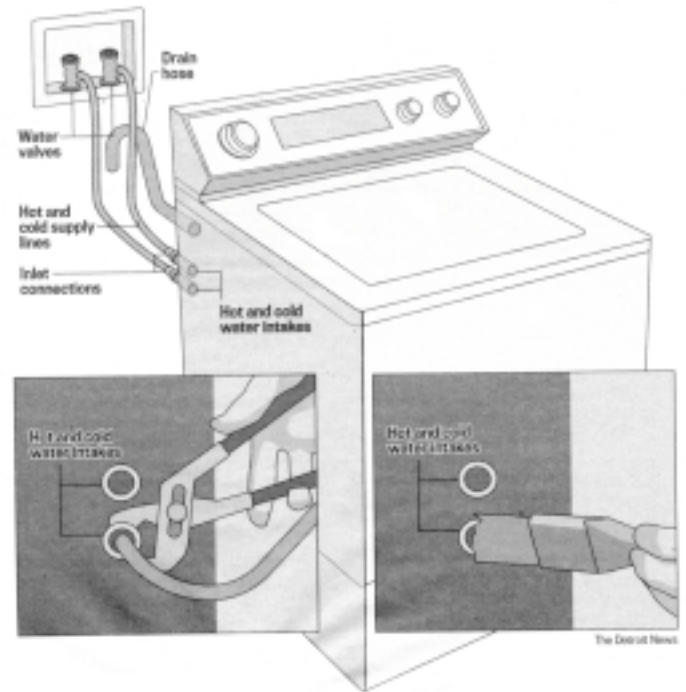
All washing machine supply hoses are subject to aging and deterioration. Stainless-steel mesh hoses give a little extra protection, but all hoses should be replaced at least every five years.

HOW IT'S DONE

TOOLS: Pail, pipe wrench or Channel-lock tongue-and-groove 12-inch pliers, rubber gloves and carpenter's level

MATERIALS: Braided stainless-steel, burstproof washing-machine water supply hoses, Liquid Wrench, Teflon tape and perhaps a drain hose

1. Make sure that the washing machine and dryer are not in use. Turn off the hot and cold water supply to the hoses. Both water supply valves are usually located above the sink.
2. Carefully pull the washing machine from the wall. Be gentle, the washing machine rests on legs that will have to be re-balanced when you are done.
3. Clean and carefully inspect the back of the appliance. Place the pail on the floor under the hot and cold water supply lines. Carefully inspect the drain hose for wear - pull it out if necessary. Replace if worn.
4. Loosen hot and cold supply hoses. It is critical not to get the hot and cold lines crossed. You might want to replace one hose at a time or mark the hot and cold inputs. If the connectors are frozen in place, spray Liquid Wrench into the fittings. Let it work for about 15 minutes, then try again. If you can't get it off, you will have to have the job done by a plumber.
5. Drain hoses into the pail.
6. There should be a small metal-filter screen in the hot and cold water intakes. Clean the filters with a bristle brush.
7. Wind Teflon plumber's tape around the hot and cold water connectors at the washing machine and the supply lines. Connect hoses to the washing machine and the supply lines. Remember, hot to hot, cold to cold.
8. Reattach the drain hose to the washing machine drain.
9. Remove the pail and carefully walk the washing machine back into place. The back of the machine should not be closer than 4 inches to the wall. Place a carpenter's level on the machine and adjust the lock nuts on the legs of the washing machine until the machine is perfectly level.
10. Turn the water back on and do a load of laundry. Make sure the hoses don't leak.



— 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.reiafoakland.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](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
<http://www.ask-the-rehabber.com>

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)**

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!

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*

OUR WEBSITE!!!

www.reiawaynecounty.org

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

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

garysegattiattorneyatlaw.com



MORE JALA Q&A

Q: I rented to a young woman and a week after I rented to her she moved in her boyfriend and another couple. The apartment is a one-bedroom and my rent is based on one person living there. What do I need to do? J.B.

A: This tenant is clearly in violation of her lease. You do have some choices in this matter. Do you think you can sit down and work this out with the tenant face-to-face? If so, then do it. But, follow it up with a written letter as to the nature of your conversation and what the agreements are. Give her no longer than a week to correct the situation. If she really doesn't want to turn loose the boyfriend, then require that he make the same application that she did. Follow up with your due diligence on him. Can you accept him as a tenant? Or, you may want to send her a termination of the lease due to the violation giving her 30 days to move them all out or leave. If you want to take a middle-of-the-road stance, send the termination with a cover letter explaining your position to her and asking that she call or come to discuss the problem. If you would normally charge \$20 more a month, then charge it at the time you send the letter. I personally recommend the middle-of-the-road alternative, so you are in a position to move ahead if she does not comply with the request to clear out the unit.

Q: I have a unit with one parking space and the tenant's friends keep parking on the lawn. What should I do? A.T.

A: GIVE YOUR TENANT NOTICE!!! Site the part of your lease that requires that they keep the unit in order! Then I would get over to the place and put some rocks or something up to stop the incursion. It has been my experience that lawn parkers usually continue unabated since they know you're not going to suddenly pop out of the shrubbery when they are there.

Reprinted from the JALA News

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.

**EFFORTS TO REDUCE LEAD EXPOSURE WILL ADD COSTS TO
SOME HOME REMODELING PROJECTS**
KXTV, Springfield, MO, March 12, 2010

A new law that aims to reduce the risk of lead poisoning in children will also make your home remodeling projects more expensive. While some say the law is necessary for your health and safety, others say it couldn't have come at a worse time. Looking at aspring remodeling project? Be careful who you hire. Beginning April 22, if your home was built before 1978, you'll have to hire contractor who is certified to work in a lead-safe environment. "You can bet that 1/3 of all renovation projects are going to be affected by this," said Luke Garard, certified trainer with Titan Environmental Services

The Environmental Protection Agency (EPA) is enforcing the law that requires contracts that disturb lead-based paint in homebuilt before 1978 follow specific work practices to prevent lead contamination. "When you have lead-based paint in a house, that can break down and create a fine dust in the house that you might not see," said Kendra Williams with the Springfield GreeneCounty Health Department.

That dust can cause ill health effects, especially in children. Symptoms of lead poisoning include learning disabilities, behavioral problems, hearing loss, even organ failure. "Anything we can put in place to protect children is a greatidea," said Williams. But, some contractors are more hesitant, pointing to statistics that show that lead poisoning has all but disappeared in some communities. In fact, in Greene County in 2009, 1,900 children were tested and just 21 had elevated levels of lead.

"I teach the class to the guys who would be affected by it. Generally, they think it's overkill," said Garard. While home re-modeler Adrian Rhoads says he supports any legislation that makes his workers and his customers safer, he is concerned that it could turn away potential customers. "We're going to have increased equipment cost, and increased material costs, as well as increased time on the project," said Rhoads. "It is going to be additional costs coming at a time when people don't have additional monies," said Garard.

On a large project, those additional costs are a drop in the bucket, but on smaller projects, re-modelers say it can have a real impact! "If you're wanting to do one window replacement in a home, it's gonna be expensive; probably double the cost of putting in a new window," said owner of Cowherd Construction Trent Cowherd. Many contractors spending the time and money to become certified to follow lead-safe practices are also worried the added costs will force customers to turn to shady contractors willing to break the law. "Some will not get certified. They're gonna continue to do work incorrectly and eventually that will catch up to them," said Cowherd.

While they agree there are downsides to the new law, many re-modelers agree that with time, their businesses, their employees and their customers will be better off. "Certainly we've heard of a lot of people against it. But, at the same token, I think you talk to one person who has experienced the effects of lead poisoning and they would say if we had done preventative measures, it wouldn't have been there," said Rhoads.

Contractors have the option to do a lead test first and if negative, they don't have to follow the lead-safe procedures. If caught violating the law, contractors face a \$32,000 fine or imprisonment.

The law does not require homeowners to be certified if they are doing work on their own home. However, landlords and owners of rental properties do face certain restrictions.

The EPA has also posted information on this new law, including instructions on how to hire a certified contractor.

Apollo Printing

YOUR NEWSLETTER EDITOR

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

12/11

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

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

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

Chimney liners offer a number of benefits for homeowners

Here's a relatively new product that's vital for a safe and comfortable home. I'm referring to what's called a flexible chimney liner.

Flue or chimney liners protect masonry chimneys from the corrosive effects of flue gases. Flue gases are acidic and eat away the mortar joints of unlined chimneys.

While driving thru your neighborhood, you may notice a few of these poking up out of the chimney tops.

Those are usually neighbors who have recently installed a new higher efficiency furnace. Here's why these are so important.

Flue or chimney liners protect masonry chimneys from the corrosive effects of flue gases. Flue gases are acidic and eat away the mortar joints of unlined chimneys. While driving thru your neighborhood, you may notice a few of these poking up out of the chimney tops. Those are usually neighbors who have recently installed a new higher efficiency furnace.

LANDLORD INSURANCE
Knollenberg Insurance Agency

- Liability
- High Deductibles
- Actual Cash Value Policies
- Replacement Cost Policies

Knollenberg Insurance Agency
198 E. Big Beaver Rd • Troy, Michigan 48083
248.528.0200 Ask for Ken

8/10

If a furnace is vented into a potentially oversized and unlined masonry chimney, exhaust gases can cool quickly and condense on the inside walls.

The acidic gases will, in time, eat away (or deteriorate if you, feel more comfortable with that term) the masonry chimney - causing health hazards and costly repairs. In lay-man's terms, the mortar between the bricks rot away and you can have blockages or complete chimney failure.

Quality Work FREE Estimates



T & P Construction

Floors • Footings
Driveways • Stamp Concrete

T. Brannon
734-341-6947

Colored Concrete

02/10

This flexible metal lining protects the chimney by actually creating a new chimney within the old one. It travels from the top all the way down to the basement or area where the furnace is located.

The furnace and/or the water heater are then tee'd together and attached to the chimney liner, creating a new exhaust portal that prevents damage to your existing masonry,

Chimney liners like these have been required by state code for almost 15 years now. The only ones exempt are homes that already have steel type chimney's, called bvent or if your masonry chimney is not being used by either a furnace or a water heater.



**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

12/10

A chimney liner can save you money and can save your health.

Healthy Home Expert Jeff Lee can be seen weekly on Fox2 'How To' news segments and is also the General Manager and home comfort specialist for Mechanical Heating located in Dearborn Heights.

Reprinted from the Detroit Free Press, Real Estate, Home Measures • Jeff Lee

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.)*

BOARD MEMBERS INFORMATION

<u>NAME</u>	<u>PHONE</u>	<u>PHONE2</u>	<u>EMAIL</u>
Wayde Koelher	313.819.0919	313.277.4168	housemgt@comcast.net
Bill Beddoes	734.934.9091		billbeddoes@me.com
Bill Dufrin	517.896.0516		william.dufrin@gmail.com
Keith Lenard	734.778.0823		kal70rs@aol.com
Richard Nagy	734.283.1754		ricknagy@wowway.com
David Kovacs	734.626.8150		spikey@woway.com
Frank Jaros	734.558.9902		fjaros@aol.com
Rose Papp	313.383.6592		rosep2962@yahoo.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

12/10

ATTENTION

Let us know if you haven't seen any informaton 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.

06/09

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