



WEBSITE: reiawaynecounty.org
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Dearborn, Michigan 48128

Volume 34

May 2018

Number 4

MONTHLY MEETING

TUESDAY May 1, 2018

NETWORKING & DINNER

\* Leon's Family Dining \*

23830 Michigan Ave, Dearborn
(313) 563-3713

East of Telegraph on Michigan Ave

6:00 - 7:15 .....Dinner & Networking

7:30 .....Meeting Starts

Speaker - Rob Baumgardner

Project Manager for Concrete Leveling Specialists
- Lift and Level of Howell, Michigan. He will
be speaking on hydraulic concrete raising and
concrete maintenance including substrate
reinforcement and joint / crack caulking.

Rob will discuss the benefits of raising
concrete rather than replacing it, also the
importance of protecting the concretes base
and preventing future issues with driveways,
sidewalks, servicewalks, patios, porches, and
garage floors. Please bring your questions,
there will be plenty of time for Q & A.

For More Info, Check the Website:
www.reiawaynecounty.org

For Any Questions Please Call:
Wayde Koehler, President 313-819-0919

YOU ARE INVITED TO THE
MONTHLY INVESTOR GET-TOGETHER!
Hosted by our Vice President , Bill Beddoes
RED LOBSTER • 13999 Eureka Rd • Southgate
3RD TUESDAY MEETING
May 15, 2018 @ 6:00PM
WHEN: 3rd Tuesday of the month
Join us for a casual evening with like-minded individuals
to share your stories, discuss your issues and learn more
about our investing community!
FREE ADMITTANCE just make sure you pay for your food. :)
We hope to see many of you there, and feel free to bring
a friend or two.
For More Info: Bill Beddoes (734) 934-9091

Next Meeting
MONTHLY MEETING
Tuesday May 1, 2018
BOARD OF DIRECTORS
See Website for Meeting Location
Tuesday May 15, 2018

# Membership Application

New Member ( ) Renewal ( )

## ANNUAL DUES Family — \$135.00 - (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. • P.O. Box 5341 • Dearborn, Michigan 48128

Make Check Payable to: REIA — Wayde Koehler, President 313-819-0919 • 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??

## REMINDER!!

### Investor Get-Together

RED LOBSTER • 13999 Eureka Rd • Southgate

**MAY 15<sup>TH</sup>**

**3RD TUESDAY OF THE MONTH**

Meeting Starts at 6:00pm

## Welcome

### New Members & Guests

Jerry Crain

Cynthia Pletz

Doug Wochna

Al Sterling

Neil Sanetti

Ken Pumford

Michael Taylor

Marissa Shuster

Kelly Infante

Richard Wallis

Joanne Kuzala

Roberta Nied

Mickey Gilhool

Nicholas Middleton

Mahdi Abaulhadi

### Real Estate Investors Association of Wayne County

P.O. BOX 5341 • Dearborn, Michigan 48128

24hr recording (313) 437-2945/Fax: 313-386-7600

WEBSITE: [www.reiawaynecounty.org](http://www.reiawaynecounty.org)

Facebook — Wayne County REIA of Michigan

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Michael Gunderson 313-506-7869

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Real Estate Investors Association of Wayne County

**WWW.REIAYNECOUNTY.ORG**

# **AT \$20, A GOOD HANDYMAN IS RARE!**

*Dear Wayde,*

*Here's the latest edition of RENTAL OWNER UPDATES which includes tips and resources for landlords, real estate investors and managers who visit our site -- MrLandlord.com and who joined our free newsletter club.*

**A discussion is taking place on our forum that asks, "How hard is it to find a good handyman? And if you do, how much do you pay him?"**

**I know rates can vary across the country. However, what I found intriguing about the discussion was the consensus of how there are two basic levels of handyman; and how no matter where in the country you have rentals, you most likely need to pay more for the "second" level of handyman. For example, the first level handyman you may pay \$20 or \$25 bucks an hour. However, the first level is usually not insured, licensed, and often does not have the ability to front the cost of supplies. This level of handyman's honesty and work ethic is not always the highest, and their skill set is limited. On the other hand, the second level landlord is insured, licensed, able to pay cost of supplies up front, and more likely has a good work ethic, is a self-starter, and has their own truck, complete set of tools, and a higher set of skills.**

**I bring up this distinction between the two levels of handymen to help reduce the frustration of many landlords who have been pounding their heads thinking that their frustrations are unique when they run into problems with the first level handyman. In listening to landlords nationwide, I can assure you that landlords everywhere have the same challenges in finding a good handyman, especially when you are only willing to pay 20 bucks (more or less an hour). My point is, stop being frustrated, because what you are looking for is a rare breed (the mythical unicorn if you will). Instead of staying frustrated, either work the best you can understanding what you have, or be willing to pay more. Most landlords (including myself) are frugal and only willing to pay so much. However, that can be a blessing or a curse to how much you are ultimately able to grow your portfolio. Of course, you have to be aware that working with uninsured and unlicensed handymen also come with additional risks on top of frustrations.**

**So how do landlords effectively deal with the challenges which come with the first level handyman? How much more are landlords willing to pay for the second level handyman? Click to read the discussion to compare notes with fellow landlords facing the same big challenge we all face - how do we get good handymen and at what cost?? By the way, if you are blessed to have found one of the rare breed, do not take that person for granted and do something extra or special for them. :)**

*Reprinted from Mr. Landlord & Submitted by Wayde Koehler, President R.E.I.A. of Wayne County*

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## LANDLORD TO LANDLORD Mini Models help To Rent Homes

Dear Colleague,

Let's face it. We're all renting essentially the same thing: a house or an apartment, with white walls and "with some type of carpet or flooring.

To make your vacant rentals look different to your prospects, one of the top rental industry's marketers, Mindy Williams, recommends that landlords turn their vacant houses or apartments into "Mini Models" with small things in the house. This really does work!

Think of it this way. A prospect visits five to seven different houses or apartments before deciding on where to live. One of the most effective ways to make your rental stand out is to make it LOOK different than the other four to six rentals the prospect visits. Having something in your vacant apartments — no matter how small or inexpensive — will immediately make that vacant home look different than your competitors'. If your vacant home looks different, it will be more memorable to the prospect. If it's more memorable, you have a better chance of making the sale.

Here are some quick ideas to warm up vacant houses and turn them into Mini Models:

1. *Have at least 3 items in the house. Two pieces of furniture plus a plant reduces echoes by 67%.*
2. *Put clear balloons or styrofoam peanuts in the bathtub. Add a shower curtain and bath mat and you'll make this small space more inviting.*
3. *Flowers increase a favorable impression by 35% so put a wreath on the door or flowers in the house.*
4. *If the house is on hold for another customer, on a 8.5 x 11 piece of paper write ON HOLD and leave the paper on the kitchen counter. This increases urgency to apply for one of your homes. This shows the place may not be available, so the prospect should hurry to have a chance to rent it or another one of your homes or units if interested.*
5. *Decorate Mini Models with items that your ideal residents would choose. For instance, if your residents shop at Pottery Barn (or another popular retailer), have Pottery Barn catalogs (or candles, or napkins, or furniture from the retailer) in your mini models. If your ideal residents are active men and interested in sports, have copies of Sports Illustrated or Men's Health on counters and coffee tables. This is a psychological sell — when prospects walk into the home and see magazines (and catalogs and books) the kind they read, they will feel more at home and the, the more apt they are to rent.*

Article adapted from Increasing Occupancy: The Marketing Edition by Mindy Williams, LandlordBooks.com.

Reprinted from Mr. Landlord and Submitted by Wayde Koehler, President R.E.I.A. of Wayne County

*Real Estate Investors Association of Wayne County*

**WWW.REIAYNECOUNTY.ORG**



## Around Town with Real Estate Investor Groups

(call each group for details)

- **OAKLAND R.E.I.A.**  
www.Reiafoakland.com
- **Macomb Property Owners Association**  
Cocktails/Dinner 6-6:30 pm • Meeting 7:00 pm -  
For More Info Call: 586-977-7372
- **Monroe County Landlord Association**  
6:30-7:30 pm Social/Dinner •  
7:30 pm Meeting  
(734) 457-5758
- **American Landlord Association**  
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 @ **Leon's • (313) 563-3713**  
**23830 Michigan Ave, Dearborn**  
7:15 Announcements • 7:30 pm Meeting  
(313) 347-1401 • 24 hr Answering Machine
- **Real Estate Investors Association of Wayne County** (REIA of Wayne Co)  
**3rd Tuesday of the Month**  
**Red Lobster • 13999 Eureka Rd • Southgate**
- **Jackson Area Landlords**  
6:30 pm Meeting  
517-596-2592
- **Toledo Real Estate Investors**  
Sullivan Hall @Gescu Parish  
2049 Parkside @Bancroft  
6:45 pm Meeting  
(419) 283-8427
- **Southeast Michigan Real Estate Investor Association**  
39555 Orchard Hill Place  
Novi, Michigan  
(248) 692-1100



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## MAINTENANCE

### *Keep Residents From Doing Their Own Repairs*

In most states, while you can legally delegate some of your maintenance and repair tasks to your residents often in exchange for a rent reduction (however this may not be the best idea). You ultimately remain responsible for ensuring that the rental is habitable. Your residents may be qualified and capable of handling many routine repairs, but you should really retain control of even the minor maintenance problems.

Initially, allowing residents to handle certain minor repairs seems to offer significant savings in cost and aggravation. However, most residents lack the proper skills, training, tools, or motivation to do the job properly. They may be willing to ignore or live with a problem that can be resolved inexpensively.

That little problem may soon become a major problem—and major expense—leaving you with the responsibility of paying for it. Although your resident can probably handle many typical plumbing problems, be sure to instruct him to call immediately if the plumbing backup results in any amount of sewage overflow because this can be a significant health and safety risk. If plumbing clogs become common and they're not due to resident misuse, they're likely the result of damaged pipes, roots in the waste line or a blocked vent pipe. If this situation happens, immediately have a professional correct the problem at your expense.

Almost every rental property owner (especially if you have single-family rental homes) has a resident, at some point, propose to take care of the landscaping or some other repairs. If your resident is actually a professional landscaper or a licensed contractor, then lucky you! If not, don't allow residents to perform landscaping or repairs in exchange for lower rent.

The landscaping at many properties can be worth thousands of dollars, and that investment can wilt to nothing if your resident doesn't know how to properly care for it. Likewise, doing major repairs on your property can put your resident at risk of an accident or serious injury. That can lead to serious liability and further costly repairs if they're not done by an experience and qualified individual. This is also true for pest control beyond the household products available for general public. Save yourself some hassle:

**Hire pros to service all aspects of your property and include their cost in your rent.**

From Property Management Kit for Dummies by Robert S. Griswold, MBA, available at [Landlordbooks.com](http://Landlordbooks.com)

Reprinted from Mr. Landlord and Submitted by Wayde Koehler, President R.E.I.A. of Wayne County

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### Money For Roads Doesn't Go Where It's Needed The Most *Roads in the worst condition are not a priority* — By TOM GANTERT

In a recent social media post, state Sen. Jim Ananich, D-Flint, indirectly pointed to one of the challenges to improving the condition of Michigan roads.

Ananich, who is the Michigan Senate's minority leader, said in a March 20 Twitter post: "MI Republicans: tossing a few pennies in a pothole and making a wish won't fix our roads. I tried it just to see. Now let's work together to find a real solution."

Ananich also posted a short video in which he throws a handful of pennies into a pothole.

Michigan roads are funded through Public Act 51 of 1951 (PA 51), which governs how money gets allocated between state, county and local road agencies. Enacted in 1951, the law represented a compromise between rural and urban lawmakers. The Citizens Research Council of Michigan calls it the "third rail" of highway funding.

"The antiquated and inefficient formula used for sharing road funds with state and local road agencies guarantees that much of this funding will not go to those roads experiencing the most traffic or those in the worst condition," the council stated in a report it released last month.

The law has not been changed in 67 years, mainly because in a big state there has never been a consensus on how to strike a balance between connecting far-flung communities and having smooth roads within them.

Under existing law, 39 percent of the money available for Michigan roads each year goes to the state Department of Transportation, 39 percent goes to county road commissions and 22 percent goes to cities and villages.

The formula also applies to \$175 million in general state tax dollars that legislators have earmarked to fix roads this year, on top of gas tax and vehicle registration tax revenue. Of that \$175 million, \$68 million will go to state roads, \$68 million to county projects and \$38 million to cities.

The money not spent by the state is divided among 83 counties and 533 cities and villages.

The Citizens Research Council said the state's system of divvying up the money doesn't take into consideration which roads need repairs the most.

"Given the current PA 51 funding distribution system, it is nearly impossible to address the funding needs of heavily traveled roads or roads in greater need of repair without significantly increasing the allocation of revenues to those roads with less traffic or that have relatively lesser needs," Craig Thiel, the council's research director, said in an email. "Under this system, an increase in funding, regardless if it is one-time or ongoing in nature, will result in the same percentage increase for each road agency. This is inefficient."

Reprinted from [www.michigancapitolconfidential.com](http://www.michigancapitolconfidential.com) &  
Submitted by Bill Beddoes, Vice President R.E.I.A. of Wayne County

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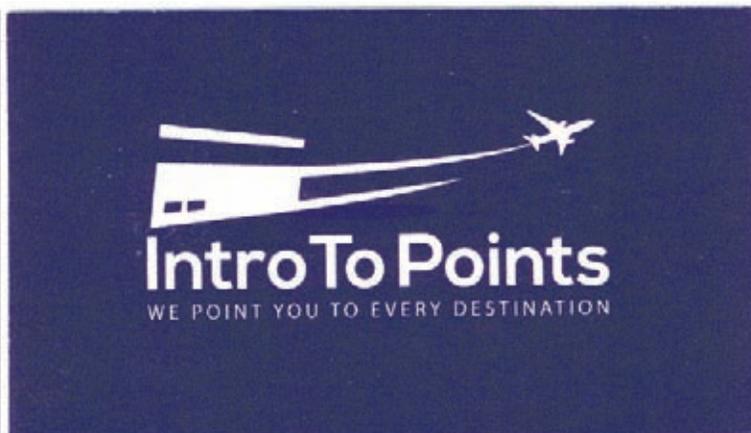
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## RECENT SPEAKERS

- April 2018** . . . . . Eric Gunderson - IntroToPoints - (313) 655-5266
- March 2018** . . . . . Home Depot - David Kahmuza - Mid-West Regional Rep.- (248) 826-8907
- February 2018** . . . . . Open Forum with President, Wayde Koehler
- Jan 2018** . . . . . Jeff Campeau is a partner with the accounting firm  
Mellen, Smith & Pivoz, PLC in Bingham Farms, Michigan.
- Feb 2017** . . . . . Cara Middleton, Freshwater Vacation Rentals
- March 2017** . . . . . JOEDY PATRICK Midwest Executive Vice President
- April 2017** . . . . . Michael Jeffreys
- May 2017** . . . . . Loren Romain, a certified EPA lead paint instructor,
- June 2017** . . . . . Picnic
- July** . . . . . Summer Break
- August 2017** . . . . . “Everything You Always Wanted to Know About Rentals,  
but Were Afraid to Ask”
- September 2017** . . . . . Ask the Experts Forum
- October 2017** . . . . . Open Forum
- November 2017** . . . . . Michigan Geriatric Care Management Services  
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SPEED BUMP By Dave Coverly



# Detroit Free Press

Real Estate Investors Association of Wayne County

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# Fresh Home Upgrades for Spring

After a long winter cooped up indoors, spring is the perfect time to start reimagining your home and making upgrades that create a fresh, welcoming vibe. These project ideas—some big, some small—can help breathe new life into your home so that you're ready to enjoy your favorite rooms to the fullest.



**Air it out.** Months of closed windows and doors can make any room feel dusty and stale. As soon as temperatures allow, throw open the windows and skylights to let the fresh air chase away the remnants of winter. It's also the perfect time to launder window treatments and clean area rugs. If you're considering an update to the overall décor, changing out these textiles is an easy and affordable way to create a new look.

**Paint to perfection.** Over time, once cheerful walls can grow dull. Create a livelier ambiance with a fresh coat of paint, either in the same shade or something completely new. If you're not sure exactly where to start, tackle the project room by room. To choose the right hue, select a favorite item in the room, such as an heirloom throw blanket or a piece of wall art, and consider color shades that complement the item.

**Make what's old new again.** Sometimes a fresh perspective is as simple as rearranging a room to better fit your needs. Over time, furnishings can become almost an afterthought because they've been in place so long. Try moving things around to create new conversation groupings or to highlight a piece that has been tucked away in the shadows.

**Get earth smart.** With all of the new growth and hues of green that abound during spring, it's natural to be more mindful of the environment. Earth-friendly upgrades like switching out inefficient lighting or installing low-flow toilets and shower heads can make a sizable difference.

## QUESTIONS?

**VISIT [www.carriecohen.kw.com](http://www.carriecohen.kw.com)**

Reprinted from Carrie Cohen Stillwater — Keller Williams Home  
Business Coach | Team Leader

Submitted by Dave Moody, Director R.E.I.A. of Wayne County

# 7 Signs Your Contractor May Be Shady

**Building a home or renovating your existing pad is no simple task. From budgeting to design and choosing the right contractor, there's a myriad of details you'll need to juggle. But when it comes to choosing the right contractor for the job, it's important to be mindful that not every contractor is reputable.**



Here are seven ways you can spot a shady one.

- **They pressure you.** Whether they're pushy with contracts or material, if they're using pressure to sway you, be cautious.
- **They only accept cash.** This is a huge red flag. Reputable contractors will take checks and potentially even credit cards for their payments.
- **They want it all up front.** Most remodelers typically require a down payment of 25-50 percent of the contract price for small jobs and 10-33 percent for large jobs. If they demand full payment up front, be wary: they may never finish the job.
- **They have no references.** No matter what, never hire a contractor without verifying at least three separate references.
- **They suggest a lender.** If the contractor suggests that you borrow money from a lender the contractor knows, you could be the target of a home improvement loan scam.
- **The contractor fails to listen.** A contractor should want to meet your specific needs. If they seem unable or unwilling to listen to your wants, if they talk over you or in any way seem disrespectful, they may be disreputable at worst, or at best, difficult to work with.
- **No right of rescission.** A solid contractor will let you know that you have the right to cancel your contract within three days of signing; this "right of rescission" is required by law and allows you to change your mind without penalty if the contract was provided at a place other than the contractor's place of business or an appropriate trade premise.

## QUESTIONS?

**VISIT [www.carriecohen.kw.com](http://www.carriecohen.kw.com)**

Reprinted from Carrie Cohen Stillwater — Keller Williams Home  
Business Coach | Team Leader

Submitted by Dave Moody, Director R.E.I.A. of Wayne County

*Real Estate Investors Association of Wayne County*

**WWW.REIAWAYNECOUNTY.ORG**

## 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!**

## ATTORNEYS AT LAW

Free Simple Legal Advice

- Peter C. Rageas CPA, MST

(313) 962-7777

(313) 962-0581 fx

- John Payne

(313) 562-5700

- Gary Segatti

(248) 808-2711

- RealChek, Thomas Moorhead

(800) 955-2435

(CHEK)

- Michael A. Gunderson, JD

(313) 259-6900 x113

## SPEAKERS COMMITTEE

**Jerry Kirschner 248-867-0744**

*If you have any suggestions for speakers,  
drop us a line at: [www.reiawaynecounty.org](http://www.reiawaynecounty.org)  
or email him at: [gkirsch888@aol.com](mailto:gkirsch888@aol.com)*

## HOPE YOU CHECKED OUT OUR LIBRARY!

Our Library will be available (for 1/2 hr) before our meeting or reserve a book

**7:00 pm - 7:30 pm**

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

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# 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 Website
- 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
- 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.lead

**OUR WEBSITE!!!**

**www.reiawaynecounty.org**  
24hr recording (313) 437-2945 • Fax: 313-386-7600

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**Wayne County REIA of Michigan**  
**LOOK FOR US ON FACEBOOK!**

**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 reiawaynecounty.org or**  
**24hr recording (313) 437-2945**



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