

R.E.I.A.

Real Estate Investors Association
Wayne County

WEBSITE: reiawaynecounty.org
FACEBOOK: Wayne County REIA of Michigan
Wayde Koehler, President
313-819-0919
MAILING: P.O. Box 5341
Dearborn, Michigan 48128

Volume 36

August 2021

Number 8

MONTHLY MEETING TUESDAY August 3, 2021

NETWORKING & DINNER

* Leon's Family Dining *

23830 Michigan Ave, Dearborn • (313) 563-3713
East of Telegraph on Michigan Ave

MEETING STARTS PROMPTLY... 6:00 PM

MEETING ENDS..... 9:00 PM

* Don't forget to tip your waitress *

Topic:

**Preparing your unit for rental, and
on-line advertising pirates!
How to protect yourself.**

*Doors open at 6:00 for dinner, meeting starts
at 6:30 and runs until 9:00. Free to members
and \$20 at the door for non-members.*

Real Estate Investors Association of Wayne County

P.O. BOX 5341 • Dearborn, Michigan 48128

WEBSITE: www.reiawaynecounty.org

FACEBOOK — WAYNE COUNTY REIA OF MICHIGAN

** OFFICERS **

President ----- WAYDE KOEHLER(313) 819-0919
Treasurer ----- WAYDE KOEHLER(313) 819-0919
Vice President --- BILL BEDDOES(734) 934-9091
Parliamentarian --- BILL BEDDOES(734) 934-9091
Secretary ----- MIKE SLOAN(313) 618-5277

** BOARD MEMBERS **

Jerry Kirschner 248-867-0744
Michael Gunderson 313-506-7869
Maria King 248-259-3268
Linda Kalash 734-250-4826
Bev Luhtanen 248-919-8532
Jeremy Paul 734-770-1455
Amman Ali 313-580-7034

SPEAKERS COMMITTEE

Jerry Kirschner 248-867-0744

If you have any suggestions for speakers,
drop us a line at: www.reiawaynecounty.org
or email him at: gkirsch888@aol.com

For any Questions, Call:

Wayde Koehler • (313) 819-1919 or

Maria King • (248) 259-3268

Real Estate Investors Association of Wayne County

WWW.REIAYWAYNECOUNTY.ORG

R.E.I.A. Membership Benefits

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

Next Meetings

DIRECTORS BOARD

Tuesday August 10, 2021

MONTHLY MEETING

Tuesday September 7, 2021

DIRECTORS BOARD

Tuesday September 14, 2021

Kevin Jenkins
Agent - CISR ELITE
Kevin@noelselewskiagency.com

15206 Mack Ave
Grosse Pointe, MI 48230


NOEL SELEWSKI
AGENCY INC.
Phone: (313) 886-6857

**Noel Selewski Insurance
Agency Inc.**

Fax: (313) 886-6106



ATTORNEYS AT LAW

Free Simple Legal Advice

- Michael A. Gunderson, JD
(313) 259-6900 x113
- Gary Segatti
(248) 808-2711
- RealChek, Thomas Moorhead
(800) 955-2435
(CHEK)

R.E.I.A. Membership

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)

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??

SELEWSKI SPECIALTY UNDERWRITING, LLC **For All Your Landlord REO Insurance Needs**

Program Highlights:

1. Insure unlimited properties on one policy
2. Easy online access to your policy to add/change/remove properties
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8. Insure Property in any of the 48 continental states

Call today for your free quote, whether you have one property or one hundred, we can help.

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Email: nselewski@yahoo.com www.noelselewskiagency.com

Noel Selewski Agency, Inc.

Ph: 855-50-INSURE (855-50-467873)

Email: nselewski@yahoo.com www.noelselewskiagency.com

Lead Classes

10/20



Loren Romain
Senior Instructor

Training Facility:
3205 Boardwalk, Ann Arbor, MI 48108
Mail To:
PO Box 3816, Ann Arbor, MI 48106

Toll Free: 877.755.2121
Facsimile: 248.247.2723
Mobile: 734.216.1822
Loren@RealEstateTrainingForU.com

OUR WEBSITE!!!
www.reiawaynecounty.org
 24hr recording (313) 437-2945

Wayne County REIA of Michigan
LOOK FOR US ON FACEBOOK!

*Mr. Landlord
Subscription!*

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

Weichert Realtors
 Select
 7285 Orchard Lake Rd
 West Bloomfield, MI 48322
 Cell: 248-867-0744
 Office: 248-419-3999
 Fax: 248-419-3397
 Gkirsch888@aol.com
 weichertselect.com



Jerry Kirschner
 Sales Associate

Each Office is Independently Owned and Operated

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!

JOURNEY TO HOUSING
 A new way forward for our most vulnerable families...

A New Way Forward for the Hidden Homeless in Western Wayne County

Journey To Housing
6613 Wayne Road
Westland, Michigan 48185

(734) 756-0219
 journeytohousing@srdpdetroit.org

04/21

(Shared by landlords nationwide)

NAME YOUR HOUSES

One landlord was curious and asked on our Q&A Forum: How do other landlords "name" their houses when discussing them with spouses or others? When "naming" their rental property, most landlords admittedly simply use the name of the street the property is on. For example, the home is simply called the "Maple Street" or "Cedar Road" house.

How about thinking a little outside the box and taking it one step further? Most landlords are missing out on a great marketing opportunity by not giving a name to each rental that can be used when "promoting" the house to prospective residents. Take a page from the "vacation rental" playbook. Sure, use the street name, but add a nice adjective behind it.

For example:

- *Pine Street Palace*
- *Curry Court Cottage*
- *Clark Ave Castle*
- *Seventh Place Refuge*
- *Baker Road Lake House*

Names of rentals do not need to be only used for your own "inner-office" purposes. One landlord who had already been naming her rentals, shared: Who wouldn't want to live/rent the "Sunshine" with that name in the headline, the ad standouts and gets read and noticed.

Another landlord had this to say about naming your house;

I saw a recording where Jeffrey taught on naming homes as a way to stand out from the competition and we adopted his technique. If I remember correctly, he named a home's floor plan "The Williamsburg." thought it was a bit hokey when I first heard it (sorry, Jeffrey!) but it has helped set us above our competition. Airbnb coaches suggest you name your unit as they are more memorable when they are named. Home plans are all named, mobile homes all have a name, cars have a name. Think about hotel or cruise rooms - many of the more expensive rooms are named. It makes sense. As potential guests tour multiple homes, I think it is much easier for them to discuss "Peach House", rather than, "You remember, that 3 bedroom 2 bath next to the house with the van in the driveway." We also put the name of the home on any literature we have out for showings. I am working on having a floor plan to include on the literature as well.

When we first started using the "naming homes idea", I was surprised by how many potential guests spoke about the homes by name rather than a generic, the home, or, the 3 bedroom you have available. We are naming homes as they become vacant. We have The Crest (home on a hill and covered with pine trees), Peach House (row of peach trees we planted), Pecan House (huge 80+ year old pecan trees), Meadow View home adjacent to a meadow), and Stable View(home which has a view of the stable).We are also ordering name plaques for the homes to further set us apart.

"Management tips provided by landlords on MrLandlord.com. To receive a free Rental Owner newsletter, call 1-800-950-2250 or visit our nationwide Q&A Forum, LandlordingAdvice.com, where you can ask landlording questions and seek the advice of other rental owners 24 hours a day."

Continued success to your association!

Jeffrey Taylor — Founder@MrLandlord.com

RECENT SPEAKERS

- June 2021** 11th Annual R.E.I.A. Picnic at Millward Park in Allen Park
- May 2021**. Mike Sloan - Part 2 - Maintenance, Remodeling & Rental Upkeep
- April 2021** Mike Sloan - Ins and Outs of Repairs, Maintenance, Remodeling & Rental Upkeep
- March 2021**. President Wayde Koehler - "How to Handle Maintenance & Repairs during Covid"
- October 2020** President Wayde Koehler - "What Have You Been Doing or Not Doing?"
- September 2020**. 10th Annual Picnic
- April 2020** President Wayde Koehler - Facebook meeting about Corona Virus
- March 2020**. Kevin - Noel Selewski Insurance Agency - The Best Investment
- February 2020** Nick Duarte - Relationship Manager - CoreVest Finance
- January 2020** Vicky Schettini - What Finanacial Freedom Looks Like
- December 2019** Annual Christmas Party!
- October 2019** Renee McKarge - Journey To Housing
- September 2019**. Wayde Koehler, R.E.I.A. President, How To Survive an Inspection
- August 2019**. Angel Vallejo
- June 2019**. 9th Annual R.E.I.A. Picnic
- May 2019**. Senator Sylvia Santana
- April 2019** Bertha Beach, Kelly Infante, Linda Kalash, Maria King
 - The Wild Wonderful Women of Real Estate!
- March 2019**. Wayde Koehler, R.E.I.A. President, Stories from Members
- February 2019** Rob Mendrzycki, from IT Network
- January 2019** Jeff Campeau - Mellen, Smith & Pivoz, PLC Bingham Farms, Michigan.
- October 2018** Katie Pagaduan - Sherwin Williams Paint
- September 2018**. Fearless Leader, Wayde Koehler
- June 2018**. Annual Picnic
- May 2018**. Rob Baumgardner - Lift and Level of Howell, Michigan.

Eric Gunderson
President

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CDC EXTENDS EVICTION MORATORIUM

The CDC issued the following media statement on March 29, 2020.

"CDC Director Dr. Rochelle Walensky has signed an extension to the eviction moratorium further preventing the eviction of tenants who are unable to make rental payments. The moratorium that was scheduled to expire on March 31, 2021 is now extended through June 30, 2021.

The COVID-19 pandemic has presented a historic threat to the nation,'s public health. Keeping people in their homes and out of crowded or congregate settings, like homeless shelters, by preventing evictions is a key step in helping to stop the spread of COVID-19."

It should be noted that this eviction moratorium extension has been authorized by the CDC. However, in at least 3 court cases in different states, judges have ruled that the CDC exceeded their authority. The eviction moratorium was struck down by a federal judge in western Tennessee and also had two prior rulings against it by judges in Ohio and Texas. An attorney, who was the lead counsel for one of these landmark cases, and who is leading the fight for landlord property rights will be speaking in June at the MrLandlord.com National Convention.

Nationstar Mortgage to refund \$73M to borrowers

Nationstar Mortgage, which operates under the brand Mr. Cooper, was ordered to repay \$73 million to roughly 40,000 homeowners for repeatedly failing to provide even the most basic operations as a mortgage servicing company over four years, the Consumer Financial Protection Bureau said Monday.

The CFPB and 48 states alleged in their complaint that Mr. Cooper failed to do a laundry list of basic services for the mortgages it serviced from 2012 to 2016, from failing to identify mortgages that were in loan modification plans, to failing to disburse borrowers' property tax payments.

USA TODAY Network and Associated Press reports.

Ad 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

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R.E.I.A.

P.O. BOX 5341

Dearborn, Michigan 48128

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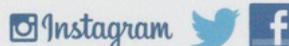
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Cara Middleton, Owner

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(734) 837-4976 CELL, CALL OR TEXT
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www.freshwatervacationrentals.com

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 & Meeting Starts



Meeting Ends at 9:00 pm

Leon's • (313) 563-3713

23830 Michigan Ave, Dearborn

(313) 347-1401 • 24 hr Answering Machine

- **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

..... *Real Estate Investors Association of Wayne County*

WWW.REIAYNECOUNTY.ORG

WEB SITE CORNER

This 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 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

Pollard Heating and Cooling



9/17

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Howard Pollard, President
Office-313-551-4011
Howard--313-215-4889-can text
Fax-313-551-4526
Howard@PollardHeating.com

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.



BOARD MEMBERS INFORMATION		
NAME	PHONE	EMAIL
• Wayde Koehler-	313.819.0919..	housemgt@comcast.net
• Bill Beddoes	734.934.9091..	billbeddoes@me.com
• Mike Sloan-	313-506-7869	mikesloan19@gmail.com
• Jerry Kirschner	248-867-0744	gkirsch888@aol.com
• Michael Gunderson	313-618-5277	mgunderson@trowbridgehouse.com
• Maria King-	248-259-3268	kingm625@yahoo.com
• Linda Kalash	734-250-4826	joelinda17@att.net
• Bev Luhtanen	248-919-8532	bev@lbphones.com
• Jeremy Paul-	734-770-1455	pauljer9my@gmail.com
• Amman Ali-	313-580-7034	mra3200greenfield@gmail.com