

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

"Working together to provide quality housing & protect our investments."

President: Brad Grayson 812-376-3500 gmoffice@comcast.net.

www.BartholomewLandlords.com 3129 25th St #202, Columbus IN 47203

This Saturday: May 14, 2016, 9-10 am
Columbus Indiana Airport (Lower Level Meeting Hall)

Trainer: Brad Grayson, Certified Professional Landlord Mentor,
6 Simple Ways to Revolutionize Your Rental Business Today!

-More Profit, Less Stress

-More Control, Fewer Headaches

Brad is known across the country as BRAD 20,000 because he has collected more than 20,000 rent checks. He is known for creative ways to get his residents ASKING to pay more.

Pres of BCLA and landlord for 39 years, retired at age 41.

Jeffrey Taylor, MrLandlord, calls Brad one of the top landlords

In the country.

MrLandlord.com National Convention,

May 26-28, Thu 8:30am – Sat 5pm St Louis, MO

Still some seats available. And MAYBE some rooms in the specially discounted room block.

Click on this blue link to check it out www.mrlandlordconvention.com

National speakers, meet LLs from all over the country and all walks of life.

Starts with a 3 hour training course by a consultant to Large apartment complexes.

Mike Butler – former undercover cop – Landlording On Autopilot

John Hyre – Tax Attorney (charges \$350 per hour so the whole weekend is cheaper than one hour with John!)

Nick Sidoti – Dr. Cashflow – Change Your Approach to Double the Rent

Brad Grayson – ranked a top instructor at recent National Conventions.

John Burley – Over 1000 deals

Kimberly Hoyt Smith – Changing the residents you target

Jeffrey Taylor – Mr Landlord himself! Resident Retention & Customer Service

And more

Next Month: Aviation Day, June 11

Our meeting room is not available so we'll make this a fun morning.

Pancake breakfast.- bring the kids and grandkids - paid by BCLA

Airplanes, air show, displays, car show, kid's area making gliders,

Free admission, but bring a hat and sunscreen!

Last Month: Molly from Human Rights Commission did a great job helping us understand how LLs can comply with the law and help people without accidentally discriminating.

This is our local **Fair Housing** office. These are the folks who review the actions, advertising, policies, and spoken words of landlords, watching for compliance with Federal Fair Housing Law and the recently added protected classes for Columbus.

They handle the complaints from renters.

The protected classes can be confusing,

not always logical to a landlord.

Example: we cannot ask if they have CHILDREN,
we can ask "How many PERSONS".

Cannot ask "what is your handicap?"

but can ask "What features or modifications to the home do you require?"

Federal law: Race, Color, Religion, Sex, Handicap, Familial Status, National Origin

Additional local law: Sexual Orientation, Age over 40, Veterans

**Special THANK YOU to all the vendors who
support BCLA! They help our businesses every day.
Please support our vendors.**

Community Buying Group: Our group code is **BCLA109**

BCLA pays for a group membership so no additional cost to you.

Lowes - 5% or more at the register plus 2% off your bill.

Need a Lowes LAR credit card and register the card with CBG.

Sherwin Williams – HUGE discount nationwide, locally just show your BCLA card

OfficeMax – discounts vary, must have the OfficeMax retail discount card

Sunbelt Rentals – discounts on equipment and tools

SimpliSafe – group pricing on security systems

And many more

No Doxpop? If you did not renew, your Doxpop and other services were shut off.

Renew online at www.BartholomewLandlords.com \$65.

(Webmaster has not updated the pricing, so click on the \$65 amount

so you do not have to catch up the extra \$10.

Our records will show if you received your handbook)

What you DON'T know CAN hurt you

- Handbook with Forms: Application, Lease, Late Letters, Inspections, Court, etc
- Online Court eviction records, (Doxpop) at no charge - worth \$300-500 per year
- Credit Reports, online, \$6. Criminal, Sex Offender reports available
- Buying Group – 10%+2% at Lowes, huge discount at Sherwin Williams, and more
- Learn how to increase profits, reduce turnover, reduce headaches!
- Learn about tax advantages, extra deductions, rental bookkeeping
- You are not alone. Meet other local landlords facing the same issues
- Learn about court: eviction, garnishments, body attachments (warrant for their arrest)
- Learn about collections, finding skips
- Learn from speakers - local CPAs, attorneys, furnace repair, pro painters, etc.
- Swap names for contractors, suppliers
- Strength in numbers: representation on Housing Task Force, etc.
- Tenants can get free attorneys. What are you doing to stay ahead of them?
- Many laws are not logical; some are urban legends. Fines are huge.
- Ignorance of the law is not an excuse. Fair Housing laws, lead based paint laws, Flood Disclosure, building codes, and health codes apply to landlords with 1 or 1,000 units.

Membership: \$65 per calendar year (deductible business expense), made out to BCLA, and a completed registration form. New members joining midyear receive a large notebook of forms worth more than the membership fee, full of info geared to Bartholomew County, Doxpop online court records, \$6 credit reports, attorney program, discounts on paint and materials, contractor referrals, mailings, and email updates. New members joining in Oct, Nov, Dec automatically roll to the following year. Family members or legitimate business partners are included in a business's membership.

Enroll online at www.BartholomewLandlords.com Heavy Doxpop users may see additional cost.

Monday lunch: Sirloin Stockade, Hwy 31 next to Kroger. Noon, every Monday even most holidays. Come as you are! No program, just fellowship, swap ideas, help each other, and yak. Newbies and questions welcome! Spend a little time with local landlords who have 20, 30, 50 years of experience.

Ya gotta eat! We're in the side room to the left of the food bars.

Monthly Meeting: We meet on the second Saturday of each month, 9-10am, with guest speakers, demonstrations, or topical discussions. Please mark your calendars. Work clothes are OK. Learn how to protect your RE investment and improve your profit. Door charge \$1. Guests welcome!

Location: Columbus Municipal Airport, Large Meeting Hall (downstairs). Fully accessible via elevator. 4470 Ray Boll Blvd, Columbus, IN 47203

Or drive north on Central Ave, follow the bend to the right, then left on Ray Boll Blvd. Next to the jet on display.

About BCLA: Bartholomew County Landlord Association is the largest and oldest local organization of housing providers supplying related information. Our aim is to help landlords and property managers get the information they need to serve the community's housing needs and to protect their own investments. BCLA has been meeting every month for over 20 years to address these issues. Members include private landlords, property managers, realtors, suppliers, and more. Your membership is vital as we work with community leaders to address housing concerns.

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION
MEMBERSHIP APPLICATION

Or Register with check or credit card at [www. BartholomewLandlords.com](http://www.BartholomewLandlords.com)

The Bartholomew County Landlord Association is only an information gathering tool and an educational organization. All information compiled or distributed is based strictly on statements from other landlords, public record, or contributions from speakers on a voluntary basis.

I understand that as a member of the Landlord Association that any information obtained for me will be used strictly by me and that I will not discuss or inform other persons in regard to that information.

I understand that all information I supply the Landlord Association is to be submitted in writing and signed and dated by me.

I understand that all information submitted to the Landlord Association by me is true and accurate with the necessary proof to withstand legal action. I also understand that I am personally responsible for any fictitious or deceptive information supplied by me.

I understand that it is my responsibility to inform the Landlord Association of any change in status of information submitted by me. The right to rent/lease property is strictly the landlord's or property manager's option and should not be affected by information from the Landlord Association.

I understand that I may not in any way represent the Landlord Association without official consent of the Board of Directors. Members shall be in good standing with the community.

GENERAL INFORMATION

_____ Owner/Landlord or _____ Property Manager _____ Number of units

Personal Name(s) _____

Business Name _____

Mailing address _____

City _____ State _____ Zip _____

Email(s) _____

Phone Number to give out for referrals, etc _____

Home Phone _____ Cell _____ Fax _____

Suggested topics? Speakers? Needs? Just starting? _____

Membership is \$65 per calendar year. All memberships expire on Dec 31 of each year.

New members registering in Oct, Nov, or Dec will be credited to the following year.

Replacement Handbooks: \$65.

Optional: We will mail your handbook for an additional \$10.

OFFICE ONLY:

Payment received	_____
Forms packet	_____
Member Card	_____
Added to roster	_____
Doxpop setup	_____
Welcome email	_____

Mail check and form to:

Bartholomew County Landlord Association
c/o Grayson Management
3129 25th Street #202
Columbus IN 47203

Or One Time Automatic Bank Draft:

_____ (initial) I authorize BCLA to draft (circle one) \$65 or \$75 from my checking account.

(Copy the computer numbers from the bottom of your check) I: _____ | _____ |
9 digit routing number Account number

Any Violation of these rules/guidelines may result in dismissal or revocation of membership rights.

I agree to the terms shown above.

SIGNATURE _____ DATE SIGNED _____