

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

This Saturday: August 12, 9-10 am

Columbus Indiana Airport, Lower Level Meeting Hall

\$1 per person to pay for the room. Guests are free.

Agenda: Brad Grayson – **2 Big Changes We Made**
(this is a segment of his class Landlord Law and Skills)
Reduced stress and increased profit!
Brad will explain how to implement

ZERO TOLERANCE on lates

GraysonProp.com has gone from
26 late letters and 4 evictions per month (average) with
tons of phone calls and the frustration of broken promises,
Down to 4 texts a month and only one eviction (on average).
Bringing in more of the rents each month with
Less hassle and more cooperation.
Learn what you are doing to CREATE late payers!

And

2 Minute In Home Visit before final approval.
How to screen out housebeaters, hoarders, and horrible stinkers.
Easier than you think!
Why didn't we do this from the beginning!!??

Last Month: Susan Fye, BCLA's own Public Relations Manager
And a 30+ year landlord will present
"Landlord Stories & Solutions From Da 'Hood"
-real life, crazy but true interactions with residents
And what she did to keep her sanity.
(Some say this is still questionable☺)

Coming up: State Senator Greg Walker
on housing issues before the legislature,
especially the hot topic of service organizations
feeling they should not have to pay property tax.

Sept: Panel of local agencies who can help with
rent and other housing issues.

Good News: the state legislature did NOT approve
a proposed rule exempting service organizations
from paying property tax and late fees.
Locally this is worth several hundred thousand dollars
in tax revenue to the county.

Doxpop:
CAUTION: read the screen carefully!
The Chronological listing has been reversed –
with the NEWEST post at the top.
We still need Doxpop because the new Odyssey system

does not cover all Indiana counties,
including some surrounding counties you'll need to search.

Community Buying Group:

Our group code is **BCLA109**

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

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

OfficeMax/Depot – discounts vary, must have the BCLA OfficeDepot retail discount card

Sunbelt Rentals – discounts on equipment and tools

SimpliSafe – group pricing on security systems

And many more

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

JCPI Johnson County Property Investors

("Franklin LL group") are welcome the same as BCLA members.

BCLA

"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

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 be 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: \$75 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 old 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.
4770 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.

