

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

This Saturday: April 14, 9-10 am

Columbus Indiana Airport, Meeting Hall (downstairs)

\$1 per person to pay for the room.

Saturday's Agenda:

John Spafford of NTN-Online Screening

**90% of landlord troubles are stopped
BEFORE they move in when properly screened.**

Deadbeats are good liars and seek out Mom&Pops
because they are less likely to screen.

Do NOT rely on your "gut feeling" or their looks/politeness!

How much did your last bad resident cost you??

Not sure where to start?

What's good, what's not good?

No time?

Newbies need extra help...

John gives us a FANTASTIC deal at \$6 per person
for a scored credit report. (Paid BCLA members only)

If you are not currently registered with NTN to pull reports
from your own computer, (simple and quick)

call his office and get that process started.

Registration is free but required. 317-579-3520.

John **will** be explaining how to read a Credit Report and
showing the other screening services he offers which
include sex offender, criminal, eviction, etc.

His Decision Point professional screening program
can approve or disapprove an applicant for you,
making screening easy and quick.

As time allows he'll be explaining his

TOP 10 Landlord Screening Mistakes

New Members: are invited to stick around
after the meeting for a brief orientation of
BCLA services available to them.

There is usually a group that goes upstairs for brunch
after the meeting. Y'all come.

Last Month: Service and Emotional Support Animals

Last minute change due to illness.

We're rescheduling Aida for another date.

Without Aida we reviewed the terms and laws,
talked about protecting ourselves legally

while discouraging abuse.

NOTE: Indiana lawmakers have presented a bill
to the Governor making it a misdemeanor
to misrepresent a service animal.

Support the Vendors who Support US!

Special thanks to, and please support those who support us:

Assessor Lew Wilson and Ginny Whipple

Burt's Termite and Pest Control

Ceraland Family Park

Direct Concepts Flooring

Brad Grayson Seminars

Hallmark Mortgage Dave Seiwert

Home Depot- Art Slike

Love Chapel

MRC Managed Rent Collections – Chuck Doup

NTN Online Screening, Credit Reports – John Spafford

Old National Bank

Peters' Heating and Cooling

Repp Accounting –Sue Repp
Rumpke
RWS Rose & Walker Supply
Sherwin Williams
State Farm Dave Dailey
Wayne Meyer Electric
Window World

Coming up:

May 12 Burts Pest Control

Bedbugs and other pests
(roaches, ants, sprickets, mice...)
Bedbugs and rentals: It's not IF but WHEN.
They are all over Columbus so you MUST
Learn how to prevent and how to treat.

Big change!

Community Buying Group is now part of Think Realty
To get your discounts you MUST opt in by calling
816-398-4130

Your discounts are gone until you opt in.

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

84 Lumber (new!)

Sunbelt Rentals – discounts on equipment and tools

SimpliSafe – group pricing on security systems

And many more

Biggie #4: URGENT!! Court is cracking down on the required
written Deposit Settlement mailed within 45 calendar days.

If not done properly you might lose
every penny the deadbeat owes you.

Do the letter! Repair quotes or estimates are OK.

Get a CERTIFICATE OF MAILING for \$1.05 at the Post Office

Or send it PRIORITY with tracking for \$6.65 from your office with
USPS Click N Ship online label and payment.

The law only requires you SEND it

To the last known address (perhaps your rental)

Court is now doing eFile for evictions.

Save a trip, pay with credit card online.

**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. 11:30, every Monday even most holidays. Come as you are! This is an open forum business session, to network, listen, learn, ask question, share experience. 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.



Landlord Law & Skills for FREEDOM!!!

-More Profit, Less Stress

Trained, confident, equipped landlords ALWAYS make more money and have less stress! Newbies, pros, and wanna-be landlords will all learn how to be a happy, wealthy landlord. **Basics:** Prep the home so they ignore the competition, creative advertising, phone-screen in 60 seconds with 3 questions, no more no shows, see your house 2 years in the future, lease clauses with teeth, K.I.S.S. recordkeeping, Brad's 5 GOLD-en Rules. **Advanced:** More **PROFIT** from your existing homes, Get them asking to pay you more, Lease clauses that put the law on YOUR side, **TAKE the rent** from their bank account, Tax free rent for life, Never pay for carpet shampoo again, They pay YOU to move out early, **PayDayPlans, (70% of our new leases choose this!)** Brad's **CYA Mold Crusher and Bedbug Stomper form**, Never lose a skipper. Tons of forms. Seminar **handbook** includes a set of Indiana Landlord/Tenant laws. **Includes a nice lunch from Hangar 5.**

Painless Evictions & Collections



- Win In Court (Without Saying a Word!)

A class for landlords - teaching eviction **AND** collecting your money. Take the mystery out of court. Gotta know "the system" better than the "users"- **Make court work for YOU!** Get the law on YOUR side! Settle out of court with Brad's **Move Out Agreement form**, **Stop liars cold**, get the judge to tell 'em "take a hike!", left over **junk**, settle outside of court **AND** still **garnish** their paycheck, body attachments (**arrest warrants**), Lease clauses with teeth, Simple forms to make you look professional and trustworthy, hit their credit report without court, warn other landlords (without being sued for slander). You'll know more about real life eviction than most attorneys! Tons of forms. Seminar handbook includes a set of **Indiana Landlord/Tenant laws**. Includes a nice lunch from Hanger 5.

Rehab Tricks & Tour



Learn to save time, money, fix the RIGHT things, and not over do it!

Brad has rehabbed over 300 houses, from major to minor. Learn from the pro. **In the Classroom:** Finding & dealing with contractors, discounts, what to avoid, estimating repairs, inspection forms, virtual tour of Lowes for the right products and tools, fast painting tips, spray guns, texture gun, what kind of flooring, light fixtures, cabinets, faucets, colors, granite, curb appeal, quick fixes **In the Field;** we'll jump in the car and go **tromp thru real project** houses, work up sample estimates, so bring sturdy shoes, flashlight, no good clothes, ready to learn! **Includes lunch.**

Instructor: Brad Grayson aka BRAD 20,000 has a passion for helping landlords.

39 years experience, 20,000++ rent checks, 300+ court evictions, 2,000+ court appearances, President Bartholomew Co Landlord Assoc. A nationally known author and speaker calls Brad "one of the top landlords in the country". Brad is a Certified Professional Landlord Mentor and was ranked Top Speaker at the National Landlord Convention.

Reserve YOUR seat NOW! Class size limited.



Register at www.GraysonProp.com, click on SEMINARS – pay online with check or credit card. (online service fee waived for these classes!) or leave a message at 812-376-3500 or gmooffice@comcast.net

Or mail a check payable to Grayson Management, 3129 25th #202, Columbus IN 47203

Location: Columbus Indiana Airport, Lower Meeting Hall, 4770 Ray Boll Blvd, Columbus IN 47203

Names _____ Address _____

Email _____ Phone _____

2018 Schedule All classes are Saturday, 9am to 4pm and include LUNCH from Hangar 5 Restaurant.

___ Rehab & Tour, Mar 24 Sat \$199 advance/\$250 at door ___+\$75 Partner or repeat =___Total

___ Landlord Skills, April 7 Sat \$199 advance/\$250 at door ___+\$75 Partner or repeat =___Total

___ Evict/Collect, April 28 Sat \$199 advance/\$250 at door ___+\$75 Partner or repeat =___Total

___ (Special) **Three Seminar Deal \$499** (save \$98) advance ___+\$199Partner or repeat =___Total