

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

**This Saturday:** Feb 10, 9-11 am

Columbus Indiana Airport, Meeting Hall (downstairs)

8<sup>th</sup> Annual

CONTRACTOR & VENDOR SHOW

Come meet businesses that want to earn YOUR business!

Door prizes from each vendor and...

One giant MEGA PRIZE – a pile of stuff from every vendor!

Lowes

Home Depot

Sherwin Williams

State Farm Dave Daily

**4 Biggies!!**

**Biggie #1: Time To Renew!**

All memberships expire Dec 31. Second Notice.

Renew online at [www.BartholomewLandlords.com](http://www.BartholomewLandlords.com)

-with your check on the website

-with your credit card on the website

-drop off a check at The UPS Store, Box #202

-bring any of the above to the meeting or lunch

Don't lose your discounts, Doxpop, or \$6 credit reports

**Saturday's Agenda: Back To Basics by Brad Grayson**

"This is a football"

EVERY good business, old or new,

Must stop and review the basics.

Build on a solid foundation.

Landlord School is now in session!

Newbies bring your questions.

Pros bring ideas to share.

Renters have changed. Have you kept up?

-Prepping the home

-Cleaning tricks and tips

-Painting

-Curb appeal

-Flooring

-Fashion trends

-Getting the word out

-Showings

-Screening

**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 to brunch

After the meeting, too. Y'all come.

**Last Month:** Lew Wilson, Assessor

Property taxes are a major expense for landlords and we need to understand them.

Stuff is changing. Don't be caught unaware.

Lew always does a great job explaining how are property taxes are calculated and how to appeal them for free.

**Coming up:**

**Jan 13:** Small Claims Court (eviction) Magistrate Meek  
Please note this is a closed session for paid members only.  
JCPI paid members are invited.

**Feb 10:** Vendor Fair with big prizes!

**Biggie #2: Big change!**

Community Buying Group is now part of Think Realty

To get your discounts you MUST opt in at

[www.communitybuyinggroup.com/thinkaffiliate](http://www.communitybuyinggroup.com/thinkaffiliate)

or call 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 #3: A Letter from (Eviction) Court:**

As both winter and the Holidays approach, please remind folks in the Landlord's Association about two issues. First, the Indiana Landlord-Tenant statute does not permit Landlords to disconnect, or shut off, utilities for any reason while a tenant is still in possession of the landlord's rental property. Likewise, the court will not tolerate utility shut offs. This has been the court's position for the past 14 years.

Second, the court will deviate from the standard seven (7) or 14 day move out date policy starting December 4, 2017. We have done this for several years as well. The court will go back to the standard move out date policy starting January 2, 2018.

Finally, please encourage folks to use the damages form the Landlord Association has developed. Also, please remind them unpaid rent and physical damage to the rental property are two different things and must be presented as such.

Thank you for your help and understanding.

Joseph W. Meek

Magistrate, Bartholomew Superior Court 2

**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 and 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.

**Credit Reports:** BIG change!

These are still a vital tool in your screening arsenal.  
BUT...the federal government, in all their wisdom and  
experience working screening applicants has  
decided that as of July 1, 2017,  
COURT EVICTIONS and MONETARY JUDGMENTS,  
even previous actions, will no longer show on credit reports.  
Yes, you read that right.

We still use CRs but you MUST also search carefully on  
Doxpop for evictions.

(MyCase does not cover all counties)

Thru our great arrangement with NTN Credit Reports  
You can request DECISION POINT service which pulls  
evictions, criminal, sex offender, bankruptcies...the whole shebang!  
AND gives you an overall YES/NO score on your applicant's rentability.  
NTN can also provide selected services cafeteria style.

**Doxpop:** CAUTION: read the screen carefully!

The Chronological listing has been reversed –  
with the NEWEST post at the top but it might be on the next 3-4 lines.  
We still need Doxpop because the new Odyssey MyCase system  
does not cover all Indiana counties,  
including some of our surrounding counties you need.

**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](http://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](http://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.

