

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

This Saturday: March 10, 9-10 am

Columbus Indiana Airport, Meeting Hall (downstairs)

\$1 per person to pay for the room.

"Service Animals and Seminars"

Saturday's Agenda:

Service and Emotional Support Animals

Human Rights Commission Director **Aida Ramirez**

will be our guest speaker, helping us understand how the federal laws regarding these animals affect landlords.

If you have not been hit by this yet you will be.

This is the latest hot topic, much like asbestos, lead paint, and mold have been.

If the LL SAYS something incorrectly, prospects can sue for discrimination.

Ya gotta know the law! And act accordingly.

Overnight, pets are magically turning into support animals

BECAUSE the law says the LL cannot charge a fee and

cannot block these animals from a No Pets building.

Your insurance rules do not matter. Your allergies do not matter.

It's tough to grasp but it IS the law.

Word is on the street and cheaters are cheating.

All the resident has to do is SAY it's an

Emotional Support Animal and the LL must allow it.

LLs are not allowed to require documentation or ask the animal to perform.

There are many online sites giving a certificate and a dog vest for a fee.

This is hurting legitimate service animal owners and reducing rental income.

19 states have laws making falsification fraud with fines and/or jail time.

There is some proposed legislation in Indianapolis regarding false representation of service animals.

Aida is a friend of BCLA and her office is a BCLA member.

She is a dog owner, former renter, and understands our concern.

We appreciate her attitude of working together to educate and inform.

She will be explaining the need for the law,

how the law works, and what LLs can and cannot do.

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: Contractor & Supplier Show!

Great vendors! Great prizes!

Congrats to founding member **Marquita Howe**

who won the giant MEGA prize **on her BIRTHDAY!**

20+ other prizes were given away by the vendors.

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:

April 14 John Spafford NTN-Online Screening

Will be explaining how to read a Credit Report and other screening services he offers.

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 gmooffice@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 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!

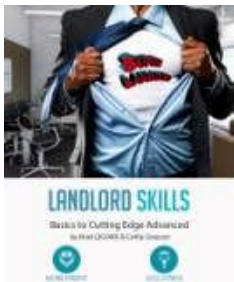
Location: Columbus Municipal Airport, Large Meeting Hall (downstairs). Fully accessible via elevator. 4770 Ray Boll Blvd, Columbus, IN 47203

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.

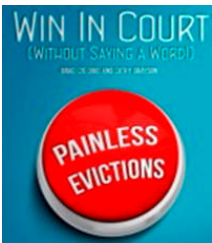
Landlord Law & Skills for FREEDOM!!!

-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 ___+\$199 Partner or repeat = ___ Total