

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

This Saturday: May 12, 9-10 am

Columbus Indiana Airport, Meeting Hall (downstairs)

\$1 per person to pay for the room.

Saturday's Agenda: Burts Pest Control

Bedbugs and rentals: **It's not IF but WHEN.**

Burts is getting more calls on BBs than on roaches, etc.

They are all over Columbus so you **MUST** learn how to prevent and how to treat.

Clean or filthy does not matter. BBs are like mosquitoes, attracted to HUMANS by our carbon monoxide breathe and body heat.

Some LLs have reported BBs in their own homes, not from rentals but just from moving around town.

Other pests will be discussed and as always, bring your questions for the experts!

Big News!!

In our continuing effort to bring value and quality (and discounts!!) to your membership in BCLA we (that's YOU!) are now part of the brand new Indiana State Real Estate Investors Assoc.

INstateREIA is part of NationalREIA and was formed to focus on laws and lobbying at the state level.

Example: the recent Landlord Registration passed in Columbus was based on a new state law passed by our state legislature.

Your BCLA dues are now supporting lobbying at the state level AND bringing us more discounts!

INstateREIA's First Annual Conference is

May 19-20, in Indy with some great speakers.

Proceeds go to lobbying efforts to protect Indiana RE investors – YOU!

www.indianastatereia.org

Full flyer with schedule attached.

MrLandlord.com National Landlord Convention

Great News!

I've just gotten some great news to share. I will be participating with my good friend Jeffrey Taylor (aka Mr. Landlord), and several other awesome instructors in his one-of-a-kind **Landlord National Convention**. Three hundred successful landlords from all across the country will also be attending and sharing personal real estate success strategies.

Jeffrey's theme for the upcoming Landlord Convention is **DO LESS, MAKE MORE!** I, along with Jeffrey and the other top national instructors, will be teaching various strategies that has enabled us to make far more profits with real estate while actually doing less (worker smarter than harder) to take our business to greater levels. All of us will be revealing how you can also **DO LESS AND MAKE MORE! Cash Flow, More Properties or simply MORE FREEDOM!**

The Landlord Convention is a big **3 Day event** (a learning marathon for mom and pop landlords) that will take place **May 24th-26th in St. Louis, MO.** The Early bird Convention price is only \$199 for the

first person and \$99 for the second. For complete Convention details, you can go to **LandlordConvention.com**.

Wait, here's the really great news. Because I am one of the participating instructors, Jeffrey is allowing me to offer a **\$100 discount off the early-bird registration price for primary attendee and \$50 off your guest** to my **first 10 students who respond to this offer**. So, you may attend for **only \$99 and \$49 for your guest**. Jeffrey will also be giving a free take home gift to each primary attendee (\$100 bonus value). (Note: if you're already going, this can't be used with any other discount)

As I mentioned, Jeffrey only has **ten spots** available that I can offer to my students for this event. So contact his office right away. Their toll-free number is **1-800-950-2250**, ask for Toya, their customer service manager, and let her know you are one of my students. I sure hope you can join Jeffrey and me for this information-packed and powerful event.

It's time to Start Doing Less and Making More!

Last Month:

Screening Applications – by Brad Grayson

Great training and discussion.

Distributed a list of "People Finder" websites and

Brad's written screening criteria checklist.

(Are you checking their Facebook and their bathroom?)

Tips and tricks to keep out the baddies and housebeaters.

(yes, it was supposed to be

John Spafford from NTN Credit Reports but I screwed up!

John will join us soon!)

Previous Month:

Service and Emotional Support Animals

Last minute change due to illness.

We're rescheduling Aida for another date.

Without Aida, Brad trained on the terms and laws,

talked about ways to protect ourselves legally from fakers.

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:

June 9 Aviation Day. Free breakfast paid by BCLA for your entire family. Come hang out, chat, meet others, enjoy the airshow. Airplanes and firetrucks on display.

(no date) John Spafford of NTN-Online Screening
(no date) Aida Rameriz explaining Service and Support Animal laws
(no date) Political candidate forum

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: **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. Mid-year renewals are not discounted because BCLA must pre-pay for the services offered whether you used them or not.

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.