

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

This Saturday: Sept 8, 9-10 am

Columbus Indiana Airport, Meeting Hall (downstairs)

\$1 per person to pay for the room.

Urgent! Mark your calendar and phone reminders for BCLA on the 2nd Saturday of every month.

We have not missed a session in over 20 years!

You can count on it!

I cannot tell you how many times I meet a fellow

Landlord in Lowes and they say "Are we still meeting?"

Or "I forgot". Then they ask me for advice on the very topic we discussed at the meeting!

Saturday's Agenda: Dave Rosenberger

Top 5 Things to Inspect Before You Buy

Dave is a Professional Licensed House Inspector

landlord, BCLA landlord, rehabber, and licensed home inspector will show us things an investor should inspect before buying, and learn when to call the pros. When selling a property, most retail buyers order an inspection. Knowing Dave, how inspections work, and the "lingo" will help you work with the inspection report and the buyers to get to the closing table. Dave has inspected and reported on hundreds of homes.

Dave has an Engineering degree and an excellent mechanical aptitude. Dave was once an accomplished automotive technician, and continues to own and work on high-performance cars, enjoys fine craftsmanship woodworking in his basement woodshop. Throughout his career, Dave has held positions including auto technician, skilled trades technician, engineering associate, purchasing manager, and finance executive. Dave's credentials include:

- Completion of the AHIT (American Home Inspectors Training) master inspection course, scoring nearly 95% on the exam
- Licensed home inspector in Indiana
- Licensed termite inspector in Indiana
- Licensed radon tester
- Mechanical Journeyman's card

Last Month: Brad Grayson

5 Things You're Doing Wrong

(and creating your own problems!)

Traditional landlording is dead. It leads to frustration, stress, and lost income.

People have changed and we must adapt.

Brad's maverick methods have increased income and reduced stress.

Brad taught how to add

\$800-1,000 cash flow per year per home

By simply adjusting management and lease.

Previous Month: Lew Wilson – Assessor

Lew explained how the re-assessments are done and what they mean to the property owner.

He explained how to appeal your assessment but that deadline has now passed.

Also the latest info on taxation of

non-profit agencies in the home rental business. He has spent a lot of time, energy, and resources to have each property owner pay their fair share which helps keep everyone's bill lower.

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 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!

www.indianastatereia.org

INstateREIA has already been active helping LLs

In Morgantown with the new utility rule which holds LLs responsible for the resident's bills.

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:

(no date) John Spafford of NTN-Online Credit Reports and Screening

(no date) Aida Rameriz explaining Service and Support Animal laws

(no date) Mike Todd of IRA Innovations – Tax free rental or flip income

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

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 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. 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.

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

MEMBERSHIP APPLICATION

Or Register with check or credit card at [www. BartholomewLandlords.com](http://www.BartholomewLandlords.com)

The Bartholomew County Landlord Association is only an information gathering tool and an educational organization. All information compiled or distributed is based strictly on statements from other landlords, public record, or contributions from speakers on a voluntary basis.

I understand that as a member of the Landlord Association that any information obtained for me will be used strictly by me and that I will not discuss or inform other persons in regard to that information.

I understand that all information I supply the Landlord Association is to be submitted in writing and signed and dated by me.

I understand that all information submitted to the Landlord Association by me is true and accurate with the necessary proof to withstand legal action. I also understand that I am personally responsible for any fictitious or deceptive information supplied by me.

I understand that it is my responsibility to inform the Landlord Association of any change in status of information submitted by me. The right to rent/lease property is strictly the landlord's or property manager's option and should not be affected by information from the Landlord Association.

I understand that I may not in any way represent the Landlord Association without official consent of the Board of Directors. Members shall be in good standing with the community.

GENERAL INFORMATION

_____ Owner/Landlord or _____ Property Manager _____ Number of units

Personal Name(s) _____

Business Name _____

Mailing address _____

City _____ State _____ Zip _____

Email(s) _____

Phone Number to give out for referrals, etc _____

Home Phone _____ Cell _____ Fax _____

Suggested topics? Speakers? Needs? Just starting? _____

Membership is \$75 per calendar year. All memberships expire on Dec 31 of each year.

New members registering mid-year will receive the \$65 handbook.

New members registering in Oct, Nov, or Dec will be credited to Dec 31 of the following year.

Replacement Handbooks: \$65.

Optional: We will mail your handbook for an additional \$10.

Mail check and form to:

Bartholomew County Landlord Association
c/o Grayson Management
3129 25th Street #202
Columbus IN 47203

OFFICE ONLY:

Payment received	_____
Forms packet	_____
Member Card	_____
Added to roster	_____
Doxpop setup	_____
Welcome email	_____

Or One Time Automatic Bank Draft:

_____ (initial) I authorize BCLA to draft (circle one) \$75 or \$85 from my checking account.

(Copy the computer numbers from the bottom of your check) I: _____ I: _____
9 digit routing number Account number

Any Violation of these rules/guidelines may result in dismissal or revocation of membership rights.

I agree to the terms shown above.

SIGNATURE _____ DATE SIGNED _____