

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

This Saturday: March 9, 9-10 am

Columbus Indiana Airport, Lower Meeting Hall

\$1 per person to pay for the room.

Saturday's Agenda:

Lease Clauses That Bring in Money

-and Lease Clauses With Teeth!

Brad Grayson will present several clauses he has added

to his lease over 40 years of landlording

which build win-win relationships by

giving the resident what they want while

providing additional income to the landlord.

Many clauses help with day to day management

and problem solving.

Avoid Wimpy-Lease-it is disease!

Make your lease WORK for you!

Brad has presented this info at the

National Landlord Convention 5 times and

taught this topic in several states.

Bring a notepad!

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!

Previous Month:

Special Guest: Magistrate Meek

Small Claims Court (Eviction/Collections)

This was a rare opportunity to hear a judge speak

about how the court views and makes decisions

on evictions, collections, court procedures,

and Landlord/Tenant law.

Learned to operate legally and in line with

how the court decides, not relying on

urban legend or your know-it-all brother in law.

The court can make decisions that affect THOUSAND\$\$\$

out of or Into your pocket. Get to know the decision maker.

Deadbeats know the system better than most LLs so

Get educated to protect your business!

Membership is more important than ever!

Your dues now support lobbying at the Statehouse!

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.

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.

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

3129 25th Street PMB202

Columbus Indiana 47203

812-376-3500

11-1-2018

"Working together to provide quality housing for the community."

President: Brad Grayson

812-376-3500

gloffice@comcast.net

www.BartholomewLandlords.com

About BCLA: Bartholomew County Landlord Association is the area's 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 23 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.

What you DON'T know CAN hurt you

- Handbook with digital 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
- Think Realty Buying Group:, huge discount at Sherwin Williams and more
- IndianaStateRealEstateInvestorsAssociation (INstateREIA) – lobbies for us at state level
- 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.

Monthly Meeting: Normally, we meet on the second Saturday of each month with guest speakers or topical discussions. Please mark your calendars. Work clothes are OK. Learn how to protect your RE investment and improve your profit!

Room Charge \$1 per person.

Location: Columbus Indiana Airport, Lower Level Meeting Hall.

4770 Ray Boll Boulevard, Columbus, IN 47203

Membership: \$75 per calendar year (deductible business expense), made out to BCLA, and a completed Membership Application form. This includes a notebook of forms and info geared to Bartholomew County, Doxpop online court records, \$6 scored credit reports, discounts on paint and materials, contractor referrals, and email updates. Enroll online with check or credit card at www.BartholomewLandlords.com Heavy Doxpop users may see additional cost.

Monday Lunch: Sirloin Stockade, Hwy 31 next to Kroger. Anytime between 11:30am and 1pm, every Monday except holidays. Come as you are! We simply meet to eat, fellowship, swap ideas, help each other, and yak. Newbies and questions welcome!

Ya gotta eat!

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION
MEMBERSHIP APPLICATION

11-1-2018

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, is true and accurate with the necessary proof to withstand legal action, and 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. Persons may apply and pay online at www.BartholomewLandlords.com

GENERAL INFORMATION

_____ Owner/Landlord _____ Property Manager _____ Vendor/Contractor _____ Other _____ # 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 _____ Cell _____

Suggested topics? Speakers? Needs? Just starting? _____

Dues are \$75 for the calendar year ending Dec. 31 and are only renewed when yearly membership is paid. New memberships starting Oct, Nov, Dec will include the following calendar year. New memberships starting midyear receive the digital handbook (a \$300 value) as part of their membership. Handbooks are now digital. Replacement Digital Handbooks to members is \$75.

Mail check and form to:
Bartholomew County Landlord Association
c/o Grayson Management
3129 25th Street #202
Columbus IN 47203

(OFFICE USE)	
Payment received	_____
Digital handbook	_____
Member Card	_____
Added to roster	_____
Doxpop setup	_____
Welcome email	_____

Or Bank Draft or Credit Card

_____ (initial) I authorize BCLA to draft \$_____ from my **checking account**.
I: _____ I: _____ |' (the computer numbers at the bottom of your check)
9 digit routing number Account number

_____ (initial) I authorize BCLA to charge my **credit card** \$_____ # _____
Expiration _____ 3 digit security code on back _____

_____ (initial) I authorize BCLA to **automatically renew** my membership each January 1 using the information listed above until I notify BCLA in writing.

Any Violation of these rules/guidelines may result in dismissal or revocation of membership rights and discounts. I agree to the terms shown above.

SIGNATURE _____ DATE SIGNED _____