

# AASEW

Apartment Association of Southeastern Wisconsin, Inc.

# OWNER

E-mail: [membership@AASEW.org](mailto:membership@AASEW.org) Website: <http://www.aasew.org>

Representing the Interests of the Rental Housing Industry in Southeastern Wisconsin



## What a Great October!

It was a very busy October for the AASEW! We had a successful trade show and a great turn out for Landlord Boot Camp!

Thank you to everyone who attended the 2018 Annual **AASEW Trade Show** at the Potawatomi Hotel and Casino on October 11th. We had an amazing turnout and a wonderful day of connecting and learning. We hope you had the opportunity to make connections with many of the vendors as well as to learn during the seminars and round table discussions.

We would like to extend our gratitude to our speakers, Lobbyist Joe Murray and Organizer Jennifer Raschig. Both brought useful information and updates to those who attended their sessions.

We would also like to extend our gratitude to our round table discussion leaders. The time spent at the tables was extremely valuable. Many thanks to Danny Schlei and the crew from Brew City Marketing, Jeff Shavlik from Finance Systems of Green Bay, Lucas Hall and Dylan Dougherty from Cozy Property Management Software, and Sarah Floyd and Scott Lurie of Milwaukee Hard Money Lending. We hope you all took the opportunity to see what these great vendors have to offer landlords and property managers.

And that's not all that happened in October!

(Continued on page 3)

### AASEW Mission Statement:

*"The Apartment Association of Southeastern Wisconsin is your primary resource for education, mutual support and legislative advocacy for the successful ownership and management of rental property."*



## The Apartment Association of Southeastern Wisconsin, Inc.

PO Box 4125 | Milwaukee, WI 53204-7905  
 Phone: (414)276-7378  
 Email: [membership@aasew.org](mailto:membership@aasew.org)  
 Website: <http://www.aasew.org>

### 2018 AASEW Board of Directors

#### President

Ron Hegwood

#### Treasurer

Tim Ballering

#### Executive Committee

Tim Ballering  
 Tristan Pettit

#### Directors at Large

Dawn Anastasi

Brian Bartsch

Jim Biehl

Cynthia Dixon

Melissa Gaglione

Ken Larson

Bob Maas

Cary Manske

## Thank you again to our 2018 Trade Show Sponsors and Speakers!



## AASEW Elections



At the General Membership Meeting on Monday, November 19th we will be electing five (5) AASEW Board members each for a two year term. We will also be electing one person to fill a one year term left by a vacancy.

Up for re-election this year are:

Dawn Anastasi, Brian Bartsch, Ron Hegwood, Bob Maas, and Tristan Pettit. The Treasurer is also elected every year for a one year term. Our current treasurer is Tim Ballering.

After the elections, the board elects the roles of president and two directors at large from the members of the board.

If you are interested in running for one of the board positions, please submit a short bio to [kathy@aasew.org](mailto:kathy@aasew.org). We will include bios in the email blast just before the meeting.

Please remember each membership holds one vote and you must be present at the November meeting to cast your vote.

Any questions, please reach out to Kathy at [kathy@aasew.org](mailto:kathy@aasew.org) or call the office at (414) 276-7378.

The members of the AASEW Board who will continue carrying out the second year of their two year terms are: Cynthia Dixon, Melissa Gaglione, Ken Larsen and Cary Mankse.

What does it take to be a board member?

- Please be available at least 5 hours per month -- 2 hours for the monthly general membership meeting, and 1.5 hours each for the monthly board meeting and a committee meeting.
- Be passionate about making the AASEW the best landlord association.
- Contribute ideas and thoughts about how to improve operations, provide valuable content for our membership, and grow our organization.

# PRESIDENT'S



## CORNER

**"Look at market fluctuations as your friend rather than your enemy; profit from folly rather than participate in it."**

- Warren Buffett

When somebody with a track record like Warren Buffett tells us how to spend our money, *we listen*. Whether the market is up or down, there are always opportunities to be had for the shrewd investor. When things aren't going well, and others are prone to panic, keep your head about you. Make your real estate investment decisions based on a sound long-term strategy, as opposed to short-term fluctuations in the industry.

With our Milwaukee Brewers taking us on an exciting journey of October baseball this fall, it is timely to compare and reference some important similarities between the batter's strike zone and investing. Did you watch or listen to any games this October? Did you hear the announcers constantly talking about pitchers trying to expand the batter's strike zone?

Ted Williams, the greatest hitter of all time, wrote a book on this topic, "The Science of Hitting." In this book he diagrams the strike zone and splits it into 77 squares, each square being the size of a baseball. He explains that if he only swings at pitches in his zone, his batting average is 400. If he swings at pitches outside of his designated strike zone, his batting average dips to 230, almost half. The most important thing for a hitter to do is to wait for a pitch in their zone.

Warren Buffet uses Ted Williams diagram of the strike zone in investing as an this example to explain how to be a successful investor. Warren goes into detail as to why investors have a considerable advantage over hitters in baseball. As investors, there are no called strikes. Good investors only swing when they are ready. You can let 1000's and 1000's of pitches go by, without ever taking the bat off your shoulder. Like a batter, the most important thing is to have discipline, and only swing at the fat pitch.

It's a big mistake to think you must have an opinion on everything. To drive this point home, Warren uses a punch card as an example. If you only have 20 punches your whole life, you would become very knowledgeable before wasting any punches. Concentrate on what you know and become an expert in that. You only need to have an opinion on a few things.

Ron Hegwood  
AASEW President

(Continued from the front page)

### More about our Great October!

On October 20th we hosted yet another AASEW Landlord Boot Camp. Attorney Tristan Pettit spent the day teaching about what you need to know to be a great landlord. From Tenant Applications to Evictions and everything in between. We hope all who attended came away with a better understanding and more resources to better run their businesses. If you missed this opportunity, never fear. Planning is already underway for the February AASEW Landlord Boot Camp. We are already looking at dates in February, details will be out soon.



## Some Tips on Serving Notices

By Atty Heiner Giese  
AASEW Legal Counsel



So your tenant hasn't paid or there is some other violation of the rental agreement like loud noise or an unauthorized pet. Experienced landlords will use the following practices when serving that 5-day or other legal

notice on their tenant.

1. Certified mail is the best method. It does cost at least \$3.92 currently (more if you want the post office to return a receipt) but it is ironclad. If the tenant does not pick up the letter the service is nevertheless valid. You simply have to add two days from the date of mailing to compute when the 5 days are up. If you ultimately wind up in court the stamped receipt from USPS or a printout from the USPS website showing delivery attempts is all you need. You no longer have to present an affidavit of mailing.
  2. If you are using certified mail it's smart to also send a copy via *regular mail* at the same time. It's an extra 50 cents postage but the tenant will get it for sure instead of letting an unclaimed certified letter sit at the post office. And isn't the point here to inform the tenant as soon as possible, "Hey, your rent is late. You better pay up."
  3. If you or your property manager are going to use personal service instead – and if you plan on posting and mailing the notice if you can't catch the tenant at home --there are a few rules you have to follow and also some "best practices" which are not mandated by law but will help you prove that service was proper:
    - You have to use "due diligence" in trying to serve the tenant personally before you can post and mail. That means at least three attempts over two different days at different times of the day. Handwrite a note on the notice of the date and time of an unsuccessful attempt.
- If you serve the tenant or a *family member at least 14 years old* you don't have to also mail the notice. If you serve a person who is "apparently in charge of the premises" (like a babysitter) you have to mail a copy, which can be by regular mail. If you end up having to post *and* mail then whichever of the two is later counts as the day that notice has been given. Note that you *do not* have to add two days for mailing when doing a post and mail, which is different than the statute governing service by certified mail.
  - If the notice is personally served both the tenant's copy and yours should have a handwritten notation of date, time and name of person served. If you serve someone other than the tenant and they won't tell you their name then write a brief description on the notice, like "middle-aged female with brown hair."
  - If posting the notice take a cell phone shot of the notice tacked to the door to establish day and time. If mailing via regular mail take a photo of or photocopy the envelope before sending it.

One of the most common defenses to an eviction is a tenant claiming they didn't get a notice or it wasn't timely. The above tips will help you win such a challenge. Finally, don't forget that sec. 704.21(5) of the Wis. statutes says a notice not properly served is nevertheless valid if the tenant actually receives it. So if you posted but forgot to mail and the tenant comes to court with the notice and admits to taking it off his front door it still counts as properly given.

I recommend attending the next AASEW's Landlord Boot Camp presented by Atty Tristan Pettit to get informed in detail on how to be an effective landlord.

# IN THE NEWS...

Did you see our own **Dawn Anastasi** in the newspaper? Dawn attended the October 9th event led by the Greater Milwaukee Foundation, *On the Table MKE* is a large collection of small gatherings that anyone in the community can host. Around the region on a single day, participants join together to share a meal, talk about topics that matter in their lives and put their ideas in motion to improve the quality of life in greater Milwaukee.

AASEW Legal Counsel, **Attorney Heiner Giese** served on a panel at the Wisconsin Lutheran College in Milwaukee. The college chose Matthew Desmond's book "Evicted: Poverty and Profit in the American City" as their fall book read. The panel was moderated by Wisconsin Lutheran College professors Dr. Leanne Olson and Dee Dee Mackie. The panel of experts also included Henry Tyson, Superintendent, St. Marcus Lutheran School and Patrick Vanderburgh, President, Milwaukee Rescue Mission. Their hope was to create a panel of experts who are involved in the community to share their thoughts on the book and the issues raised by it. Heiner reports he was able to speak to half an auditorium full of mostly students and share his thoughts about Desmond's book, the issues he sees with it and the reality of landlordism in Milwaukee. Thank you Heiner for representing us well.

**Ron Hegwood** has been participating in Common Bond Milwaukee events over the past several months to bring the perspective of landlords to the conversation. Ron attended the 2018 Affordable Housing Forum on November 6th at Miller Park. The event featured a moderated panel of local eviction prevention experts and community leaders. They also learned about a first-of-its-kind study on the social return on investment of their Eviction Prevention Program. Channel 58 News reporter, Emily Thorton, stated the following in an article on November 6, 2018: "After meeting with Commonbond, city and community leaders, the Wisconsin Policy Forum put together information and suggestions on how to prevent evictions. According to the Wisconsin Policy Forum, in 2016, one in every 24 renter households was evicted." Ron continues to attend their events/meeting. Want to know more? Just ask.

**Gain1031**  
Exchange  
QUALIFIED INTERMEDIARY

**Helping Property Sellers**  
**Avoid Taxes**




Creating Comfort With The 1031  
Exchange Process

262.402.8072  
gain1031exchangecompany.com

**Eric Swanson**  
General Manager  
erics@giertsen.com



**When Bad Things Happen...Call Giertsen!**  
Since 1918, the Preferred Restoration Contractor  
of Property Managers & Maintenance Managers

24/7/365 Emergency Service Team 262-522-1918



- Board Up & Tarping
- Water Extraction & Drying
- Insurance Claims Estimates
- Reconstruction Services
  - Biohazard/Trauma
  - Cleaning Services
  - Exterior Repairs

A TRUSTED COMMUNITY PARTNER  
Since 1927



### Multi-Family Real Estate Lending

More owners and investors in Southeastern Wisconsin are discovering that The Equitable Bank has the resources, flexibility and expertise available to get multi-family real estate deals done.

Contact The Equitable Bank today to see how we can help you.



**MIKE COTTRELL**  
414.777.4183  
MIKE.COTTRELL@EQUITABLEBANK.NET

**KEVIN MCSWAIN**  
262.202.5177  
KEVIN.MCSWAIN@EQUITABLEBANK.NET

EQUAL HOUSING LENDER MEMBER FDIC

[THEEQUITABLEBANK.COM](http://THEEQUITABLEBANK.COM)

HOME & BUSINESS | LOCAL & LONG-DISTANCE | PACKING SERVICES & SUPPLIES



**TWO MEN AND A TRUCK**  
"Movers Who Care"

414.257.2700 | [TWO MEN MILWAUKEE.COM](http://TWO MEN MILWAUKEE.COM)

**NOW OFFERING PORTABLE STORAGE**



PERFECT FOR HOME OR OFFICE REMODELING OR RELOCATION

Each franchise is independently owned and operated. | U.S. DOT No. 1278501



### "FOUNDERS OF THE FREE PARKING ENFORCEMENT PROGRAM SINCE 1999"

ANY TIME, ANYWHERE, and ALL THE TIME: Towing of illegally parked vehicles at **"No Cost"** to you, **24 hours a day, 7 days a week, 365 days a year.** Our goal is to provide this service to you, significantly faster than the competition. **Does your property struggle with illegally parked, unregistered, and abandoned vehicles? Are your tenants breaking rules? Are you finding vehicles parked in fire lanes? Or even blocking dumpsters?**

When unauthorized people park on your property, we'll remove the vehicle at no cost to you. As your vehicle removal partner, our mission is to keep your property clear of nuisance vehicles that can affect your business and be a risk to the safety of your residents or guests. We specialize in creating customized programs to suit your specific needs and utilize innovative technologies to put you in control.

When partnering with Always Towing & Recovery Inc., you can expect fair and ethical treatment from qualified towing professionals. Our team is dedicated to redefining the towing experience for each of our customers. We currently offer the following services to you, the property owner or manager, **at NO COST TO YOU OR YOUR PROPERTY!** There is no justification to pass along the costs of dealing with illegally parked vehicles. All vehicles are ticketed and/or removed immediately at the vehicle owner's expense.

- Vendors of the Apartment Association Southeastern WI
- State of the art Equipment and Trucks Logistic dispatching software integrated w/ ipads in each truck
- GPS Tracking for real time ETA'S
- Logistic dispatching software integrated w/ ipads in each truck
- Pictures of all towed vehicles that are GPS located and time stamped
- Live 24hr/ 365 Days a year Dispatching - Two-way Private radio communication
- Wreck Master Certified, Licensed, Bonded, and Insured
- Fenced in privacy lot W/ 24hr onsite personal and 32 Camera Surveillance system
- 3 locations

**SECURITY:** Our daily drive-through service also provides added security to your facilities. Over all of our customers say that our services have reduced overall crime on their property. While patrolling the property, we note any suspicious activity and inform the management and, if necessary, local law enforcement.

**FLEXIBLE:** We will work with you to make your property a safer and more attractive place for your residents. We adjust our services to accommodate your needs.

**RESIDENT RETENTION:** Over 99% of our customers believe that Always Towing & Recovery Inc. Parking Solutions have improved parking and increased resident satisfaction.

**SIGNS:** We provide "State Certified signage AND "Permits: Our permits are reflective, numbered, and tamperproof for security.

Always Towing & Recovery Inc.  
Melissa Gaglione - Account Executive  
Cell 414-839-9786 • Email: [melgaglione@icloud.com](mailto:melgaglione@icloud.com)



**AASEW**  
Apartment Association of Southeastern Wisconsin, Inc.

## Community Spotlight

# The Community Warehouse

The Community Warehouse is a non-profit, faith-based 501c3 organization that is providing jobs and job skills to background challenged individuals living in Milwaukee. By shopping with us you are helping to move Milwaukee forward and help others seek life transformation through the dignity of work based on Biblical principles.

BUILDING SUPPLIES - TOOLS - CABINETS - LIGHTING - FOOD - CLOTHES - TOYS - OUTDOOR - ELECTRONICS - PLUMBING - FURNITURE - PAINT - DECOR - KIDS CLOTHES - SHOES - FLOORING - CURTAINS - TILE - FAUCETS - KITCHEN - BATH - BEDDING

Offering Hope and Changing Lives One Household at a Time

To find out more about The Community Warehouse go to [www.thecommunitywarehouse.org](http://www.thecommunitywarehouse.org)

## Their Focus:

At Community Warehouse, contractors, builders, retailers, distributors, manufacturers and other organizations graciously donate their unused product to us. We then sort and price these materials, displaying them in a clean, neat, visible and accessible way. Giving the discount to you the consumer.

We provide employment opportunities and training in Milwaukee's Central City for under-employed, never employed and background challenged individuals who are seeking work in an effort to turn their lives around but find it very difficult to get employed due to lack of experience or past criminal records.

## Product Donors

If you have extra home improvement materials lying around that are taking up needed space, don't throw them out, and don't spend money on dumpster fees. Consider donating to Community Warehouse. There are great benefits to you by donating to us.

By donating to Community Warehouse, you are providing those in under-served areas of Milwaukee an improved quality of life. You can help us turn distressed areas into vibrant neighborhoods.

## Store Locations & Hours

### 521 S 9th Street, Milwaukee

Phone (414)383-7792  
Store Manager-Raiza Rivera  
[rrivera@thecommunitywarehouse.org](mailto:rrivera@thecommunitywarehouse.org)  
9am-6pm Mon-Fri  
9am-4pm Saturday  
Closed Sunday

### 324 W North Ave, Milwaukee

Phone (414)316-4860  
Store Manager-Russell Cruickshank  
[rcruickshank@thecommunitywarehouse.org](mailto:rcruickshank@thecommunitywarehouse.org)  
9am-6pm Mon-Fri  
9am-4pm Saturday  
Closed Sunday

### The Community Warehouse Professional Center

4837 W. Woolworth Ave. Milwaukee  
Phone (414)316-4865  
8am-5pm Mon-Fri (closed Sat & Sun)

**For more information** please email Kevin Bendickson [kbendickson@thecommunitywarehouse.org](mailto:kbendickson@thecommunitywarehouse.org) (414)316-4858

**To become a product donor partner** contact Ray Curtiss-Director of Product Procurement [rcurtiss@thecommunitywarehouse.org](mailto:rcurtiss@thecommunitywarehouse.org)



125 years of



Uncompromising  
quality



Stock cabinetry.

Full Kitchens Available in both Carmel and Coffee finishes.  
Same day pick up or 1-3 Business day delivery.

In stock Granite available for one stop selections.  
Pricing and lead times to accommodate your project timelines.

Contact: Jon Beatka 414-431-2997  
jon@milwaukee marble.com  
Or Andy Maurer 414-645-1438  
andy@milwaukee marble.com

Proud Member





# The 5 Profit Centers of a Rental Property

## (& How to Use Them to Minimize Risk!)



by Ali Boone | BiggerPockets.com

Do you actually know all of the ways you profit from a rental property? You might have a basic feel for them, but I bet you don't realize *all* of the ways you profit from a rental property. Even if you do, it never hurts to review a summary of the income streams to reignite excitement for your rental property!

I'm going to end the summary of rental profit centers with a really cool note about why having 5 profit centers is *extremely* amazing, by the way. But first...

### The 5 Profit Centers of a Rental Property Investment:

Just to be clear, "profit centers" mean each of the ways you gain income. It's not my favorite term, but it's the shortest way to explain income streams. OK, well maybe "income streams" is just as short, but something about "profit centers" really seems to ring it in.

#### 1. Monthly Cash Flow

This one *should* happen, but unfortunately people oftentimes don't know how to run numbers on an investment property (or they just don't), so it's common that a property doesn't produce this primary stream of income. The monthly cash flow is the money you pocket each month after all expenses are paid. The majority of properties that exist won't actually produce positive monthly cash flow, so you want to make sure you know how to really shop for properties and run numbers.

The keys to look at are the amount of expenses on the property (including expenses related to buying the property) and the amount of rental income. You want the income to surpass the expenses. If this happens on average, you should be good for positive monthly cash flow.

This income is passive, revolving, and if you build enough of it, you can start thinking about getting out of the rat race! In relation to this profit center, I want to offer you two supplemental articles to check out. The first is just about running numbers. In order to be able to determine what you should expect for monthly cash flow on a property, check out "Rental Property Numbers So Easy You Can Calculate Them on a Napkin." Then to keep your excitement going about monthly cash flow and how it can begin to supplement your income in really cool ways, check out "Gaining Financial Freedom is Easier Than You Think." Despite the perks of monthly cash flow, though, a lot of people buy properties with negative cash flow. Then where can they expect to see income? Well, hopefully they bought something in the wave of...

#### 2. Appreciation

Most people are familiar with this one, if not the most familiar with it! The general trend of housing prices increases over time. Whatever appreciation happens to the value of your property is free cash to you. In order to see the actual cash profit from appreciation, you either need to refinance the property, take out a home equity line, or sell the property, but either way, the money is yours as long as it's there.

Some markets appreciate in crazy-high waves, while other markets stay fairly neutral with minimal increase or decline in values, but in general, real estate typically does move upward in value. Some people buy investment properties solely for the appreciation potential. Be careful if you do this because banking on appreciation is essentially speculation, and as we know from 2009, speculation doesn't always pan out in our favors. However, appreciation has also put some pretty pennies in people's pockets. For more information on investing for cash flow versus investing for appreciation, check out "Investing for Cash Flow or Appreciation — What's the Difference?" There are ways to invest in a property with good hopes for both cash flow and appreciation, but some properties are either/or (or neither, but stay away from those).

#### 3. Tax Benefits

As I continue down the list, I'm going to get progressively less obvious with the profit centers. The tax benefits of owning rental properties is fairly obvious by itself, but what isn't as obvious are the actual income numbers the tax benefits will put in your pocket. The thing to know with rental properties is that the IRS considers them to be "passive income," which allows for substantially more benefits in the taxation department than "active income" (like W2 income, etc.).

I will tell you that I've never had better tax returns than I have since I started investing in rental properties. Without even going into detail, I can tell you that the biggest tax perk with rental properties is that typically the income you receive from the property ends up being tax-free (the cash flow, at least — not necessarily the appreciation/equity unless you 1031 exchange it on the sale, which I do recommend). For details on what in the world I'm talking about and how this is all possible, check out "One of the Biggest Financial Advantages of Owning Residential Rental Properties." The tax benefits on rental properties are so strong that I highly recommend you not try to do your taxes

(Continued on page 17)

# AASEW BUSINESS MEMBER DIRECTORY

## ATTORNEYS

### **Attorney Tristan R. Pettit**

Petrie & Pettit  
250 E Wisconsin Ave #1000  
Milwaukee, WI 53202  
tpettit@petriepettit.com  
t: (414) 276-2850  
www.LandlordTenantLawBlog.com

### **Attorney Mary Ann McCarthy**

826 N Plankinton Suite 600  
Milwaukee, WI 53203  
marymccarthyaw@att.net  
t: (414) 287-1177

### **Roney & Knupp LLC**

230 W Wells St  
Milwaukee, WI 53203  
evan@roneyknupp.com  
t: (414) 299-3875

## APPLIANCES / APPLIANCE REPAIR

### **As New Appliances**

5825 W National Ave  
West Allis, WI 53214  
t: (414) 465-9354  
www.asnewresale.com

### **Arras Appliance Repair Service**

2273 N 73rd St  
Wauwatosa, WI 53213  
t: (414) 774-9050

## CABINETS AND COUNTER TOPS

### **Milwaukee Cabinetry**

Alysa Robbins  
1168 N 50th Place  
Milwaukee, WI 53208  
alysa@milwaukeeecabinetry.com  
t: (414) 771-1960 ext: 105

### **Milwaukee Marble and Granite**

4535 W Mitchell St  
Milwaukee, WI 53214  
Andy@milwaukeemarble.com  
t: (414) 645-1538  
Jon@milwaukeemarble.com  
t: (414) 431-2997

## CLEANING

### **The Very Best Cleaning Service**

New Berlin, Wisconsin  
t: (414) 526-5656  
www.verybestcleaning.com

## COLLECTIONS

### **Finance System of Green Bay Inc.**

Jeff Shavlik  
PO Box 1597  
Green Bay, WI 53305  
jeff@fsgbcollections.com  
barb@fsgbcollections.com  
t: (920) 431-7220  
www.professionalcollectionagencies.com

## CREDIT REPORTS

### **Landlord Services**

Kathy Haines  
818 S Irwin Ave  
Green Bay, WI 54301  
infoserv99@yahoo.com  
t: (920) 436-9855  
www.wicreditreports.com

## EXTERMINATORS

### **Michalak Pest Control**

Tim Michalak  
3510 W Abbott Ave  
Greenfield, WI 53221  
tim.a.michalak@icloud.com  
t: (414) 916-8580  
www.michalakpestcontrol.com

### **Nexus Pest Solutions**

3900 W Brown Deer Rd PMB 281  
Brown Deer, WI 53209  
wwhite@nexuspestsolutions.com  
t: (414) 355-3732  
www.nexuspestsolutions.com

## FINANCING

### **The Equitable Bank**

2290 N Mayfair Rd  
Wauwatosa, WI 53226  
mike.cottrell@equitablebank.net  
t: (414) 777-4183  
www.theequitablebank.com/business-banking-team.aspx

### **First Federal Bank Commercial Banking**

Matthew Mancuso  
1360 S Moorland Ave  
Brookfield, WI 53005  
t: (262) 788-9769  
www.ffbwi.com

### **Gain 1031 Exchange Company, LLC**

Patrick Harrigan, CES  
200 S Executive Dr, Suite 101  
Brookfield, WI 53005  
Patrick.harrigan@gainexchangecompany.com  
t: (262) 402-8072  
www.gain1031exchangecompany.com

### **Tri City National Bank**

10909 W. Greenfield Ave,  
West Allis, WI 53214  
t: 414.476.4500  
W.Walsh@tcnb.com  
www.tcnb.com

### **Waterstone Bank**

21505 E Moreland Blvd  
Waukesha, WI 53186  
juliefaykrivitz@wsbonline.com  
t: (414) 459-4568  
www.wsbonline.com

## FIRE DAMAGE, FLOOD & RESTORATION

### **Giertsens Company of Wisconsin**

Lynn  
W223 N798 Saratoga Dr  
Waukesha, WI 53186  
lynnr@giertsenco.com  
t: (262) 717-1300

### **ServiceMaster Kwik Restore**

2122 22nd Street  
Kenosha, Wisconsin  
KWatts@SMkwik.com  
info@SMkwikrestore.com  
t: (847)975-0183  
www.servicemasterkwikrestore.com

### **Sid Grinker Restoration**

Shari Engstrom  
Emergency Service 24/7/365  
Milwaukee, WI  
t: (414) 264-7470

## FLOORING

### **Carpetland USA**

Troy Allgood  
1451 S 108th St  
West Allis, WI 53214  
troya@carpetlandwi.com  
t: (414) 331-2851

### **Carpetland USA**

W188 N9875 Maple Rd  
Germantown, WI 53022  
stevem@carpetlandwi.com  
t: (414) 727-3000  
www.carpetlandusa flooringcenter.com

## FORMS / LEASES

### **WI Legal Blank**

Steve Russell/Rick Russell  
749 N 37th St  
Milwaukee, WI 53208  
info@wilegalblank.com  
t: (414) 344-5155

## HARDWARE

### **Home Depot**

Michael Dwyer  
2% Cash Back On All Purchases  
Michael\_dwyer@homedepot.com

## INSURANCE

### **P&C Insurance**

Bob Dummer  
405 N Calhoun Rd #203  
Brookfield, WI 53005  
bdummer@pc-insurance.net  
t: (262) 784-0990  
www.pc-insurance.net

# AASEW BUSINESS MEMBER DIRECTORY

## JUNK REMOVAL

### **JDog Junk Removal—Menomonee Falls**

Andrew Zell  
12733 W Arden Place  
Menomonee Falls, WI 53051  
mfalls@jdog.com  
t: (414) 828-5364  
www.jdogmenomoneefalls.com

## LAUNDRY EQUIPMENT & SALES

### **Wash Multi Family Laundry Solutions**

t: 800-777-1484  
www.washlaundry.com/stackup

## MOVING SERVICES

### **Eagle Movers**

929 W Bruce St  
Milwaukee, WI 53204  
jimbrittain@moves.net  
t: (414) 383-1776  
www.moves.net

### **Two Men and a Truck Milwaukee**

435 S 116th St  
West Allis, WI  
info0179@twomen.com  
t: (414) 257-2700  
www.twomenmilwaukee.com

## PAINT & PAINTING SUPPLIES

### **Sherwin Williams**

10931 W Mitchell St  
Milwaukee, WI  
swrep6301@sherwin.com  
t: (262) 549-9007

## PROPERTY MANAGEMENT

### **Affordable Rentals**

Tim Ballering  
Wauwatosa, WI 53212  
tim@apartmentsmilwaukee.com  
t: (414) 643-5635

### **Bartsch Management LLC**

Brian Bartsch  
PO Box 26915  
Milwaukee, WI 53226  
info@bartschmanagement.com  
t: (414) 763-7160

### **The Buckler Apartments**

Tracy Reichert  
401 W. Michigan St.  
Milwaukee, WI 53203  
t: 414-224-1011  
www.Thebuckler.com

### **Forest Green Realty & Management**

Sarah Auer  
Greenfield, WI 53228  
sauer@forestgreenrealty.com  
t: (414) 425-3134

### **Horizon Management Services, INC**

Becky Hildebrandt  
5201 E Terrace Dr Suite 300  
Madison, WI 53718  
B.hildebrandt@horizondbm.com  
t: (608) 354-0908  
www.horizondbm.com

### **Meridian Group, INC**

Amy Stein — Regional Manager/Broker  
624 Lake Ave  
Racine, WI 53403-1206  
astein@zmeridian.com  
t: (262) 632-9304  
www.meridiangroupinc.net

### **MPI Property Management, LLC**

6700 W Fairview Ave  
Milwaukee, WI 53213  
t: (414) 933-2700  
www.mpiwi.com

### **Nimius LLC**

Dennis Schramer  
815 S 9th St  
Milwaukee, WI 53204  
dennis@nimiusllc.com  
t: (844) 464-6487  
www.nimiusllc.com

### **Performance Asset Management**

Gino Passante  
2658 S. Kinnickinnic Ave  
Milwaukee, WI 53207  
gino@pammke.com  
t: (414) 622.1296  
www.pammke.com

### **Porch Light Property Management**

info@porchlightproperty.com  
t: (414) 678-1088

### **Prospect Management Company**

help@pmcwi.com  
t: (414) 540-0004  
www.pmcwi.com

### **REIS Property Management**

662 S 94th Place  
West Allis, WI 53214  
matt@reispecialists.com  
t: (414) 797-1819

## REAL ESTATE BROKERAGE

### **Graig Goldman Group, RE/MAX Lakeside Realty**

1200 E Capitol Dr, Milwaukee WI 53211  
ggoldman@remax.net  
t: (414) 788-0449

## SEWER & DRAIN CLEANING

### **ABC Sewer & Drain**

Bill Peretz/Tammy Hammond  
4359 S Howell Ave #108  
Milwaukee, WI 53207  
bill@abcsewer.com  
t: (414) 744-6060

## TELEPHONE SOLUTIONS

### **Slingshot Concierge Group**

Eric Forrestal  
eric@livingconnected.com  
t: (937) 581-9597  
www.slingshotlife.com

## TOWING & RECOVERY SERVICES

### **Always Towing & Recovery, Inc**

3700 W Wells St  
Milwaukee, WI 53208  
melgaglione@icloud.com  
t: (414) 933-7666  
www.alwaystowingandrecovery.com

## WATER HEATERS

### **Reliable Water Services**

2400 S 102nd St, Suite 103  
Milwaukee, WI 53227  
info@reliablewater247.com  
t: (800) 356-1444  
www.reliablewater247.com

## WINDOWS & DOORS

### **Lisbon Storm—Screen and Door**

5006 W Lisbon Ave  
Milwaukee, WI 53210  
t: (414) 445-8899  
www.lisbonstorm.com

### **Milwaukee Windows**

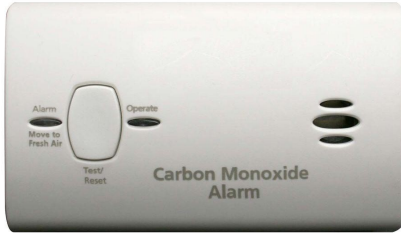
Ihsan Atta  
PO Box 638  
Milwaukee, WI 53201  
t: (414) 375-2020

*Please note:*

*All Business Members listed in this directory are current business members in good standing with the AASEW and are offered only as such.*

## Do You Know the Rules on Carbon Monoxide Detectors?

By Atty Heiner Giese  
AASEW Legal Counsel



Carbon Monoxide detectors have been required in dwellings per Wisconsin statutes since 2011. The statute governing **3-units or more** (sec. 101.149) was amended in 2018 by 2017 Act 330. This has led to some confusion by owners and property management companies who did not realize that the changes do not affect **1 & 2 family** units, which are governed by sec. 101.647.

So here are the basics: for 1 & 2 family properties one CO detector is required on **each level** of the building, including basements (but not unoccupied attics). The CO detector does not need to be near a smoke detector and while you may need two or more smoke detectors depending on the bedroom configuration you still only need to install one CO detector. If the apartment has a gas stove you would not want to place it in the kitchen, just as kitchens are a poor location for smoke detectors.

For buildings with 3 or more units (called “public buildings” under Wisconsin law) the rules are more complicated. Act 330 *reduces* the need for multiple CO detectors in many building configurations. For example, an 8-unit building with a gas boiler providing central heat and with electric stoves in all the units would need only one CO detector on the ceiling of the room where the boiler is located. However, if any unit had a gas stove then CO detectors would be needed in each sleeping area of that unit. There are also changes for properties with attached garages.

Wisconsin’s Dept. of Safety and Professional Services has separate brochures on its website for each class of properties.

3 units or more: <https://dsps.wi.gov/Documents/Programs/FirePrevention/SBD10882.pdf>

1 & 2 units: <https://dsps.wi.gov/Documents/Programs/UDC/SmokeAlarmsCarbonMonoxideAlarms.pdf>

## Now You See It. Now You Don’t. Which Smoke Detector is Code?

By Carrie Maas  
AASEW Member



This might look like another boring article about what to look for when purchasing your smoke detectors, but it isn’t. This is about not wasting your time and eliminating preventable frustration.

When Smoke Detectors with the 10 year lithium battery were first released they were clearly stamped “**10 YEAR**” on the outside of the detector so you could see that they were the newer model. Now that ten year lithiums are standard and mainstream, many now are only stamped on the inside of the detector.

During a Rent Assistance Inspection, you may need to be present and prepared to open the detector to prove to the Inspector that it is indeed a 10 Year Lithium Battery and to Code. I have had a unit fail recently only because the detector was not stamped on the outside. It failed because the Inspector was not aware they were being manufactured without the exterior labeling.

In further conversation it was discovered that some Inspectors don’t have issue opening up the detector but don’t carry a ladder if deemed necessary. While others do not want to be responsible for damaging the detector and therefore will not open the detector. Either way it cost me a lot of wasted time. I had to go out to my property, get up on a ladder and open the detector and send a picture of it to prove that my unit should have passed the inspection. RA required a re-inspection. So I had to go out there again and meet with him with ladder in hand.

So take the time to look at what you are purchasing. Buy the detectors that have the 10 Year written on the exterior or be prepared with a ladder to facilitate the inspection.

Last but not least, do not forget to write the installation date on the inside of the detector.

## Are You Still Collecting Rent in Cash?

By Dawn Anastasi  
AASEW Board Member



Does this look like your pile of rent money each month? Are you driving around from property to property picking up either cash or money orders? Have you considered allowing your tenants to pay online from the convenience of their home computer or smartphone?

If you missed our presentation on Cozy at the August membership meeting, or missed speaking to Cozy at our October trade show, there's still time to check them out. <http://www.cozy.co/aasew> What is Cozy? Cozy is a FREE online property management software for small to medium sized landlords.

It includes the following services:

- Advertise your rentals (free!)
- Collect applications (free!)
- Tenant screening (charge to the tenant, free for the landlord)
- Create an online tenant portal (free!)
- Collect rent online (free via ACH, fee for credit/debit cards or express payouts)
- Track maintenance requests (free!)
- Track expenses (free!)





**JDog**  
Junk Removal  
& Hauling

**JDog Junk Removal  
& Hauling**

SERVING MILWAUKEE, WAUKESHA,  
OZAUKEE, AND WASHINGTON COUNTY

---

- ★ Residential & Commercial Junk Removal
- ★ Residential & Commercial Moving
- ★ Light Hauling
- ★ Responsible Recycling
- ★ Real Estate Cleanouts
- ★ Storage Unit Cleanouts & Moving
- ★ Construction Debris Removal
- ★ Deconstruction and Demolition
- ★ Hot Tub Removal
- ★ Pool Table Removal
- ★ Yard Waste Removal



Repurpose, Reuse, Recycle

VETERAN OWNED & OPERATED

414-828-5364

JDog.COM

### *Are you doing the proper tenant screening?*

*Have you checked your applicant's credit history?*

*Is the applicant financially creditable to live in your property?*

*Privileges have to be earned, just like good credit, and renting from you is a privilege.*

Visit our Website at [WiCreditReports.com](http://WiCreditReports.com)

#### **ONLINE CREDIT REPORTS**

**As low as \$12 per report for Association Members.**  
Call for a volume discount quote

*National Criminal and Eviction searches available*

*I CAN HELP ALL LANDLORDS BIG AND SMALL*



**Kathy Haines, Owner  
Landlord Services, LLC**

Serving Landlords for over 20 years!

Phone 920-436-9855

Email [Infoserv99@yahoo.com](mailto:Infoserv99@yahoo.com)



# **You've never been closer to headache-free profit!**

**Would your real estate performance benefit from  
higher rent, no vacancies & long term residents?**

**Learn how PAM can help you today!**

**(414) 622-1296**

**[www.pammke.com](http://www.pammke.com)**



## Ask Sherwin-Williams How to Make the Most Out of Every Job

For more than 145 years, Sherwin-Williams has been at the forefront of coating innovation and service. You can expect expert advice, fast order turnaround, competitive prices, easy credit terms and one source for all your paint, equipment and supplies.



### One Source. Best Value.

- Innovative coatings to meet your specific requirements
- Full line of equipment, supplies, floorcoverings and wallcoverings
- Expert local service including capital project management
- Expert installation and 24-hour turnaround on floorcovering orders

### Solutions.

- Coating options that meet the most stringent VOC regulations
- Carpet and pad recycling at select locations
- Flooring that is stain-resistant, low-emitting or made from recycled materials

### Color Design Services.

- More than 1,500 interior and exterior hues, and design consultants who can help you choose the right colors
- Photo imaging for easier exterior color selection
- Feature Wall Program to add a bold paint of difference to your residences
- Exclusive Sher-Color™ technology for faster, accurate matching



**Luke Benish | Property Management Representative**

Cell: 262.364.4079 Email: [swrep4187@sherwin.com](mailto:swrep4187@sherwin.com)



Advertising rates  
for the Owner Magazine

Ad Size	#of runs	Total Cost
Business card	6	\$200
	12	\$250
Quarter Page	1	\$50
	6	\$275
	12	\$500
Half Page	1	\$80
	6	\$325
	12	\$550
Full Page	1	\$150
	6	\$600
	12	\$1000

Notes:

- Ads are black and gray scale in print unless other arrangements are made. Ads will all appear in color if color ads are provided in the electronic copy of the newsletter.
- If an ad is changed during a run, blocks may still be purchased, however, there will be a \$25 charge for each new/changed ad
- Additional costs may be incurred if your Ad needs to be designed or modified. Please contact Kathy with any questions or changes. (Kathy@aasew.org) (414) 276-7378
- Ad space for more than one run must be purchased in blocks of 6 or 12 consecutive runs, and must be paid in full to receive block prices.
- Please furnish ads as jpegs for best results. Please send ads to Kathy@aasew.org



**AASEW  
CLASSIFIEDS**

AASEW members are invited to fill out a quarter sheet form to advertise properties or tools they either would like to sell or they would like to buy at our general membership meetings. Members will also be able to post job openings. We are in hopes this will continue to improve our members' experience. Forms are available at the meeting registration table as well as online. You are welcome to fill it out and bring it with you to the meeting.



**It's the Law** It's up to you to ensure your properties are compliant with your local and state laws concerning smoke and carbon monoxide (CO) protection.



**7 Year Switch** Most CO alarms historically had a lifespan of 5-7 years, depending on the age of your property, alarms that were installed during construction are likely now due for replacement.



**SC9120LBL**  
Smoke & Carbon  
Monoxide Alarm

- 2 in 1 Protection
- End of Life Signal
- Perfect Mount - allows for easy alignment of alarm



**CO5120BN**  
Carbon Monoxide  
Alarm

- Latching alarm indicator, remembers which unit initiated an alarm
- End of life signal



**BRK'S NEWEST ALARMS HAVE 10 YEAR WARRANTY & 10 YEAR BATTERY LIFE.**

**Be Safe, Replace**

[www.brkelectronics.com](http://www.brkelectronics.com)

*the*  
**Very Best**  
CLEANING SERVICE

SERVING MILWAUKEE AND WAUKESHA SINCE 1987.

GENERAL COMMERCIAL CLEANING  
APARTMENT COMPLEXES  
APARTMENT TURN OVERS

We are always open to any of your specialized needs, just let us know and we will happily accommodate.

NEW BERLIN, WI  
**(414) 526-5656**

[VERYBESTCLEANING.COM](http://VERYBESTCLEANING.COM)

Insured and Bonded    References upon request



(Five Profit Centers continued from page 9)

yourself and rather work with a CPA who specializes in real estate. The laws are changing so often and the available perks can be very hidden, so, in my opinion, it'd be almost impossible for you to maximize the tax benefits from your property on your own.

#### 4. Equity Build via Mortgage Payoff

Here we go with getting less obvious. If you buy a cash-flowing rental property that experiences appreciation and you are getting mad tax benefits all the while, there is still something else that is happening along the way. It's related to appreciation in that it is equity-related, but it's in addition to appreciation.

Assuming you bought a property that the expenses are covered by the rental income, your tenants are paying down your mortgage for you. Hear that? Your tenants are paying that for you. And as a mortgage gets paid down, that is just more money to your name. Let's say you own a rental property for 30 years and experience absolutely no appreciation on it, but the rental income has been covering your mortgage all that time. Now you own a property free and clear, and all of that equity is yours to use. Thanks, tenants!

Obviously, this profit center is dependent on having purchased the property with financing, so bear that in mind. Some might try to argue against tenants paying down the mortgage because that would otherwise be money in your pocket if you didn't use a mortgage at all, especially with the interest, but that then becomes a discussion as to whether you are a bigger believer in leveraging investment properties versus paying cash for them. Personally, I prefer to leverage because the returns end up being higher in the end. If you are contemplating this question for yourself, though, check out "Leveraging vs. Paying Cash for Rental Properties: A Look at the Infamous Debate." There's no wrong way to do it, but know that if you do decide to leverage, then you will get the equity pay-down/off bonus.

#### 5. Hedging Against Inflation

Here's a fun one. This profit center doesn't present itself in exactly the same manner as the rest — cash-in-your-pocket style — but it is a creative one. Let's say you buy a property in 2016 with a mortgage. Over the next however many years, inflation goes bonkers. What happens when inflation kicks in? The dollar is worth less as inflation goes up.

Let's say, then, 10 years down the road, you are still paying that mortgage. The amount of the mortgage hasn't changed since you borrowed with it in 2016 dollars, but now you are paying it back

with dollars that are worth less than they were in 2016. See what I mean?

Rental properties are one of very few investments that actually get better with inflation! It's kind of like — imagine this. In 1912, maybe you could buy a really nice house for \$20,000. What if you could own that same house right now for \$20,000, when it's probably more of today's equivalent of \$450,000? May be a stretch on the numbers, I don't really know, but those are great to explain how inflation is awesome in this case. Maybe you buy today in 2016, and later in 2032 you still own the house at the 2016 cost. OK, I'm going to stop before I start confusing myself with scenarios, but if you want more information on how hedging against inflation with rental properties works, check out "Real Estate as a Hedge Against Inflation."

Now, a last and final thought to conclude the awesomeness of all of these profit centers. Having 5 profit centers is awesome, no doubt about it. But here's something to keep in your mind as you think about them and start pursuing owning rental properties. One of the major advantages of having 5 profit centers is it gives you some room to get in a pickle with one of the centers and still come out profitable on your property.

I can give you an example. One of my rental properties in Atlanta went through a long phase of being vacant for some reasons I couldn't have guessed would have been an issue. I was stressing out over missing out on the cash flow all that time, all the while paying the mortgage out-of-pocket, and I have an investor partner on it so I was stressed about whether he was going to be irked or not. Between all that vacancy time and some repairs, I felt like I was really in the hole. However, the next year, I was able to cash-out refinance that property and put \$40,000 in my pocket from appreciation. So while the monthly cash flow was in the hole, and since I didn't have tenants paying the rent so I wasn't getting any equity pay-down either, I was still earning income from appreciation and tax benefits.

What if you have a property on the flip side? What if, as is the case with the majority of properties around the country right now, you aren't expected to see a lot of appreciation in the near future like I did on my Atlanta property back in the day? Well, make sure your monthly cash flow is in place. If you never see a lick of appreciation on a property, you still can have monthly cash flow, tax benefits, equity pay-down/off, and it can be a hedge against inflation.

The moral of the story? Be smart and buy a property that is scheduled to see both positive monthly cash flow, and appreciation, so you are set up to earn from all 5 profit centers. That way, you have some room for things to not go as expected in some areas, and you can still remain profitable.



Would you like to submit an article for publication in the AASEW monthly newsletter?

Here are the current submission guidelines:

- Deadline for all submissions is the first of each month.
- The newsletter will be delivered electronically to the membership on the 10th of the month.
- Limited print copies of the newsletter will be available at the General Membership Meeting following its publication.
- We are happy to accept one article per author per newsletter.
- Please keep article to approximately 500 words in length.
- Any edits made to an article (generally for length) will be approved by the contributor before it is published.
- All articles must be properly attributed
- The Editorial Staff reserves the right to select articles that serve the membership, are timely and appropriate.



**It's now easier than ever by adding the convenience of App based mobile technology.**

It is the newest, easiest way to give your residents a way to leave the quarters and cards behind with something that they always bring with them—their smart phone.



**COIN APPLIANCES, LLC**  
coinappliances.com  
(414) 353-2204

**Best** *Connect with the Best!*  
8123 West Greenfield Avenue  
West Allis, WI 53214  
office: 414-727-8770  
fax: 414-727-8780  
**ELECTRIC SERVICE, INC.** [www.BestElect.com](http://www.BestElect.com)

Bed bugs? Mice? Roaches?

WE CAN HELP!



**MICHALAK**  
PEST CONTROL

*Milwaukee's premiere pest control company*

Call Michalak for all your pest control needs:

- Residential
- Commercial
- Lawn Services
- Wildlife Removal and Control

For your convenience and immediate service

Call **414-916-8580**

Or visit: <http://www.michalakpestcontrol.com>

PETRIE  PETTIT

250 E Wisconsin Ave, Suite 1000  
Milwaukee, WI 53202

**Tristan R. Pettit**  
ATTORNEY AT LAW

414.276.2850 TEL  
414.276.0731 FAX  
[tpettit@petriepettit.com](mailto:tpettit@petriepettit.com)

# Rigid SIGNS

We offer four distinct types of Rigid Signs: PVC Rigid Signs, Coroplast, Foamcore and Rider Signs.

**PVC Rigid Signs:** This product is composed of 3mm (1/8") PVC Material -- a smooth, bright white rigid plastic that is lightweight, yet very durable and weather resistant. These signs are great for both indoor and outdoor use, and have a low-glare, matte appearance.

**Coroplast:** This product is composed of Rigid Coroplast and typically used for yard, parking, real estate, and election signs. Signs are waterproof. If utilizing H-Stakes, place your Rigid Coroplast order with the flutes vertical.

**Foamcore:** This product is composed of Rigid Foamcore and is typically mounted on an easel for presentations. It can also be used for signs, posters, etc. and is made of a relatively delicate material. It's best for one time use but can last longer with proper care.  
*This product is not waterproof.*

• Great for both indoor and outdoor use  
• Available in various quantities and sizes  
• Round corners and Grommet options available on select rigid signs

**W L B C O**  
QUALITY  
EST. 1905

Wisconsin Legal Blank Co., Inc.  
749 N. 37th Street • Milwaukee, WI 53208  
414 344 5155 • FAX 414 344 0577  
WILEGALBLANK.COM

**PROMOTE, DESIGN and ADVERTISE**

**TIN Drive! FOR SALE**  
Maxleigh Dory Meyer  
818 555 0100

YARD SIGNS    PARKING SIGNS    REAL ESTATE SIGNS    ELECTION SIGNS



## NO COLLECTION, NO CHARGE

Trusted, experienced collection professionals looking out for your interests.

Ability to collect on judgement & non-judgement accounts.

Results don't come from inactivity, *proven results* come from Finance System of Green Bay, Inc. Sign up today!

Toll Free 866-431-7220    professionalcollectionagencies.com/usa/

Why buy new??  
3 MONTH WARRANTY INCLUDED WITH PURCHASE!  
CHEAP DELIVERY AND INSTALLATION AVAILABLE,  
USUALLY WITHIN 48 HOURS!

**LANDLORDS RECEIVE 10% OFF ANY APPLIANCE PURCHASE! JUST MENTION AASEW!**



*As New Appliances*

5825 W NATIONAL AVE WEST ALLIS WI 53214    414-476-6922    ASNEWRESALE.COM



> Priority Response    (888) 504-6053  
 > Pre-Loss Planning    www.smkwik.com  
 > 24/7/365 Emergency Response

**WATER | FIRE | MOLD | RECONSTRUCTION**

**WHEN THE UNEXPECTED HAPPENS, WE'LL BE THERE.**





## Looking forward...

**Membership Meeting—Monday, November 19, 2018**

AASEW Elections, Q & A with Attorney Tristan Pettit

**Holiday Party— Friday, December 7th, 2018**

Join us at **1983 Arcade Bar** located in Milwaukee's Third Ward (1110 N Old World 3rd St, Milwaukee, WI 53203) Come for the fun and play old school arcade games with your fellow landlords. More details to come.

**Membership Meeting—Monday, January 21, 2019**

We will welcome Andi Mallman-Elliott from Community Advocates  
More details to come.

**Membership Meeting—Monday, February 18, 2019**

We will welcome Attorney Nancy Wilson from Axley Brynerson, LLP.  
She will be talking LLC formation and more! Watch for more details!

## In this issue...

What a Great October!	1
AASEW Board Members	2
AASEW Election Information	2
President's Corner	3
Some Tips on Serving Notices	4
	5
AASEW Community Spotlight: The Community Warehouse	7
The Five Profit Centers of a Rental Property	9
AASEW Business Member Directory	10-11
Do You Know the Rules on Carbon Monoxide Detectors?	12
Now You See It, Now You Don't. Which Smoke Detector is Code?	12
Are You Still Collecting Rent in Cash?	13
Advertising Information	16
Article Submission Guidelines	18