

# AASEW

# OWNER

Apartment Association of Southeastern Wisconsin, Inc. E-mail: [membership@AASEW.com](mailto:membership@AASEW.com)  
Website: <http://www.aasew.org>

Representing the Interests of the Rental Housing Industry in Southeastern Wisconsin

## Join us at the AASEW General Membership Meeting

Monday, February 17, 2020

Networking 5:30pm Program 6:15pm

Crowne Plaza Hotel

10499 W Innovation Dr

Wauwatosa, WI 53226



Join us for a panel discussion on the Internal Revenue Code 1031 Starker Exchange which is available to real estate investors.

We're putting together a panel of experts to bring you the latest information. Learn

how you can have your cake and eat it too! In other words, we can take advantage of the current tax code to sell assets, realize profit from the sale, but then defer any capital gain tax consequences.

### 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.

## 2020 AASEW Board of Directors

### President

Ron Hegwood (2020)

### Treasurer

Tim Ballering (2020)

### Executive Committee

Tim Ballering (2020)

Tristan Pettit (2020)

### Directors at Large

Dawn Anastasi (2020)

Brian Bartsch (2020)

Steve Belter (2021)

Mike Cottrell (2020)

Melissa Gaglione (2021)

Christy Librizi (2021)

Dennis Schramer (2021)

Leticia Schwengel (2021)



Apartment Association of Southeastern Wisconsin, Inc.

PO Box 174  
Butler, Wisconsin 53007

Phone: (414) 276-7378

Email: [membership@aasew.org](mailto:membership@aasew.org)  
Website: <http://www.aasew.org>

## PRESIDENT'S

Ron  
Hegwood  
AASEW  
President



CORNER

**Regardless of the size of your real estate portfolio and/or business, you need strategies to deal with inevitable changes that will present.**

As history has proven, owning income-producing real estate can be one of the most reliable and powerful ways to supplement monthly income and/or grow long term wealth. Like many investors, I started with a few properties to supplement my primary income before deciding to purchase more volume so that I could eliminate my primary W2 job income. Conversely, there are many other investors that get involved with real estate "part time" in order to provide supplemental monthly income and/or create a nest egg for retirement.

Regardless of the size of your portfolio, you need to have strategies in place to deal with changes in business or life. While many of us (myself included!) are very comfortable with the status quo, I believe we all need a reminder about the importance of looking long term and the need for an eventual Pivot or Exit strategy.

**Even if your strategy is to buy until you die**, you need a plan. Perhaps your strategy is to use Internal Revenue Code 1014 where, after death, the asset can receive a step up in basis.

There are two big advantages of using the stepped-up cost basis when it comes to passing on real estate assets upon death.

First, your successor doesn't have to pay capital gains on appreciation that occurred before the property is inherited. This can be most advantageous whereby the deceased owner had owned the property for a significant length of time thus accumulating a significant amount of taxable gain and need for depreciation recapture.

*Continued on page 3*

*Continued from page 2*

The second advantage to a step-up in basis is that the person inheriting property gets a bigger depreciation tax benefit.

(Please remember that estate transfers are a rather complex topic. These are situations where it is extremely important to seek the advice of qualified professionals and, more importantly, set up your planning prior to that major death event.)

### **Do you desire for a lifestyle change?**

If you could sell and keep all your money, would you? For me the short answer is yes. But first a plan or strategy must be in place. Perhaps, like me, it's not an exit strategy, but a pivot in strategy.

In the stock market they call it a sector rotation; rotating out of one sector into another. For example, changing from high margin/management intensive investment into the opposite.

Why am I in the process of pivoting vs cashing out? Because I am not ready to share 30% of my capital gains with my favorite uncle (Uncle Sam). This is one significantly different benefit of owning real estate vs stock market:

### **We can have our cake and eat it too!**

In other words, we can take advantage of the current tax code to sell assets, realize profit from the sale, but then defer any capital gain tax consequences. If you're not familiar, I am referencing the Internal Revenue Code 1031 Starker Exchange which is available to real estate investors.

Again, it is always best to consult an experienced real estate tax expert and/or CPA to help advise you successfully execute these maneuvers and avoid the pitfalls!

I urge all of you to set up a team of professionals to take advantage of the many benefits and options of owning real estate long term! **The time to do it is now!**



**Milwaukee Carpet**

## **FREE ESTIMATES**

- Carpet
- Laminate
- Stone
- Luxury Vinyl
- Hardwood
- Ceramic Tile
- Carpet Tile
- Commercial & Residential Applications



**Serving the Community for over 30 years.**

**1728 W Mitchell St. Milwaukee, WI 53204**  
**414-645-9555 | Milwaukeecarpet.net**

**Garnet McLeod**  
Business Relationship Officer

Contact me today!  
262.518.1807  
gmcLeod@kohlercu.com



**FOCUSED ON YOU, YOUR BUSINESS,  
YOUR COMMUNITY.**

Supporting multi-family property owners through:

- New purchase and refinance lending programs
- Cash management and deposit service products
- Experienced and committed staff



**KOHLER**  
CREDIT UNION

kohlercu.com



**Gain1031**  
Exchange  
QUALIFIED INTERMEDIARY

**Helping Property Sellers  
Avoid Taxes**




Certified Exchange Specialists on Staff

Creating Comfort With The 1031  
Exchange Process

262.402.8072  
gain1031exchangecompany.com


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.


<p><b>MIKE COTTRELL</b> 414.777.4183 MIKE.COTTRELL@EQUITABLEBANK.NET</p>	<p><b>KEVIN MCSWAIN</b> 262.202.5177 KEVIN.MCSWAIN@EQUITABLEBANK.NET</p>
--	--

🏠 EQUAL HOUSING LENDER MEMBER FDIC
THEEQUITABLEBANK.COM

## Landlord/Tenant News from Around the Country

*By Dawn Anastasi, AASEW Board Member*

As mentioned in previous newsletters, it's important to keep abreast of topics in landlord/tenant law that are being discussed or enacted around the country.

Today's world is highly connected, and what happens in one area of the U.S. may find its way over to Wisconsin.

On February 10, 2020, the Seattle City Council unanimously passed its winter evictions legislation. This ruling **bans evictions during the winter months**, citing evictions as the leading cause of homelessness.

The legislation came with a few provisions:

- Although the original discussion was to define "winter months" as November - March, the legislation was put in place to ban evictions from December to February.
- This legislation exempts landlords with 4 or fewer units.
- Owner-occupied properties are exempt.
- This does not apply to tenants engaging in criminal or "nuisance" activities.
- This legislation only applies to those at or below the city's median income.

Landlords in Seattle are already not allowed to collect a security deposit for more than one month's rent.

Additionally, Seattle prohibits a landlord from inquiring about or considering an applicant's criminal history.

What are the repercussions of such legislation? Some landlords may flee the area in search of states and cities with more "balanced" landlord/tenant law. Other landlords may raise rents to give themselves extra insurance against what a non-paying tenant may do.

Only time will tell.

## It CAN Happen to You: How to Guard Against Dangerous Real Estate Scams & Squatters

By Chris Clothier, *BiggerPockets.com*



While there are genuine advertisements for rentals on Craigslist, they have their fair share of real estate scams, too. Some tenants show up to see the property, only to find a fake landlord full of empty promises. He doesn't own the property—he hijacked a property, claimed it as his own, and tried to coerce money from his new “tenants.” Sometimes, folks know immediately that something isn't right. Others go as far as giving a hefty deposit to these scammers. Some dupe more than one person.

There are plenty of stories where the Craigslist ad poster claims to be an absentee landlord out of state and when the ad has a reply, they proceed to try and conduct business online and through email. These scams are easy to perpetuate and allow a scammer to reside anywhere in the world and use software such as Paypal to collect rental deposits from unsuspecting tenants. These scams rely on someone, somewhere being so desperate for a good deal that they will overlook the red flags.

Scarier than losing money, however, are the stories of “landlords” luring women, whether they be rental prospects or even real estate agents, to empty properties with nefarious intentions. A story from Reddit, for example, tells the account of a woman lured to a foreclosed home where a squatter was posing as a landlord. After she escaped, a police investigation revealed that he had placed fishing line at shin-height halfway down the dark basement stairs.

These fake landlords are an increasing problem -- and your rental property might be a target. Anyone reading this article and thinking to themselves that this would never happen to them? Think again.

*Continued on page 6*

"HAD ENOUGH?"

SAY GOODBYE  
TO BED BUGS!

BED BUG HEAT TREATMENT!



NEXUS

PEST SOLUTIONS  
RESIDENTIAL / COMMERCIAL






414-355-3732

MILWAUKEE OZAUKEE WAUKESHA WASHINGTON

Always

MILWAUKEE, WI

TOWING & RECOVERY

"Gets the Job Done"

"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.

Always Towing & Recovery Inc.  
Melissa Gaglione—Account Executive  
Cell (414) 839-9786  
melgaglione@icloud.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)

*Continued from page 5*

## It Can't Happen to My Rental Property, Right?

Actually, it can.

Not all scams escalate to violence and physical theft, but even well-monitored properties can be targets on the world wide web. Keep your eyes and ears open. Watermark property photos. Keep an eye out for your fellow investors, too. If you see a listing at a ridiculously low price, it's a red flag. Combined with a lack of photos, it's even more suspicious.

Sometimes it takes a matter of minutes to find a property owner through records and drop them a line about a suspicious ad. Maybe they tell you that the ad is real and they are desperate to get it rented. That sounds like an opportunity for savvy investors to me, so you never know where trying to help out fellow landlords may lead to a chance to grow your business.

## When Your Property is Most Vulnerable

Financially, properties are at their worst when vacant, thanks to loss in positive cash flow until that vacancy is filled. This is also the most crucial time to protect your property from criminals. Vacant properties are prime targets for scams—it doesn't take long to break in, change the locks, and start charging. Because routine property inspections tend to be spread out, we make the mistake of continuing that pattern when the property is vacant. During a vacancy, real estate investors must be extra vigilant.

## Protecting a Vacant Rental Property

- **Use security systems.** Know when someone has broken in or if anyone accesses your property by maintaining active security systems with entry sensors.
- **Make it appear lived in.** Many security and smart home systems allow owners to remotely control lights, locks, and thermostats. Use lights to give the illusion of activity and inhabitants.

*Continued on page 7*

**WISCONSIN MANAGEMENT COMPANY**

- Property Management
- Acquisition & Development
- Asset Management

With over 40 years in business, Wisconsin Management specializes in the management of affordable and market rate properties throughout Wisconsin and Northern Illinois.

**608.258.2080**  
[wisconsinmanagement.com](http://wisconsinmanagement.com)

WISCONSIN  
MANAGEMENT  
COMPANY

*Continued from page 6*

- **Make routine inspections a habit.** If not you, ensure that someone is checking in every week, whether it's a friend or your property manager.
- **Rent it out!** Easier said than done, we know. Having an aggressive and effective marketing plan, as well as a competitively pricing your rental property, will help reduce vacancies and minimize the chance of your property being targeted.

### What About Squatters?

Squatters sometimes overlap with the whole “fake landlord” scam, but other times, they don't. Squatters can cause big trouble, not just for your properties, but potentially for properties you're looking to purchase. These people don't own and don't rent the property, but live in it as if they do. For real estate investors, squatters may be previously evicted

tenants (which is why we always need to change our locks!). Sometimes they're just opportunists who prey on foreclosed, abandoned or temporarily vacant properties.

And it's not always as easy as solving the problem with a quick call to the cops when you come across a squatter: There's a thing called adverse possession.

### What is Adverse Possession?

Essentially, if a squatter lays claim and treats the property as his own without any opposition from the true owner, they may be able to gain legal title to a property under certain conditions. This usually takes a few years, so owners don't usually have to worry about truly losing their properties.

Some squatters, however, are under the delusion that they own the property. It doesn't just happen on derelict properties, either.

*Continued on page 9*

## How Does Your Laundry Operator Stack Up?



Other



Trusted since 1947

If you're unhappy with your current laundry room operations, consider switching to WASH. Apartment owners and managers have been trusting WASH with expert management of their laundry rooms since 1947. We offer top-of-the-line commercial washers and dryers, quick service, and a variety of convenient payment options for your residents, including mobile pay. Plus, our laundry room leases can be tailored to meet your revenue goals, with a variety of profit-sharing arrangements and flexible terms. Contact WASH for a free, no-obligation quote today!

[www.washlaundry.com/stackup](http://www.washlaundry.com/stackup)

Toll Free 800.777.1484

## What Sparks Joy in your Rental Business?

By Sarah Block, *Landlordology.com*, a service of Cozy



Marie Kondo's Netflix show "Tidying Up" is inspiring people to find what "Sparks Joy" in their homes. But what about the landlord tasks in your rental business that spark joy in your life (or don't)?

Landlords have a multitude of tasks involved with their business. Some we love, and some we hate. Life is short. So why aren't we spending our time doing what we enjoy and outsourcing the rest?

The key is deciding what tasks to keep and what to outsource to someone else. But outsourcing can be difficult for most landlords. Whenever I speak with landlords about this topic, the most common response I hear is, "That reduces my profit."

It does if you choose to think of it that way. However, if you think of your time in terms of dollars per hour, you factor in how much your time is worth. If you outsource a task you don't enjoy and it costs less than your value, it frees your time up to make money doing something you enjoy.

### Find what sparks joy in your rental business

One of the best aspects of being a landlord or property manager is there are so many different things to do to make the business work.

- Researching and finding the best rental
- Preparing the unit to be rented
- Advertising
- Finding tenants
- Screening tenants
- Onboarding tenants
- Managing maintenance and communication
- Handling the finances



The hard part about being a landlord is that you are bound to hate some of those tasks.

### How to decide what to outsource

Make a list of everything you do for your rental properties—from cleaning to showings—and number them from 1 (what you love) to 10 (what you hate).

Figure out how much money your time is worth. Consider commute costs, how much you get paid doing other jobs, and any other factors that affect the value of your time to determine how much your hour is worth.

Consider whether special tools or equipment are needed for any of the tasks. What is the cost for those tools?

Look at the tasks you marked in your bottom 5.

- How many hours would those tasks take you to complete? Keep in mind, it will take you longer than an expert.
- What is the cost of special tools, equipment, or materials for those tasks?
- What is the going rate for someone to complete those tasks?

Add up the hours it would take for you to complete the task and multiply it by your value per hour. Add in the cost of materials and equipment needed for the task. What is the cost of that task if you complete it?

*Continued on page 10*



*Continued from page 7*

A squatter in Jacksonville Florida changed the locks on a new homeowner and turned on the electricity in his name, effectively barring the property from the true owner. Squatters can also target properties that are left vacant during vacations just as they would during a true vacancy.

The best way to prevent squatters is one and the same as preventing scammers: diligence in property management and immediate action in the face of an issue.

As real estate investors, we need to look out for one another and our prospective tenants by being aware and well-prepared to handle rental scams that may come our way.

**Even if you think it will never happen to you, embrace the possibility and plan accordingly.**

## Be on the Lookout for the “Fake Check Scam”

*Federal Trade Commission*

In a fake check scam, a person you don't know asks you to deposit a check – sometimes for several thousand dollars and usually for more than what you are owed – and wire some of the money back to that person.

The scammers always have a good story to explain the overpayment – they're stuck out of the country, they need you to cover taxes or fees, you need to buy supplies, or something else.

But by the time your bank discovers you've deposited a bad check, the scammer already has the money you sent, and you're stuck paying the rest of the check back to the bank.

The Federal Trade Commission receives tens of thousands of reports each year about fake checks. Over the last three years, the number of complaints has steadily increased, and so have the dollars lost.



- ✘ Have you ever asked, “Should I do that?” or “Can they do that?”
- ✘ Do you want an attorney, but don't think you can afford one?
- ✘ Do you have an attorney, but don't call because you hate billable hours?
- ✔ What would you ask, if you had unlimited consultation on unlimited issues?

**For over 45-years**

LegalShield protects and empowers families and businesses with a dedicated Law Firm, starting at \$25/month

**GROW YOUR BUSINESS BY PROTECTING YOUR BUSINESS WITH A TRUSTED LEGAL TEAM!**

**Latoya D. Freeman**

Independent Associate

Employee Benefits and Small Business Specialist

Office: 414-310-0755

Mobile: 414-301-1488

LDFFinancial@LegalShieldAssociate.com

TrustedLegalTeam.com/LegalAdvice



**WLB CO**  
QUALITY  
EST. 1905

**WISCONSIN LEGAL BLANK CO., INC.**  
749 N. 37th STREET  
Milwaukee, WI 53208  
414 344 5155 • wilegalblank.com

Leave the carbon mess behind with NCR Forms – the modern alternative to carbon paper! NCR Forms are an efficient way to provide multicolored copies of a single document with handwritten or typed information. Use them as order forms, packing lists, invoices, receipts, and more.

Useful where quantities, check marks, or signatures will be added to the form by hand.

- NCR Form 2 part (White, Canary)
- NCR Form 3 part (White, Yellow, Pink)
- Available run sizes: 100 - 500
- Glued on the short edge

• **Invoices** • **Sales Orders**  
• **Purchase Orders**  
• **Work Orders**

Bring **COLOR** TO YOUR TRANSACTIONS

Full Color NCR Forms are here!

Sizes Offered  
5.5x8.5  
and  
8.5x11

2-PART  
AND  
3-PART  
AVAILABLE

FULL  
COLOR



Apartment Association of Southeastern Wisconsin, Inc.

### Advertising Rates for the OWNER

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	\$1,000

#### Notes:

- Ads are black and gray scale in print unless other arrangements are made. Ads will appear in color if color ads are provided in the electronic copy of the newsletter. (Ads may be in color if they are on the inside back cover at the time of printing.)
- 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 the AASEW office with any questions or changes. (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.

*Continued from page 8*

Now, how much would it cost someone else to complete it? If this number is less than your number, outsource it.

### How to increase profits by “Sparking Joy?”

You might be thinking that this method of outsourcing and doing only what sparks joy for you is all well and good. But not actually getting paid during the time you're outsourcing a task to someone else isn't ideal.

### But what if you can be paid while you outsource?

Look at the top five tasks on your list, the tasks you love doing. Can you offer any as a service to other landlords?

You have experience doing those tasks. You enjoy doing them. Other landlords might have them on the bottom of their list. Why not build a service business doing what you love?

### Conclusion

Life is too short to do tasks you hate. Outsource the landlord responsibilities you don't enjoy doing, and focus on what you do love.

The end result will be better quality work.

And you will find more joy in your life.

**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

## What things have you found in foreclosed/abandoned houses?

A collection of anecdotes from property investors on [BiggerPockets.com](http://BiggerPockets.com)



"One house that I got was vacant for 15 years, and have everything still there, clothes, furniture, shoes, and all personal items and even a car in the garage. There was even food in the frig that had been there for 15 years with the electric turned off.

"There were pots in the frig with leftovers and all the food was black, unrecognizable blobs. The odor was one I'll never forget, I almost gag just thinking about it."

(David, Mechanicsburg PA)

"Recently we came across something in a very odd spot...upon removing the door-hinges from the old bedroom doors we found WWII food ration cards folded up. The neat thing is they were actually from that exact house (although the street numbers were different back then)."

(James, Lexington KY)

"I've never purchased a garbage can, extension cord, stepladder, or garden hose. People always leave them for some reason. I can't believe how many pennies I find."

(Rob, Southeast MI)

"Funniest one is the one where they were reading a book called "A Day Late and a Dollar Short" - considering that their mortgage was WAAAAYYYY more than a day late, and WAAAAYYYY more than a dollar short :)"

(Steve, Audubon PA)

Continued on page 15



**Troy Bauer**  
 Director of Business Development  
 troy@overhead solutionsinc.com  
 2368 Deerfield Ave. Suamico WI 54173  
 920-737-5598



### NEW ROOF INSTALLATION & CONSTRUCTION

The roofing contractors and Overhead Solutions perform warranted roof construction & installation in Green Bay and Northern Wisconsin. Trust Overhead Solutions for:

- ◆ Asphalt Roof Construction
- ◆ Cedar Shake Roof Installation
- ◆ DECRA Roof Installation
- ◆ Metal Roof Construction
- ◆ Commercial Roof Construction



Building a roof has two phases. The first, roof construction, deals with the structure of the roof. Building the rafters, installing the fascia and more are all considered roof construction. The second, roof installation, deals with the "exterior" of the roof. Things like laying felt and shingles or rolling TPO sheets are considered roof installation. Lucky for you, Overhead Solutions employs experts in roof installation and construction.

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

# AASEW Business Member Directory

## APPLIANCES / APPLIANCE REPAIR

### **As New Appliances**

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

## ATTORNEYS

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

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

### **Attorney Mary Ann McCarthy**

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

### **Bruck Law Offices**

322 East Michigan Street  
Milwaukee, WI 53202  
[jburket@brucklawoffices.com](mailto:jburket@brucklawoffices.com)  
t: (414) 223-3335  
[www.brucklawoffices.com](http://www.brucklawoffices.com)

### **LegalShield LDF Financial Group, LLC**

1333 College Ave Suite M South  
Milwaukee, WI 53172  
[freeman@ldffinancialgroup.com](mailto:freeman@ldffinancialgroup.com)  
t: (414) 301-1488  
[LDFFinancial.WeAreLegalShield.com](http://LDFFinancial.WeAreLegalShield.com)

### **Roney & Knupp LLC**

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

## CABINETS AND COUNTER TOPS

### **Milwaukee Cabinetry**

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

## CABINETS AND COUNTER TOPS

### **Milwaukee Marble and Granite**

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

## CREDIT REPORTS

### **Landlord Services**

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

## EXTERMINATORS

### **Nexus Pest Solutions**

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

## FINANCING

### **The Equitable Bank**

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

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

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

## FINANCING

### **Insight Investment Advisers Delaware Statutory Trusts**

(DST, for use in 1031 Exchange)  
Brandon Bruckman  
[brandon@investwithinsight.com](mailto:brandon@investwithinsight.com)  
t: (414) 322-3237

### **Kohler Credit Union**

Garnet McLeod  
11357 N Port Washington Rd.  
Mequon, WI 53092  
[gmcleod@kohlercu.com](mailto:gmcleod@kohlercu.com)  
t: (262) 518-1807  
[kohlercu.com](http://kohlercu.com)

### **Tri City National Bank**

10909 W. Greenfield Ave,  
West Allis, WI 53214  
[W.Walsh@tcnb.com](mailto:W.Walsh@tcnb.com)  
t: (414) 476-4500  
[www.tcnb.com](http://www.tcnb.com)

### **U.S. Bank-Metro Business Banking**

Jason R. Klein, Vice President  
Market Lead/Emerging Business Group  
MK-WI-T5, Milwaukee, WI 53202  
[Jason.klein@usbank.com](mailto:Jason.klein@usbank.com)  
t: W: 414.765.5498  
t: M: 262.949.1320  
[www.usbank.com](http://www.usbank.com)

### **Waterstone Bank**

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

## FIRE DAMAGE, FLOOD & RESTORATION

### **Giertsen Company of Wisconsin**

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

### **ServiceMaster Kwik Restore**

Russ Otten  
2122 22nd Street  
Kenosha, WI 53140  
[OttenR@SMkwik.com](mailto:OttenR@SMkwik.com)  
t: (888) 504-6053  
[www.servicemasterkwikrestore.com](http://www.servicemasterkwikrestore.com)

# AASEW Business Member Directory

## **FIRE DAMAGE, FLOOD & RESTORATION**

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

## **FITNESS**

**Johnson Commercial Fitness**  
Ryan Nielsen  
7585 Equitable Dr.  
Eden Prairie, MN 55344  
[ryan.nielsen@johnsonfit.com](mailto:ryan.nielsen@johnsonfit.com)  
t: 262-328-4566  
[Commercial.2ndwindexercise.com](http://Commercial.2ndwindexercise.com)

## **FLOORING**

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

**Carpetland USA**  
W188 N9875 Maple Rd  
Germantown, WI 53022  
[stevem@carpetlandwi.com](mailto:stevem@carpetlandwi.com)  
t: (414) 727-3000  
[www.carpetlandusaflooringcenter.com](http://www.carpetlandusaflooringcenter.com)

**Milwaukee Carpet**  
Victoria Bell  
1728 W Mitchell St  
Milwaukee, WI 53204  
[Milwaukeeecarpet@sbcglobal.net](mailto:Milwaukeeecarpet@sbcglobal.net)  
t: 414-702-1989  
[www.Milwaukeeecarpet.net](http://www.Milwaukeeecarpet.net)

## **FORMS / LEASES**

**WI Legal Blank**  
Steve Russell/Rick Russell  
749 N 37th St  
Milwaukee, WI 53208  
[info@wilegalblank.com](mailto:info@wilegalblank.com)  
t: (414) 344-5155  
[www.wilegalblank.com](http://www.wilegalblank.com)

## **HARDWARE**

**Home Depot**  
Michael Dwyer  
2% Cash Back On All Purchases  
[Michael\\_dwyer@homedepot.com](mailto:Michael_dwyer@homedepot.com)

## **INSURANCE**

**P&C Insurance**  
Bob Dummer  
405 N Calhoun Rd #203  
Brookfield, WI 53005  
[bdummer@pc-insurance.net](mailto:bdummer@pc-insurance.net)  
t: (262) 784-0990  
[www.pc-insurance.net](http://www.pc-insurance.net)

## **JUNK REMOVAL**

**JDog Junk Removal**  
Andrew Zell  
12733 W Arden Place  
Menomonee Falls, WI 53051  
[mfalls@jdog.com](mailto:mfalls@jdog.com)  
t: (414) 828-5364  
[www.jdogmenomoneefalls.com](http://www.jdogmenomoneefalls.com)

## **PAINT & PAINTING SUPPLIES**

**Sherwin Williams**  
10931 W Mitchell St  
Milwaukee, WI  
[swrep6301@sherwin.com](mailto:swrep6301@sherwin.com)  
t: (262) 549-9007

## **PAINTERS**

**Exclusive Painting, LLC**  
Jose Pastrano Rangel  
1118 S 24th Street  
Milwaukee, WI 53204  
[josexclusive@outlook.com](mailto:josexclusive@outlook.com)  
t: (414) 699-5049  
[www.exclusivepaintingllc.com](http://www.exclusivepaintingllc.com)

## **REAL ESTATE BROKERAGE**

**Graig Goldman Group,  
RE/MAX Lakeside Realty**  
1200 E Capitol Dr,  
Milwaukee, WI 53211  
[ggoldman@remax.net](mailto:ggoldman@remax.net)  
t: (414) 788-0449

## **ROOFING**

**Overhead Solutions, Inc**  
Troy Bauer  
Director of Business Development  
2368 East Deerfield Ave  
Suamico, WI 54173  
[troy@overheadsolutionsinc.com](mailto:troy@overheadsolutionsinc.com)  
t: (920) 737-5598  
f: (920) 490-9101  
[www.overheadsolutionsinc.com](http://www.overheadsolutionsinc.com)

## **ROOFING**

**SJS Roofing & Construction, Inc.**  
Steven J. Swenson  
9825 S. 13th Street  
Oak Creek, WI 53154  
[SteveS@SJS-Construct.com](mailto:SteveS@SJS-Construct.com)  
t: 414-899-7043 (cell)  
t: 414-304-5089 (office)  
[www.SJS-Construct.com](http://www.SJS-Construct.com)

## **ROOFING/MOLD REMEDIATION**

**Steamatic Restoration and Cleaning**  
Bo Drazovic  
112 E Washington Street,  
Milwaukee, WI 53204  
[generaltradecorp@gmail.com](mailto:generaltradecorp@gmail.com)  
t: (414) 588-3300  
[www.steamatic.com](http://www.steamatic.com)

## **SEWER & DRAIN CLEANING**

**ABC Sewer & Drain**  
Bill Peretz/Tammy Hammond  
4359 S Howell Ave #108  
Milwaukee, WI 53207  
[bill@abcsewer.com](mailto:bill@abcsewer.com)  
t: (414) 744-6060

## **TOWING & RECOVERY SERVICES**

**Always Towing & Recovery, Inc**  
3700 W Wells St  
Milwaukee, WI 53208  
[melgaglione@icloud.com](mailto:melgaglione@icloud.com)  
t: (414) 933-7666  
[www.alwaystowingandrecovery.com](http://www.alwaystowingandrecovery.com)

## **WATER HEATERS**

**Reliable Water Services**  
2400 S 102nd St, Suite 103  
Milwaukee, WI 53227  
[info@reliablewater247.com](mailto:info@reliablewater247.com)  
t: (800) 356-1444  
[www.reliablewater247.com](http://www.reliablewater247.com)

## **WINDOWS & DOORS**

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

# AASEW Business Member Directory



## AASEW CLASSIFIEDS

Do you have a property for sale?

Are you looking to buy rental properties?

Do you have equipment to sell, or something you are looking for?

Do you have a job opportunity to offer?

AASEW Classifieds can help!

Bring a quarter page ad to the next meeting and post it on our board or use one of the forms provided at the meeting.

***“Success is not final; failure is not fatal:  
It is the courage to continue that counts.”  
-- Winston Churchill***

## PROPERTY MANAGEMENT

### **Affordable Rentals**

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

### **Bartsch Management LLC**

Brian Bartsch  
PO Box 26915  
Milwaukee, WI 53226  
[info@bartschmanagement.com](mailto: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](http://www.Thebuckler.com)

### **Fiduciary Real Estate Development, Inc**

Steve Ciesielski  
789 N Water St, Ste 200  
Milwaukee, WI 53202  
[sciesielski@fred-inc.com](mailto:sciesielski@fred-inc.com)  
t: (414) 226-4535

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

Sarah Auer  
Greenfield, WI 53228  
[sauer@forestgreenrealty.com](mailto: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](mailto:B.hildebrandt@horizondbm.com)  
t: (608) 354-0908  
[www.horizondbm.com](http://www.horizondbm.com)

### **Meridian Group, Inc.**

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

## PROPERTY MANAGEMENT

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

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

### **Nimius LLC**

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

### **Performance Asset Management**

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

### **Porch Light Property Management**

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

### **Prospect Management Company**

224 N. 76th Street  
Milwaukee, WI 53213  
[help@pmcwi.com](mailto:help@pmcwi.com)  
t: (414) 540-0004  
[www.pmcwi.com](http://www.pmcwi.com)

### **Wisconsin Lakefront Property Management LLC**

Eileen Robarge  
[info@windwardcovellc.com](mailto:info@windwardcovellc.com)  
t: (866)542-5851  
[www.lakefrontpropertyllc.com](http://www.lakefrontpropertyllc.com)

### **Wisconsin Management Company, Inc.**

Andi Simmons, Director of  
Business Development  
4801 Tradewinds Parkway  
Madison, WI 53718  
[Andi.Simmons@wimci.com](mailto:Andi.Simmons@wimci.com)  
t: (608) 308-4236  
[www.wisconsinmanagement.com](http://www.wisconsinmanagement.com)

### **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.**

*Continued from Page 11*

“Human feces in 7 -11 big gulp containers all over the house that belonged to a hoarder. She had garbage piled so high it blocked the bathrooms. I stepped in some and left my sneakers and socks in the driveway and drove home barefoot. I still gag thinking about this place and sometimes still smell it.”  
(Jeff, Los Angeles CA)

“We've purchased 5 houses and counting and converted all to rentals. Each house has a story. In our first, I found a jar with close to 100 keys. Had no idea where these keys went until I found a secret room above the garage filled wall to wall with lockable cabinets. Very weird but all empty.”  
(Rich, Castle Rock, CO)

“I was replacing a light switch in one of the rooms and inside the box was the original receipt for the light switch from JC Penney from September 1975 all folded up and faded.”  
(Dawn, Milwaukee WI)

“We bought a pre-foreclosure one time several years back where the owners were hoarders. It was a bad divorce situation and the lady was a self proclaimed witch. They had lived in the home for 25 years and I don't think they had ever thrown anything away.

“There were only pathways in the house to walk through and I kid you not when I say there were piles everywhere from floor to ceiling. There was only a place for one person to sit on the couch and the rest of it had stuff stacked to the ceiling.

“We gave them 60 days to move out. The day before the 60 days was up the witch lady called and said she needed more time but we couldn't do that. It ended up they left EVERYTHING in the house.

“So we start trashing out the house and I notice that a lot of this stuff is in unopened packages and the more we start cleaning out the place the older the stuff gets.

“Turned out they had enough collectibles in that place they could have paid off their mortgage. I'm talking original Beatles albums as well as dozens of other collectible records, all in pristine condition.

“We found almost \$300 in change alone laying all over the place. We sold everything off which pretty much paid for the rehab so it was well worth the extra work.”  
(Kathryn, Atlanta GA)

“WW2 Flag and purple heart...took me months to find the next of kin. Along with it were love letters back and forth between the couple while he was overseas. I wish I would have kept/framed them as they melted my heart for sure. Gave them back to his next of kin (grandson) after 6 weeks of searching.”  
(Leigh, Key West FL)



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.



**INCLUDED:** 100 plus page manual to help you put what you learn into practice.

**Landlord Boot Camp** is taught by Attorney Tristan Pettit, who drafts many of the landlord tenant forms for Wisconsin Legal Blank.

**Landlord Boot Camp** covers everything that you need to know about residential Landlord Tenant law in Wisconsin, as amended in March 2012 by Act 143, in March 2014, in March 2016 with the passage of ACT 176, and again in March 2018 with ACT 317.

This event has SOLD OUT in the past, so please be sure to register your seat for this event.

<https://www.landlordbootcamp2020.com/>

You may also register by calling 414-276-7378.

## Landlord Boot Camp 2020

**WHEN:** Saturday, April 25, 2020

**WHERE:**

Four Points by Sheraton  
5311 S. Howell Avenue  
Milwaukee, WI 53207

**TIME:** Registration opens at 7:10 am. The seminar is from 8:30 am to 5:00 pm with a 30 minute break for lunch. There will be a one hour question and answer session afterwards, ending promptly at 6:00 pm.



Attorney Tristan Pettit has given similar landlord-tenant law seminars to fellow attorneys, landlords, and property manager organizations that charge their members \$400-\$500.

This is your opportunity to learn all of the same information at a huge discount through the AASEW.



## 10,000 Affordable Homes Effort On Track

By Jeramey Jannene, Urban Milwaukee

The city remains on track to fulfill the signature policy proposal of Mayor Tom Barrett's 2018 State of the City address.

"Let me be clear; this is not merely about buildings. It is about people," said Barrett in 2018 when he unveiled a plan to create 10,000 affordable homes in the city over the next decade.

The focus on affordable housing came in the wake of a greater downtown surge in market-rate apartment construction and a scathing look at the nation's eviction crisis in Matthew Desmond's book *Evicted*, which takes place in Milwaukee.

A report provided to Urban Milwaukee by the Department of City Development (DCD) shows that

the city is on track. DCD reports the city has supported the creation, maintenance or acquisition of 2,092 units of affordable housing since the start of 2018.

The 10,000 Homes Initiative does not encompass an entirely new series of funds and programs, but marshals them for greater impact and creates a mechanism to track results.

Included in the plan is a change in policy to aggressively use tax incremental financing to support affordable residential housing developments, an expansion of the STRONG Home Loans Program that provides forgivable loans for home repair and the coordination of city resources, including the sale of city-owned homes and prospective homeowner education seminars, to create more housing.

The report states that 582 new housing units have been created, 1,016 housing units have been

*Continued on page 18*



**Eric Swanson**  
 General Manager

erics@giertsen.com

**When Bad Things Happen...Call Giertyen!**

Since 1918, the Preferred Restoration Contractor  
 for Property Owners & Maintenance Managers

**24/7/365 Emergency Response Teams**

**262-522-1918**



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

*Continued from page 17*

preserved or improved and 494 individuals have purchased homes with some level of city support.

Barrett in a 2018 interview said the effort would focus on a targeted area surrounding Downtown mirroring the MKE United plan, but the city report covers the entire city. "Growing affordable units in these areas will make it easier for workers to get to nearby jobs. Additional development will also create construction jobs for city residents," said Barrett. MKE United defines the greater downtown area as going from W. Meinecke Ave. on the north to W. Greenfield Ave. on the south and from the lake west to N. 27th St.

Many of the recorded units fall in the areas of the city hardest hit by the foreclosure crisis. A mix of new construction, home improvements and home sales have taken place in the 6th, 7th and 15th aldermanic districts roughly centered around the district's intersection at W. Locust St. and N. 20th St.


Many of the new buildings relied on tax incremental financing support to fill financing gaps caused by increasing construction costs and a decline in the value of low-income housing tax credits.

The city counted results from 20 programs in its report on the number of homes preserved or improved. The programs include the Milwaukee Employment/Renovation Initiative (MERI), which it is expanding in 2020 by pulling the remaining funding from the also-counted Rehab to Rent program. Also included are the STRONG Home Loans, Compliance Loan, and Milwaukee Health Department lead abatement programs.


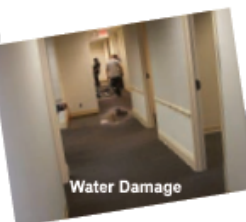

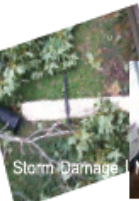



Individuals assisted with home buying were measured by closed loans. Two programs were tracked, the city's homebuyer counseling program and HACM's federally-supported Section 8(Y) Homeownership Program.

Not every program participant was counted. "Only housing units that receive city assistance and benefit households with an income of 80 percent or less of the Area Median Income or benefit households located in the [Community Development Block Grant] area are counted (in cases where household income is unknown, only housing units in the CDBG area are counted)," says the report. It also notes that units that were counted through multiple programs were filtered to count only once.

Emergency Service 24/7/365
Answered Live 414-264-7470



Respond. Restore. Renew.

All  
Building  
Emergencies  
24/7/365

## Tips for Getting Tenants in the Winter Months

By Dawn Anastasi, AASEW Board Member

Some people offer lower rents when they advertise in the winter months, in order to attract a tenant. I don't do that because **that means my rent would also be lower in the summer months**. What I do is offer a move-in special so it's easier for people to move in.

Example: Let's say my rent would normally be \$1,000 a month and I was considering dropping it by \$50/month in the winter. This is a net loss of \$600 for the year.

Instead, I offer a "move in special" of \$500 off first month's rent. It's attractive to people who are moving and it saves me \$100 in the first year off lowering the rent (which might set expectations to have lower rent after the first year).

It's important to **not cut your security deposit** -- you want to ensure that your security deposit stays intact to absorb any damages the tenant may leave you when they vacate the property.

Here are some suggestions by other landlords:

"We just recently paid a photographer to come out and take professional pictures and spruced up our marketing descriptions - that helped a lot! Facebook Marketplace has also brought it in LOTS of leads."  
(Brock, Kenosha WI)

## Save \$20 on Your Next Bagster Bag Collection

In December's edition of The Owner, there was an article about the Bagster collection service. Through 3/31/2020, you can save \$20 on your next Bagster Bag Collection by using this coupon code:

**100-NEW20**

"A lot of people suggest professional pictures - they help immensely now that everyone browses listings online first. If you're not ready to pay a professional, order a wide angle lens attachment from Amazon for your cellphone - it literally clips onto your phone and can be as cheap as \$20 - and download an app like Curb Appeal which auto-brightens your photos. My team does this for a lot of our rental listings and while they clearly aren't professionally shot, the photos are significantly nicer than most of the competition."

(Gloria, Real Estate Broker from Chicago, IL)

"You could also do some VERY basic staging to make it stand out. It doesn't need to be crazy like you would stage a new home. Just adding in a few little accessories like an accent chair, lamp, shower curtain, entry hall rug, towels in the bathroom, decorative item on the kitchen counter, etc can make a rental house really stand out since most people don't do this. Do this prior to your pics."  
(Cassi, Rental Property Investor from Edmond, OK)

The months of February, March, and April are when tenants will often be receiving their tax refunds -- some landlords see this time period not only when existing tenants get caught up if they are behind, but when people have the funds available to move.

If an applicant shows up to your rental, looks around for 10 seconds, and says something like, "I'll take it", **this is a huge warning sign for disaster**.

Something else to watch out for is the applicant who claims, "I have security deposit and first month's rent in cash and can move in tomorrow".

An applicant who is serious about your home will do their due diligence to look around, test the faucets, flush the toilet, and ask you questions about the property and the neighborhood.

**Don't drop your screening criteria** in hopes of getting a warm body through the door! Your screening criteria is your #1 defense against having to file an eviction later on for a bad tenant.



Apartment Association of Southeastern Wisconsin, Inc.

PO Box 4125  
Milwaukee WI 53204  
(414) 276-7378  
<http://www.aasew.org>

## Upcoming Events ...

### **AASEW General Meeting**

Monday, February 17, 2020

Crowne Plaza Hotel  
10499 W Innovation Dr  
Wauwatosa, WI 53226

### **AASEW General Meeting**

Monday, March 16, 2020

Crowne Plaza Hotel  
10499 W Innovation Dr  
Wauwatosa, WI 53226

---

#### **Table of Contents:**

Page 2 -- President's Corner

Page 4 -- Landlord/Tenant News from Around the Country

Page 5 -- It CAN Happen to You: How to Guard Against Dangerous Real Estate Scams & Squatters

Page 8 -- What Sparks Joy in your Rental Business?

Page 9 -- Be on the Lookout for the "Fake Check Scam"

Page 10 -- Advertising Rates for The OWNER

Page 11 -- What things have you found in foreclosed/abandoned houses?

Pages 12-14 -- AASEW Business Member Directory

Page 16 -- Landlord Boot Camp

Page 17 -- 10,000 Affordable Homes Effort On Track

Page 19 -- Tips for Getting Tenants in the Winter Months



**Landlord Bootcamp**  
Saturday, April 25, 2020

**Register Now!**

<https://www.landlordbootcamp2020.com/>