



# Apartment Association of Southeastern Wisconsin

*Advocating for Sustainable Rental Housing*

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## **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 the rental property."*

# The Apartment Association of Southeastern Wisconsin Inc.

## 2021 AASEW Board of Directors

### President

Mike Cottrell (2022)

### Treasurer

Tim Ballering (2023)

### Executive Committee

Tim Ballering (2023)  
Tristan Pettit (2024)

### Directors at Large

Dawn Anastasi (2024)  
Marcus Auerbach (2024)  
Steve Belter (2023)  
Noah Jacobsen (2023)  
Kurt Kasdorf (2023)  
Adam McCarthy (2024)



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## PRESIDENTS

Mike  
Cottrell  
AASEW  
President



CORNER

## AASEW Annual Elections

The annual meeting of AASEW members was held on November 21, 2022 at the Sonesta Hotel in Wauwatosa.

Elections for Treasurer and Board of Directors were conducted with the following results:

- Treasurer: Tim Ballering was re-elected to a one year term. The treasurer is also a board member.
- Board of Directors:
  - Three current directors were re-elected to two-year terms:
    - Mike Cottrell
    - Tristan Pettit
    - Dawn Anastasi
  - Two new directors were elected to two-year terms:
    - Adam McCarthy
    - Marcus Auerbach
- Current directors Steve Belter and Kurt Kasdorf continue in office for the term expiring November 2023.
- In addition, Noah Jacobson was previously appointed by the Board to serve out the remaining one year term of Jasmine Medina, who resigned.

The new Board will elect a President and designate Executive Board members at its next meeting.

## AASEW Legislative Day

The next legislative day at the capitol in Madison will be Wednesday, March 15, 2023. Please save this date on your calendars. The current plan is to start about 10:30 am and end at 4:00 pm at the Park Hotel. More information and finalized plans will be forthcoming as we get closer to the date.

## Say Hello to the AASEW's Newest Board Members



**Noah Jacobson**  
Brew City Capital

As a firefighter and paramedic for over a decade before launching Brew City Capital Group, Noah gained valuable real-world experience working under pressure, adapting quickly to difficult and changing situations while working in concert with a team. He has worked with his business partner Jonathan Schumann over the past several years to grow a well performing multifamily portfolio in markets across Southeastern Wisconsin.

With over \$25M in assets under management, comprising 230 units, Noah and Jon have completed a wide range of real estate transactions that include multiple seller financed projects, fix and flips, value adds, long term holds and syndications. In 2020, Noah and Jon established a second company, Brew City Asset Management, to serve as a full service property management company for Brew City Capital Group's portfolio.

Noah specializes in acquisitions which includes deal sourcing, broker relationships, underwriting, financing, and coordinating efforts with Brew City's accountants and legal team.

Outside of his family, there is nothing more important to Noah than returning investor capital with substantial profits. Noah lives in the greater Milwaukee area with his wife and three daughters.

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**Adam McCarthy**  
Smart Asset Realty

As the owner/partner of Smart Asset Realty – he owns over 400 units in his personal portfolio and his property management company manages over 3,500 units throughout Southeastern WI with over 50 employees. As a broker he has completed \$200M in transaction volume in the past five years and will do over \$60M this year. He has two children - Kyla (7) and Claire (4), he enjoys golf, basketball, and travel. He states: “Real estate is the only “job” I’ve ever had that didn’t feel like work”.



**Marcus Auerbach**  
Keller Williams Realty

Many of you are already familiar with Marcus, who runs our monthly Lunch N’ Learn series. Marcus is an engineer by trade, worked as a corporate executive for almost 20 years before turning real estate from a hobby to a profession. Marcus has 10 years of experience with residential and commercial real estate, extensive rehabbing and construction experience, land, new construction, and property management. He is the top 3% agent in Milwaukee by production.



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## AASEW Legislative Report



By Heiner Geise, AASEW Legal Counsel

We will shortly learn which state legislators are to serve on committees dealing with housing. Chairpersons in both the Senate and Assembly will be Republicans because of their majority control. We are monitoring and working with both the Legislature and Governor Evers' office because the Governor will surely have a number of housing-related items in his budget bill to be announced early next year.

On the federal level a report has just been put out by the Consumer Financial Protection Bureau (CFPB) which attacks the work of tenant screening companies. It says:

*Tenant screening reports present summary information regarding filed evictions, often without any accompanying explanatory information as to the basis of the eviction filing. Landlords may choose to file evictions against tenants for a range of reasons, which may not necessarily be relevant to a different landlord, even if the filing ultimately results in an eviction.*

Sure, evictions can be filed for a "range of reasons" but the report does not recognize that well over 90% are for nonpayment. So, that means that tenant screening reports are accurate for over 90% of the tenant records they report on.

Secondly, if the eviction was dismissed it is still fair to mention it in a screening report because a dismissal is seldom because the tenant "won" their case; it's usually because the tenant paid up arrears and continued the tenancy or moved out voluntarily and the landlord consented to dismissing the case (or simply dropped it).

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Let's compare tenant screening to screening an application for a credit card.

If someone has a track record of often paying their credit card bills late, or maybe they got sued for an unpaid bill and then paid up and got the lawsuit dismissed it is certainly legitimate for a credit issuer to consider that pattern of behavior when deciding whether to accept them as a customer (compare: accept them as a tenant).

Another hot issue is the allegedly harmful effect of investors buying up single-family properties as rentals.

Supposedly this results in prospective homeowners being outbid. But an article in Vox says preventing investment in single-family rentals "will only reduce the availability of single-family rental housing while making it more expensive — ultimately hurting the very people for whom access to affordably priced rental housing is so Essential."

The City of Racine is doing a mailing to tenants encouraging them to call building inspection for an inspection of the "systems" in their unit.

This runs afoul of the state statute requiring that a blanket inspection program can only be directed toward a blighted neighborhood; otherwise an inspection must be based on a complaint by a tenant about an existing defective condition.

If you are a Racine landlord, and receive an inspection that is not based on a complaint, please contact AASEW Attorney Heiner Geise at [hgeise@ameritech.net](mailto:hgeise@ameritech.net).



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## Young Renters Making Trade-Offs in Response to Inflation

*By the Editors of Multi-Housing News*

Young American renters are already facing a historic shortage of rental housing and are now encountering inflation in the form of higher rents and higher prices of everyday necessities.

Grubb Properties' survey of 1,000 renters between the ages of 22 and 35 found that these young renters are taking action and making trade-offs as necessary to address this economic reality.

Of the young renters surveyed by Wakefield Research, 51% reported they had experienced a rent hike in the past year, with an average increase of 30%. Of these renters, less than 7% said they had the resources to cover the increase without changing their lifestyle.

The remaining 93% planned to take or have already taken action to address higher rents, with most taking multiple steps. That included cutting back on extra purchases (54%), looking for a new job or side gig (39%) and looking for a new place to live (34%).

"Young American renters are contending with an extremely supply-strapped housing market, which has made it significantly more difficult to find accessible apartments in desirable locations," said Todd Williams, chief investment officer at Grubb Properties.

When asked to rank their financial concerns, the rising prices of goods were cited by 30% of respondents as their top financial worry, followed by rent increases (25%), lack of savings (20%), job security (15%) and paying back student loans (10%).

### Green, urban living still appeals

There were some clear priorities where these renters were much less willing to compromise. More than four out of five (82%) said that energy-efficient and environmentally friendly buildings are at least somewhat influential in their decisions on where to rent, with 40% stating they are very or extremely influential.

Similarly, 64% at least somewhat agreed that proximity to public transportation is important in the rental decision process.

Three out of four (75%) at least somewhat agreed that living near shops, restaurants and entertainment is important to them.

And most young renters are not willing to give up their pets. Of the 74% of respondents who own a pet, most (58%) agreed that no matter how much rent increases, they would never consider a pet-free building.

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### The need for essential housing

Nearly two-thirds (64%) of the renters surveyed said it would be at least somewhat hard to find an apartment in their price range if they had to move today.

At Grubb Properties, we are focused on addressing the U.S. housing shortage by bringing new communities to some of the country's most supply-constrained areas. Our emphasis on essential housing, geared to people earning 60% to 140% of the local area median income, is helping make quality urban housing accessible to many more renters.

"We believe that quality urban housing should be accessible to all, and we are committed to delivering essential housing through our Link Apartments communities," said Williams.

## Critical Rental Forms That All Landlords Need

*By RentPrep*

Why is documentation for rental properties so important? These are the top reasons that landlords need to be keeping an organized and clear record of essential documents:

### 1. Clarity and accountability

The first two things to think about when considering the importance of documentation is clarity and accountability.

Rental agreements are signed by multiple parties. A copy of the signed agreement shows that everyone was aware of the terms when signing, and it also allows all parties to reference the agreement as needed. This keeps everyone accountable throughout the rental period. Should you need to reference a specific part of the agreement to resolve an issue, all parties will understand how the terms of the agreement come into play.

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## 2. Proof of rental conditions and notices

No landlord wants to end up in court, but the reality is that you may need to prove an eviction case for nonpayment of rent or other lease-breaking issues. The more rental documents you have as proof of the current issue, the easier it will be to show the validity of your case.

Keep all signed documents on file to prove that all parties agreed to the terms of the agreement before violating that agreement. Having the original files makes it impossible for a tenant or contractor to claim otherwise, which will be vital in winning any court case.

## 3. Uniformity

There's a lot to track when working as a landlord or property manager. If you set up templates for basic landlord forms, you'll have uniformity across all documentation. This consistency makes it easier than ever to review documents because you'll always know exactly where to find the specific terms you're looking for.

Additionally, templates make it much faster to sign rental agreements and related paperwork. Rather than creating the document from scratch each time, you can copy the document, make relevant changes, and then get to signing as soon as possible.

## 4. Recordkeeping

Having your documents on file makes it easy to keep accurate books. Renewal dates, rent increase periods, security deposit amounts, and other essential financial information is easy to find with correct document filing. Track money collected and returned more accurately with proper landlord form structure and filing.

## Essential Landlord Forms

What are the key forms for landlords to use? Whether new to the field or an experienced pro, it's easy to forget to prepare one or two essential documents.

Avoid wasting time and missing opportunities when managing rentals—ensure you have these documents ready to go.

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\*All data as of 12/31/2021. \$11B represents PGIM Real Estate's U.S. multifamily production.

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- 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.

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### Rental application

The first of many landlord forms for tenants is the rental application. This document is where the rental process begins for most tenants. The application that's filled out by prospective tenants provides you with important information about them and their potential as a tenant. Despite this document's importance, many rental applications fall short and leave out essential questions.

### Lease agreements and addenda

The next document needed for all rentals is the lease agreement. The lease is a legally binding contract that outlines the terms of the rental period and how all parties involved must act during that time. The lease agreement should be detailed to clarify as many potential issues as possible.

Without a lease agreement, it's unlikely that you'll have tenants at all. Verbal agreements are valid in most states, but it's always better to have a written copy of your rental agreement to ensure accountability among all parties.

Once signed, keep the hard copy of the lease agreement for the entire rental period. Scanning a digital copy for backup recordkeeping is also a good idea.

Any lease amendments or addendums that modify the original lease should also be kept with the lease agreement. These become part of the original agreement once signed and are just as valid in the eyes of the law, so be sure you do not misplace or destroy them.

### Eviction notice

Though rental properties are great investments, it's not uncommon for landlords to go through an eviction. Tenants sometimes stop paying rent, damage the property, or otherwise cause problems that will result in their removal from the property. When this happens, landlords must send out the appropriate eviction notices. You want to record when the notice was sent, what information was included, when it was received, and what happened next.

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### **Adverse action letter**

There will be cases when a large number of prospective tenants apply to rent one of your properties. Once you've decided who will rent the property, you must send an adverse action letter to any denied applicants. An adverse action letter tells these people why their application was denied (i.e., background check, credit score, screening agency results, or another specific reason).

If the tenant is denied due to results from a third-party service, be sure to include information on this service to the tenant. This allows tenants to file a complaint if they feel the information reported was incorrect.

When writing this letter, ensure that you do not deny a tenant's application for any reason related to protected classes as outlined by Fair Housing Laws. Protected classes include race, color, age, sexual orientation, handicap status, national origin, religion, gender, gender identity, familial status, marital status, and other potential discrimination factors.

### **Late rent notice**

Late rent notices inform tenants that their payment is late. This form also tells tenants how they can pay, what they owe, and what will happen if the payment is completed after a certain length of time.

In many states, late rent notices are sent as a "pay rent or quit" notice. As the name suggests, this tells tenants they must pay rent or leave the property. If they choose to do neither, the landlord will file for eviction. Late rent notices detail as much information as possible to ensure the tenant understands their situation.

### **Lease renewal**

Lease renewal notices alert tenants about whether or not you intend to renew their lease. Sending out this letter keeps all parties on the same page and encourages tenants to update you about their plans if they differ from your understanding.

If you are not extending the option to renew the lease, you'll want to tell the tenant why lease renewal is not possible, when move-out will occur, and how their security deposit will be returned to them. If you are renewing the lease, you'll want to tell the tenant how lease renewal will occur, if another agreement will be signed, if the rent will increase, and when any applicable changes will go into effect.

### **Move-in and move-out checklist**

As a landlord, keeping a clear record of each property's condition is critical for long-term success. The best way to keep an accurate list of conditions is to complete move-in, move-out, and general property inspections.

Creating a checklist for each inspection ensures that all areas are thoroughly and adequately inspected during these essential stages. If you have the correct information, you will be better able to assess any damage, plan repairs, and return security deposits.

### **Rent receipt**

One of the less common landlord rental forms you may need is the rent receipt. A rent receipt does exactly what it sounds like: it outlines the transaction of rent collection between two parties. Landlords often use online rent collection services, and the software automatically generates the rent receipts. If you collect security deposits or rent through cash or checks, however, it's key that you provide tenants with their own receipts.

### **Notice to quit**

When a tenant has violated lease terms or stopped paying rent, the landlord needs to send a notice to quit. This notice alerts the tenant about the specific violation and what will happen next.

The Landlord must clearly provide details in this notice, including when the tenant needs to vacate. If there is any chance of remedying the situation, this information is also written into the notice to quit.

Clearly provide information about what lease section was violated, and include a copy of the original lease. This ensures that the tenant understands the issue and makes them less likely to challenge your decision. This will shorten the eviction process, saving you time and money.

### **Tenant screening checklist**

Choosing the right tenant can be challenging, but you can make it easier by having a tenant screening checklist. Your checklist should include these essentials: Credit score, Eviction history, Rental history, Background check, Landlord references, Employer references, and Income-to-rent ratio.

Use this information to determine whether a prospective tenant will be the right fit for your property.

# AASEW Business Member Directory

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[madeline@glazd.com](mailto:madeline@glazd.com)  
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# AASEW Business Member Directory

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13620 W Capitol Dr #F  
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### **WE Energies**

Tim Craft  
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t: (414) 221-4951  
[www.we-energies.com](http://www.we-energies.com)

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## TOWING & RECOVERY SERVICES

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

## UTILITY MANAGEMENT AND BILLING

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Elm Grove WI 53122  
[dave@utilityservicesllc.com](mailto:dave@utilityservicesllc.com)  
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[www.utilityservicesllc.com](http://www.utilityservicesllc.com)

## WATER HEATERS

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## PROPERTY MANAGEMENT

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t: (414) 462-9962  
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### **Bartsch Management LLC**

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

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Milwaukee WI 53224  
t: (414) 386-8302

### **Horizon Management**

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t: (608) 354-0908

### **Prospect Management Company**

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[help@pmcwi.com](mailto:help@pmcwi.com)  
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### **MPI Property Management, LLC**

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

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



### AASEW OWNER Article Guidelines

Would you like to submit an article for publication in the AASEW 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 around the 10th of the month.

Limited print copies of the newsletter may be available at the General Membership Meeting following its publication.

We are happy to accept one article per author per newsletter. Please keep the 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 are appropriate.

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## Investors will be able to contribute up to \$22,500 in 401(k) plans and \$6,500 in IRAs in 2023

By Kate Dore, CFP® -- CNBC

If you're eager to save more for retirement in 2023, there's good news from the IRS, which just announced higher limits for your annual 401(k) plan and individual retirement account contributions.

The employee contribution limit for 401(k) plans is increasing to \$22,500 in 2023, up from \$20,500, and catch-up deposits for savers age 50 and older will jump to \$7,500, up from \$6,500. The new amounts also apply to 403(b) plans, most 457 plans and Thrift Savings Plans.

The agency has also increased contribution limits for IRAs, allowing investors to save \$6,500 in 2023, up from \$6,000 in 2022. The catch-up deposit will remain at \$1,000.

The boost for IRA contributions is significant, as the cap hasn't changed since 2019, limiting savings for Americans without a workplace retirement plan.

And more Americans may also qualify for Roth IRA contributions, with the adjusted gross income phaseout range rising to between \$138,000 and \$153,000 for single filers and \$218,000 and \$228,000 for married couples filing jointly.

Income ranges have also increased to qualify for the retirement savings contributions credit and the ability to deduct pre-tax IRA deposits with a workplace plan.

This week, the IRS released dozens of inflation adjustments for 2023, including higher income tax brackets, increased standard deductions, bigger estate tax exclusions, larger income brackets for capital gains and more.

Additional links for more information:

[IRS provides tax inflation adjustments for tax year 2023](#)

[What's New - Estate and Gift Tax](#)

[Here's how to pay 0% capital gains taxes with a six-figure income](#)

## Why we Need the Apartment Association Now, More than Ever



By Tim Ballering, AASEW Board Member

There is a growing anti-rental-owner movement across the nation. Some fail to see that without successful property owners and managers, those who rent will be far worse off.

Most of what is framed as “tenant advocacy” is really advocating for the renters who do not pay or do not follow reasonable rules, thereby costing the good and great renters more per month and often less enjoyment of their unit.

Ultimately it results in less available rental housing at much higher costs. Good renters should be opposed to these efforts nearly as much as owners are.

### [Tenant Chemistry](#) - Yale Daily News

*In late August, 2021, in an eight-sided gazebo at the corner of New Haven’s Edgewood Park, 41-year-old Alex Speiser joined a new organizing drive in what he described as a “leap of faith.” It was early evening, humid, and the weather was soupy. Speiser, a high school English teacher in Darien, Connecticut, walked from his home through New Haven’s Westville neighborhood, where he was due to meet three tenant organizers. They belonged to the Central Connecticut branch of the Democratic Socialists of America, and they intended to prepare a half-dozen novices, Speiser included, for a “deep canvass.”*

*Instead of a pitch to join a cause, the organizers wanted to knock doors, hear residents’ anger about poor housing conditions, and identify potential leaders among the tenants who could join future organizing efforts.*

### [Tenants Rights: It’s Not a Moment, It’s a Movement](#) — Shelterforce

*In Antioch, California, a recently approved rent stabilization ordinance was backdated to August to forestall landlords from jacking up prices in anticipation of it going into effect.*

*In East Boston, more than 100 apartments were transferred away from a corporate landlord to a nonprofit community land trust. The win comes after seven years of organizing against the landlord, who had been trying to displace the households.*

*These are just two of many recent victories that came after we wrapped up editing for our latest Under the Lens series—Tenant Power Returns. Right to counsel laws are spreading. Good cause eviction policies are on the agenda in numerous places. The pace of the news is a testament to how strong and active the tenant organizing movement is right now.*

### [The Rent Revolution Is Coming](#) - The New York Times

*Here’s a list of places you might imagine seeing an argument over housing policy. A city council meeting. A late-night zoning hearing. Maybe a ribbon-cutting to christen a new affordable housing complex.*

*Instead, there was Quinton Lucas, the mayor of Kansas City, Mo., on a stage dressed as the pope with a half-dozen hecklers in yellow T-shirts berating his new housing plan from the audience in front of him. Just before he walked onto the stage, the demonstrators, who belonged to a group called KC Tenants, unfurled a banner that read “Mayor Lucas: Developing Displacement.”*

*A pack of uniformed security guards promptly smothered the scene. During the slow procession to the exit gates that followed, members of KC Tenants chanted, “The rent is too damn high!” while the audience tried to focus on the mayor/pope and the dancing nuns.*

### [California tenants rise up, demand rent caps from city halls](#) - WHEC.com

### [New York City Is Failing Tenants. So They’re Getting Organized](#) - Dwell

*Along with the Crown Heights Tenant Union, BED helped prevent the eviction of three generations of a Brooklyn family in an alleged case of deed theft earlier this year.*



## Rental Housing News from Around the Country



By Dawn Anastasi, AASEW Board Member

Here are some news stories involving rental housing or landlord/tenant relations from around the country.

**Oakland CA** -- In March, a group of rental property owners filed a lawsuit in federal court to overturn Oakland and Alameda County's eviction bans.

The landlords argue that the city and county COVID-19 eviction bans, in place since March 2020, constitute an illegal "taking" of private property by the government and violate state law.

Federal Judge Laurel Beeler allowed the eviction moratoriums to stand. Beeler disagreed that the city and county are taking landlords' property, saying that the moratoriums "are temporary...do not absolve renters of their obligation to pay rent, and include exceptions allowing the landlords to leave the rental business."

The eviction moratoriums have been extended to February 28, 2023. It is unclear at this time if they will be extended again. The case will continue working its way through court, likely going to trial next year.

**Illinois** -- For more than a year, Illinois prevented landlords from evicting non-paying tenants. Nearly \$1.02 billion in emergency rental assistance was given out in Round 2 of the Illinois Rental Payment Program for COVID-19 relief.

But many landlords were left without much recourse or help. Of more than 64,000 applications, about 27,000 were approved for the second round of the federally funded program.

*Continued on page 18*

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*Continued from page 17*

**Multnomah County, OR** -- The Eviction Representation for All campaign has collected enough signatures to put a new measure on the May 2023 ballot to implement a capital gains tax to fund eviction defense services.

The initiative proposes to levy a tax of 0.75% on capital gains, which are profits incurred by the sale of stocks, bonds and real estate holdings. It would fund legal representation for residents facing evictions across the county.

**Orange County, FL** -- Voters approved an ordinance that prevents owners of existing apartments from raising rents at a rate higher than the inflation rate for the region. The measure passed 59% to 41%.

In September, a lawsuit was filed by the Florida Apartment Association and the Florida Association of Realtors, seeking to invalidate the ballot measure, but a judge ruled that the suit could not proceed until after the election.

**Nebraska** -- Legal Aid of Nebraska argued that a judge deciding if an eviction should be granted goes against the constitutional right to a jury trial.

Back in 2020, an Idaho Court ruled that families facing eviction have a constitutional right to a jury trial. *Idaho Legal Aid Services v. State of Idaho*

The ACLU of Nebraska and the Iowa-Nebraska NAACP filed a “friend of the court” brief to the Nebraska Supreme Court.

**New York** -- A protest of about 150 or so landlords was held outside of the governor’s office in mid-November. They held posters reading “Small landlord lives matter” and “Give landlords due process now.”

There are an estimated 569,000 tenants in New York State who owe a cumulative \$2.4 billion in back rent, debts that increased during the pandemic and compounded as rents in the city soared over the past year. Landlord groups say these deficits, along with inflation, the cost of utilities, and rising taxes, have scrambled their budget sheets.


## Looking for Multi-Family Real Estate Financing?



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## Consider Donating to the AASEW

[www.aasew.org/Donate](http://www.aasew.org/Donate)

Legal Action asked the court to cut the "record retention period to one year for most eviction cases and keep the retention period at twenty years only for evictions where the court orders a renter to pay money back to their landlord."

The Wisconsin Supreme Court's decision on this will affect all rental owners. The Apartment Association is filing a reply to Legal Action's Petition.

The law firm that will draft the reply and appear on the industry's behalf at the oral hearing estimates the cost to be \$17,500.

### So how can you help?

If you're not already a member, you could join the Apartment Association, a group that, over the past 40 years, has spent more than half of its dues income on lobbying and court actions to secure the rights of legitimate rental owners.

We also accept donations in any amount. Some larger owners who are members of the Association have made additional donations as they feel the issue is that important.

If you know any rental property owners who are not already a member, please encourage them to join the AASEW.

Membership in AASEW provides networking, education and mentoring. In addition to these immediate benefits AASEW members believe that the greater value of the organization is the strength in numbers it brings.

Our community consists of over 40,000 landlords in Southeast Wisconsin, alone we cannot fight the great strength of the local and state government, but together we can. We encourage you to get active in the Association and help make Wisconsin a better place for landlords to do business.

**Please don't assume "someone else" will donate.**

**We need YOU.**

All landlords in Southeastern Wisconsin, working together, make us a strong organization.

A large **THANK YOU** to those who have already donated!



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## Upcoming Event

### Landlord Lunch and Learn Series

**Topic: Lifestyle by Design with Real Estate Investing**

How to build a lifestyle by design and live well by real estate investing. Plus monthly Milwaukee market update.

When: Wednesday, December 21, 2022

Location: Virtual Online Meeting

Cost: AASEW Member - FREE

Non-Member - \$10

\*This call will be recorded and emailed to all registered participants.

[Register Here](#)



**Marcus Auerbach**

For meetings and events questions or assistance,  
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