

AASEW

Apartment Association of Southeastern Wisconsin, Inc.

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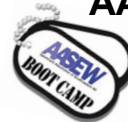
Representing the Interests of the Rental Housing Industry in Southeastern Wisconsin

2018 The Year in Review

By Eric Swanson
The Giertsen Company

As a 16 plus year AASEW Business Affiliate Member, I would like to wish everyone a **Memorable** New Year. Some years I can't wait for the year to end, to be quickly forgotten and to move on to the next 365 days. Not so for the AASEW, as this past 2018 year was memorable for the AASEW. How so you ask? In my opinion, lots of positive changes have taken place and more changes are planned for 2019 and the future. Before you start breaking those self made resolutions, what about taking a moment to reflect on the accomplishments of the AASEW's Team of Volunteers in 2018. First thing is saying to the 2018 Board and Volunteers. "Thanks!" They have been busy this past year, working diligently to make 2019 even better than a very memorable 2018.

So what about 2019? The list of items to tackle is long but very achievable as the Board has made some far reaching internal modifications to on-staff administration, in the hiring of Kathy. Some changes made were small yet just as important. Others are visible and truly impacted the organization's 2018 success in attracting and increasing membership and business affiliates. Let's start with several of the visible items that you might have already taken for granted. "Yes, how quickly we forget." The changes to the monthly meeting format with round table discussions, at times - two speakers to double-up on multiple topics, a more timely start-end time and a register check-in to monthly meetings which is expedited. Note that

Continued on page 13.

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www.aasew.org/landlord-boot-camp
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SPACES STILL AVAILABLE*See inside back cover for more details.***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.

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PRESIDENT'S

CORNER



It is no secret that Milwaukee and Wisconsin, like many other municipalities and states, continue to struggle with the issue of eviction and its negative impact on the at-risk population and the larger community.

There is no denying, we, as landlords and investors, are part of that equation and must evaluate our own role in this breakdown of communication. As landlords, we are offered a unique perspective. As investors we cannot continue to live in a bubble and expect a positive outcome. Perhaps more importantly, we possess the opportunity to directly influence the landlord and tenant relationship. The most fundamental investment we can make is to not only educate ourselves, but also the people in the communities we work in. AASEW will continue to expand this education and take a more active role in defining who we are in the community.

With the assistance of a grant from the Advancing a Healthier Wisconsin Endowment, an eviction prevention stakeholder group, The Eviction Prevention Project, was created by the City of Milwaukee. During the past six months as President of AASEW, I have had the opportunity to participate directly with other local stakeholder groups seeking to collaborate on efforts to reduce evictions in Milwaukee County. Many of these organizations already assist households in eviction prevention or eviction recovery.

It's hard for me to believe, but in the past, few if any of these groups have come together to develop a common vision for responding to this critical challenge or had past communications to know what other resources might exist. They have each operated in their own vacuum. Between May and November 2018, the Wisconsin Policy Forum (WPF) served as the facilitator for five meetings of these stakeholder groups, ultimately culminating in the Eviction Prevention Project's report, '*No Place Like Home*'.

Although the WPF report did not prioritize needed improvements, Stakeholders identified the gap in information and communication as an area needing improvement. Members strongly advocated for coordinating eviction prevention services into a more cohesive system and leveraging the resources and expertise around the table to better serve the broader community

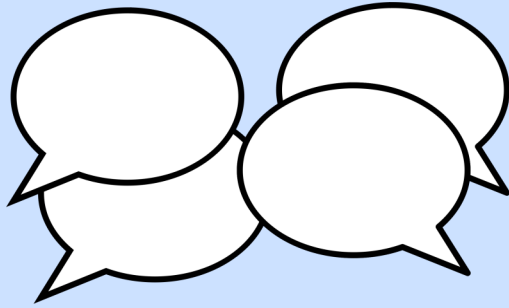
— both landlords and tenants.

I see no reason we cannot collaborate. By educating community groups, tenants and landlords we can deliver better housing. We can be an important strategic partner in making Milwaukee and Southeastern Wisconsin a better place to live. AASEW will continue to build on these relationships. We are beginning to establish a better understanding of each other's needs, develop a better appreciation of the community resources around us, and to be appreciated by the community for the role we play. How can we as landlords or investors be successful if our tenants are not. I have stated in the past that good tenants are worth their weight in gold – but so are good landlords., teachers, police, community groups, and local governments. Perhaps the most fundamental indicator of a successful business is its ability to attract and retain consumers. If a business is unsuccessful in attracting good customers, that business will not be sustainable. Through the same logic, without the ability to retain qualified tenants, we cannot be successful landlords. In our last newsletter, I stated that AASEW has begun the process of building working relationships with community groups. At present, the only tool we have for non-paying tenants is the initiation of the eviction process. By promoting these relationships with the local community groups, non-profits and local governments, we can add tools to everyone's belt.

Based on feedback and discussions, the following report summarizes the group's initial recommendation and identifies key consensus items.

Continued on page eight.

NEW AASEW NEWSLETTER FEATURE:



“MEMBER INTERACTIVE”

Here's a chance for you to get involved. Each month we will present an article with an opportunity for you, our members, to respond.

Please consider your answer and send it in an email to membership@aasew.org.

Who knows, you might even see your response in the next issue.

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Seller Financing - What is it and How Does it Work?

By Dawn Anastasi
AASEW Board Member

At our September meeting, a panel spoke about some creative financing and exit strategies for real estate investors. This article will expand upon one of the topics that is both a creative financing strategy for the buyer, and an exit strategy for the seller.

Seller Financing is when the seller finances the property sale to the buyer, acting as the “bank” or “lender” in the transaction. The buyer would sign a promissory note, and a mortgage contract, which allows the seller to foreclose on the property if the buyer doesn't fulfill their obligations on the contract.

A seller may decide to offer seller financing when they still want monthly income from the property, but does not want to do the day-to-day management of the property or pay a property management company. Also, they may want to structure a sale as an installment contract for tax purposes.

What Type of Terms Can the Buyer and Seller Agree To?

The buyer and seller can agree to almost any terms that make sense between the parties. Here is an example:

Sale Price: \$100,000, \$10,000 down, amortized over 30 years at 6%, with a balloon after 5 years. This would mean a monthly payment to the seller of \$539.60 (which includes principal and interest) and a balloon payment due in 5 years of \$83,748.59. Over the course of the 5 years, the seller will have earned \$26,124.59 in interest payments alone.

Wait, that can't be right, can it? \$26,124.59 in income of the course of 5 years, and never having to unclog a toilet, screen tenants, pay property taxes, and deal with any of the other hassles of being a landlord? Plug the numbers into an amortization calculator and see for yourself!

Have you ever bought or sold a property using seller financing? Send your replies and experience to membership@aasew.org and your response may be featured in the next newsletter



AASEW
Apartment Association of Southeastern Wisconsin, Inc.

Community Spotlight



COMMUNITY ADVOCATES

Where Meeting Basic Needs Inspires Hope

Their Mission

To provide individuals and families with advocacy and services to meet their basic needs so they may live in dignity.

Their History

Community Advocates Inc. is committed to ensuring that low-income families and individuals in Milwaukee are able to meet their basic needs. We are one of the few remaining community-based organizations welcoming walk-in clients five days a week.

In 1976, Ramon Wagner -- formerly a priest in the Catholic Church -- and two volunteers opened the doors of Community Advocates in a small storefront on Milwaukee's north side. Their hope was to provide basic life-sustaining services for Milwaukee's neediest individuals and their families until they could move forward on their own.

This was the vision and passion that Wagner, the agency's founder and longtime Executive Director, brought to his work until his death in 2005. He left behind an organization with tremendous heart, and it is in his spirit of service that the agency continues to move forward.

Since 2005, Community Advocates has grown from a staff of approximately 30 to a staff of 125. The budget has grown from \$4 million to nearly \$12 million. The headquarters has

moved from a small, ill-equipped building on Milwaukee's north side to a large, newly renovated building downtown that is accessible to clients from all over the city.

Over the years since its founding, Community Advocates has evolved from dealing primarily with those in crisis to providing programs and services that help prevent crisis.

Whether there is a need for safe, affordable housing; money management services for chronically mentally ill individuals; or quality health care for all, Community Advocates meets these needs with effective, innovative programs and services that work.

Our belief is that advocacy is more than just helping families and individuals. Advocacy is also about building a community that empowers families and individuals to help themselves.

Today, Community Advocates offers more than 30 programs, providing services and assistance that inspire Milwaukee's neediest individuals and families to envision a future with hope.

What they do:

Family Violence -- Milwaukee Women's Center

The Milwaukee Women's Center operates a 24/7 emergency shelter for survivors of domestic violence and homelessness, and offers supports and services for survivors.

24-Hour Domestic Violence Crisis Line (414-671-6140)

Milwaukee Women's Center staff and trained volunteers will answer your call.

Continued on page 15.

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How to Market your Rental to Traveling Nurses

By Brian Payne

Reprinted from Landlordology.com,

A service of Cozy

If you own or manage furnished rental property, there's a huge potential market for you to consider—traveling nurses. About 30,000 travel nurses need temporary furnished housing at any given time.

Traveling nurses are regular nurses, but they travel to fulfill their 13-week contracts. And this happens all across America. About 400 medical staffing companies compete to place travel nurses in jobs. As you can imagine, this is a pretty big industry—about a \$4 billion one.

Since traveling nurses need furnished housing during their assignments, they make up a big pool of potential tenants. If you have a furnished rental, or are considering getting one, you may want to think about catering to traveling nurses.

Why travel nurses make great tenants

Whether you're a landlord with multiple properties or are just renting out your back cottage, travel nurses could make great target tenants for you—they're predictable and desirable. Travel nurses stay for about three months at a time. And for landlords who rent their space furnished, that's a significant advantage over the three-night average a vacation rental might provide.

The 13-week assignment is the industry standard. Most of the time, travel nurses have the option to renew their contract for a subsequent term as well. In addition to their length of stay, many landlords like the fact that travel nurses receive background and drug screening before they're hired. And travel nurses receive a stipend to cover their housing expenses while on assignment. Knowing this, most landlords enjoy renting their furnished units to travel nurses.

What travel nurses want in a rental

Travel nurses can travel alone, with roommates, with their families, and sometimes they may even bring their pets. They'll stay in a spare room, back house, studio, apartment, condo, or a house.

They'll want wherever they stay to be furnished. You should stock your rental with necessary housewares that will accommodate a traveling healthcare professional for three months at a time. Travel nurses choose properties that are clean, comfortable, and close to their assignments (a 15-30 minute drive is ideal). Rentals don't have to be exclusive or high end; affordability is important to travel nurses.

How to find them

The medical staffing industry is a tenant-making machine. It produces highly-trained professional tenants over and over again. And with the influx of baby boomers flooding hospital beds across the United States, that won't end anytime soon. So how can you start renting to travel nurses?

Contacting your local hospital will most likely be fruitless. By the time travel nurses arrive, they've probably already secured housing. Likewise, calling medical staffing companies will probably be too time-consuming. There are just too many of these companies. Landlords may also look to vacation rental booking sites to attract travel nurses but might be disappointed that they can't screen the tenant the way they want to beforehand.

There are sites that specialize in just travel nurse housing. There you can list your property and connect with travel nurses directly, screen the nurses the way you want to, and sign them as tenants without commissions—in most cases.

It's worth finding out why travel nurses make great tenants!



*The Presidents Corner
Continued from page three*

- **Create a new Tenant-Landlord Resource Center**

Such a center would serve effectively as a “front-door” for eviction prevention services throughout Milwaukee. Doing so, could help simplify the process of accessing services while allowing service providers to function within an integrated system. The idea of a “front-door” or “one-stop shop”, would appeal equally to landlords and tenants. For landlords, it could serve as a more efficient system to refer tenants for housing stability support, minimizing the reliance on multiple organizations serving different purposes. As one member stated, “those systems need to collaborate”. The “front-door” could be a website or even a call center. Anything that could simplify the process of accessing educational, legal and financial services. These functions would ultimately take significant tension off landlords. Many members of the group agreed that eventually a physical location would be ideal. Madison has a Tenant Resource Center that could serve as a model for Milwaukee.

- **Expand awareness of mediation services**

Recent efforts in guiding tenants and landlords to pre-eviction mediation have shown the promise of that strategy. Unfortunately, few are aware it exists. Enhanced referral processes and community awareness strategies are needed. For example, many people were not aware of Mediate Milwaukee – a nonprofit that provides free mediation services for tenants and landlords to prevent court-ordered evictions. Anyone can request mediation before an eviction case is filed in court. By doing so, one can avoid the negative effects of having an eviction on an individual’s record. The organization also provides free services in the Milwaukee County courthouse on Wednesdays to mediate eviction cases. Amy Koltz, executive director of Mediate Milwaukee, says her organization’s services are being underutilized. The onus is on us landlords to facilitate the use of such resources.

- **Enhance capacity of temporary rent assistance programs**

Existing programs within Milwaukee County have limited resources and/or narrow eligibility criteria. A new or expanded temporary rent assistance fund should be created to assist more renters facing temporary financial emergencies.

Recent research supports our members’ thinking. Recent data gathered demonstrates why investing community resources in housing stability is beneficial to the city. It found that for every \$1 invested in eviction prevention, \$4 in “social benefit” are generated.

Bringing the coalition together, identifying the current landscape of services, finding the gaps and suggesting possible areas of improvement are just the first steps to prevent evictions in Milwaukee. As one member asserted, “to get everybody in the room is a win.” The group needs to continue researching, evaluating, educating and developing action steps and policy plans. Approaching these concerns collectively, maintaining an ongoing conversation and an open seat at the table for community leaders and members is a commitment we can all make.

Further research and materials are available for those interested. The Affordable Housing Forum was featured in a Milwaukee Neighborhood News story earlier this month, “*New eviction prevention coalition encourages investment in housing stability*” (https://milwaukeeenns.org/2018/11/13/new-eviction-prevention-coalition-encourages-investment-in-housing-stability/?mc_cid=c743a19d2f&mc_eid=a22ceeeb60).

For a copy of the final report go to The Wisconsin Policy Forum, Eviction Prevention Project report No Place Like Home, go to <https://wispolicyforum.org/research/no-place-like-home/>

Ron Hegwood
AASEW President

ADVANCED LANDLORD BOOT CAMP COMING THIS SPRING!

Those of you that have attended Tristan Pettit's prior Landlord Tenant Boot Camp in the past know what a valuable resource it is. (For those who have not attended, the next one is Saturday, February 9th, 2019 details a <http://www.landlordbootcamp2019.com>) But there is only so much information that will fit into an 8-9 hour day. For those that have asked for a more in depth learning experience, here is your opportunity to deep dive into a few hot topic issues. Tristan will be offering a three and a half hour seminar focused on only a few subjects with an open question and answer format. The session will also include the latest Landlord Boot Camp manual.

Please note that in order to attend the Advanced Landlord Boot Camp you must have completed the regular Landlord Boot Camp within the past three years.

Topics that are being considered:

- Pets, service animals, and pets pretending to be service animals - What you need to know.
- Criminal Screening - The rules changed in 2016. What you can and cannot do today.
- Your tenant died - What do you do with the stuff they left behind and their deposit?
- Occupancy limits – just how many people can live in my rental property legally?
- Automatic lease renewals- When you can require a tenant to provide a notice to vacate and when you cannot.

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Please note:

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AASEW BUSINESS MEMBER DIRECTORY

PROPERTY MANAGEMENT COMPANIES

Affordable Rentals

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

Bartsch Management LLC

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

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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
om
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

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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
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www.pammke.com

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

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

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PARKING SIGNS
REAL ESTATE SIGNS
ELECTION SIGNS

2018 The Year in Review
Continued from the page one

monthly attendance has stabilized at an average of 80 to 95 members with occasional upward jumps which are topic related. The great subjects of interest can be attributed to the survey efforts to find out what landlords want and need to educate themselves.

Other not so visible changes are occurring and are as follows: changes to the website have made it friendlier, further developments to the Members Only Facebook Group page are forthcoming, and the shifting of the monthly Newsletter to an in-house production to assist in streamlining the process. The recognition of the need to offer an advanced Boot Camp is there for the more seasoned landlord looking to dig deeper into the issues. You would have to agree that these are all great steps forward. Look forward to what is going to take place by the end of 2019. More good stuff is in the works.

A future focus and directive is to build community and neighborhood relationships to have the AASEW be a more visible community partner. With this partnership is the responsibility to have your voice heard as issues begin to bubble upward into policy and changing legislative efforts. In my opinion, you can't effectively set policy if you have not been invited to the table to discuss the issue with the stakeholders. Far better to help inform and educate policy makers in the inception of ideas balanced against the reality of being a landlord with a financial stake in the process of providing safe and affordable rental housing. Do not let silence be interpreted as a lack of caring. I personally encourage you to take an active role as a member of the AASEW and your investment will really pay off.

Again THANKS to the 2018 Board and the many volunteers. Wishing everyone great success in 2019. Make it a Memorable Year.

Editor's Note: Thank you Eric for this article and more importantly for your continued dedication to the AASEW and to our members.

Coming in February
A NEW NETWORKING
OPPORTUNITY



Beginning in February we will begin offering a group/page on Facebook for AASEW members ONLY. This group will allow you to post questions to the page and allow others to answer based on their knowledge and experience. It will be a great place for our members to connect, network and help each other.

Not a member of Facebook yet? Be sure to join now so you'll be ready when the group goes live. Don't forget to like the AASEW Facebook page while you're there!

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Luke Benish | Property Management Representative
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**AASEW Community Spotlight:
Community Advocates**
Continued from page 5

Family Support Center Emergency Shelter

The Family Support Center Emergency Shelter provides 24/7 care for families experiencing homelessness to help them become independent again.

Energy Assistance

Learn how to save on your energy bills and get additional benefits such as furnace repair or weatherization materials through the Milwaukee County Energy Assistance Program and the Wisconsin Low-Income Home Energy Assistance Program (LIHEAP).

Tenant-Landlord Help

We can help solve problems between landlords and tenants, get repairs done, prevent evictions, and assist tenants to budget for rent payments.

Homeless Outreach & Supportive Housing Programs

We engage individuals living on the streets, and operate the Homeless Outreach Nursing Center, Autumn West Safe Haven, Project Bridge, and My Home programs.

Older Abused Women's Program

A community-based program for women ages 50+ who have been victimized by a loved one.

Nevermore Batterers' Treatment Program

An educational, support group-based program aiming to help male batterers understand and take responsibility for their violent behavior.

New Pathways for Fathers and Families

New Pathways uses group workshops plus individualized support to help men develop their financial outlook, parenting skills, and healthy relationships.

SSI and Disability Advocacy

Contact us if you need assistance with the Interim Disability Assistance Program (IDAP) or need payee services.

Substance Abuse Treatment

We offer no-cost treatment for women, men, and families in English and Spanish.

Bottomless Closet

Provides work-appropriate, gently used clothing and supportive services to job seekers.

Contact Information:

Community Advocates
728 North James Lovell Street
Milwaukee, WI 53233

Phone: (414) 449-4777

Community Advocates Public Policy
Institute

Phone: (414) 270-2950
Fax: (414) 270-2971

- Administration: (414) 449-4777 ext. 2991 Fax: (414) 270-2971
- To Make a Financial Donation: (414) 405-6054
- To Donate Items: (414) 270-2984 / Fax: (414) 270-2971
- Milwaukee Women's Center: (414) 671-6140 / Fax: (414) 221-0169
- Milwaukee Women's Center 24-Hour Domestic Violence Crisis Line: (414) 671-6140
- The Bottomless Closet: (414) 270-2984 / Fax: (414) 270-2971
- Energy Assistance: (414) 270-4MKE / (414) 270-4653
- Housing Department: (414) 449-4777 / Fax: (414) 875-2010
- Addiction Treatment Services: (414) 270-4600
- Nevermore Batterers Treatment: (414) 828-5190
- Autumn West Safe Haven: (414) 671-6337 / Fax: (414) 937-3744
- Disability Advocacy/Interim Disability Assistance Program (IDAP): (414) 270-2994
- Protective Payee Services: (414) 270-6921
- Volunteering at Community Advocates: Phone: (414) 270-2984 / Fax: (414) 270-2971
- Media requests: (414) 270-2999



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Ad Size	#of runs	Total Cost
Business card	6	\$200
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	6	\$275
	12	\$500
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	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.



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What Would Warren Buffett Do? 12 Quotes for Smarter Investing



By Ali Boone
BiggerPockets.com

Regardless of your age, there is one thing to keep in mind as you continue to navigate your life and try to figure out which direction you should go on different things (like investing!). This one thing you should keep in mind is the quote that has gotten me where I am today, that continues to help me decide who I should be listening to and who I should graciously tell to go jump off a cliff, and that simplifies my own navigation.

“Don’t take advice from someone you wouldn’t trade shoes with.”

Most of us are constantly fed people’s opinions on what we should be doing with our lives. Every time this happens to me—and even when it is people on BiggerPockets responding to my articles or my forum posts—I immediately ask myself if I would trade shoes with that person in terms of their lifestyle and success. If the answer is “no,” I thank them for their opinions and move on. If the answer is “yes,” I start listening very carefully.

Now, who is one person we can all probably agree is someone we might all consider taking advice from? How about the billionaire legend Warren Buffett? I don’t know about you, but if Mr. Buffett were sitting right in front of me dishing out real estate investing advice, I might be pretty keen to listen to it.

Since it is unlikely Mr. Buffett himself will be sitting at your dinner table anytime soon offering you advice on your real estate investing career, I’ve compiled a list of what I have deemed to be some of his best pieces of advice. Take them or leave them as you wish. Maybe they apply to your situation and maybe they don’t, but I’d venture to say they are certainly worth a quick consideration.

12 Warren Buffett Quotes for Better Investing

In no particular order, here are some of my favorite tips from Mr. Warren Buffett himself!

1. “Be fearful when others are greedy, and be greedy when others are fearful.” (One of his most famous!)
2. “A public opinion poll is no substitution for thought.” (Don’t just listen to everyone and their moms ranting off about stuff and take it for gold!)

3. “Think in terms of income, not appreciation.” (Always be cautious when speculating!)

4. “You ought to be able to explain why you’re taking the job you’re taking, why you’re making the investment you’re making, or whatever it may be. And if it can’t stand applying pencil to paper, you’d better think it through some more. And if you can’t write an intelligent answer to those questions, don’t do it.” (Yes!)

5. “Use partnerships to fill gaps in your expertise.” (Be willing to admit your weaknesses and be willing to bring in team members to fill those!)

6. “Minimize your mistakes and learn from those you make.” (Literally the key to successful real estate investing in my opinion!)

7. “I really like my life. I’ve arranged my life so that I can do what I want.” (The difference between investing and a *job!*)

8. “When you plan to buy, plan to hold.” (Buffett is huge on the idea of holding! Remember the importance of long-term plays.)

9. “The macro view is more important than the micro view.” (Look at the big picture!)

10. “Risk comes from not knowing what you’re doing.” (Be educated!)

11. “Embrace the boring.” (Sometimes the boring long-term plays are the most successful!)

12. “I’d buy up a couple thousand single-family homes if it were practical to do so. Houses are better than stocks.” (Maybe a little biased on my part since this is what I do, but he has a point!)

I could probably keep going, as there is no shortage of advice and ideas from the man himself, but use the ones I gave you as motivation to think bigger. Look to the guys who have done what you are trying to do. Do you want to become rich, do you want to become financially free, do you want to be able to choose your lifestyle? Or maybe you are just looking for security for your family. Whatever it is, find the guys who have done it and follow in their footsteps. Nothing personal to people chiming in on the BP Forums, but they are no Warren Buffett!

Always, always take into consideration who is behind the advice being offered you. I can pretty much promise that if you listen to the majority of people around you, you aren’t going to get where you really want to go.



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.

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Landlord Boot Camp

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5. What rental documents you should be using and why
6. When you should be using a 5-day notice versus a 14-day notice, 28-day notice, or 30-day notice and how to properly serve the notice on your tenant .The Wisconsin Eviction Notices have changed and improved under Act 176, enacted in March 2016
7. Everything you wanted to know (and probably even more than you wanted to know) about the Residential Rental Practices (ATCP 134) and how to avoid having to pay double damages to your tenant for breaching ATCP 134
8. When you are legally allowed to enter your tenant's apartment
9. How to properly draft an eviction summons and complaint
10. What to do to keep the commissioner from dismissing your eviction suit
11. What you can legally deduct from a security deposit
12. How to properly draft a security deposit transmittal / 21-day letter
13. How to handle pet damage
14. How to deal with service and comfort animals
15. What to do with a tenant's abandoned property and how this may affect whether or not you file an eviction suit
16. How to pursue your ex-tenant for damages to your rental property and past due rent (and whether it is even worth it to do so)
17. An ample question and answer period. This alone is worth the admission... and much more.



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Presenter:
Attorney Tristan Pettit

Tristan R. Pettit is an attorney at Petrie and Pettit, SC located in Milwaukee, Wisconsin. He concentrates his practice in the area of landlord-tenant law, representing landlords and property management companies throughout the state. Tristan presents seminars on landlord-tenant law and related matters throughout the state, and is a past president of the Apartment Association of Southeastern Wisconsin, Inc., currently serving on its Board of Directors.



PO Box 174
Butler, Wisconsin 53007
(414)276-7378
<http://www.aasew.org>

Looking forward...

Membership Meeting—Monday, January 21, 2019

Community Advocates CEO, Andi Elliott will be here to talk about how we can work together to help tenants find resources.

Exit Strategy - Brandon Bruckman from Insight Investment Advisers will introduce an option for easy 1031 exchange.

Landlord Boot Camp—Saturday, February 9, 2019

Registration is now open for this great learning opportunity!

Membership Meeting—Monday, February 18, 2019

We will welcome Attorney Nancy Wilson from Axley Brynson, LLP. She will be talking LLC formation and more! Watch for more details! Second speaker in the works. Watch for details.

Membership Meeting—Monday, March 18, 2019

Topics Night: Watch for details about some great informative topics.

Advanced Landlord Boot Camp— Date to be determined

Want to delve deeper into some of the topics discussed during the regular boot camp? Here's your chance. Watch for details for a spring date.

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