

24th Annual Landlords of Iowa Convention & Trade Show



Pre Convention Booklet

Best Western Regency Inn
3303 South Center Street, Marshalltown Iowa 50158

24th Landlords of Iowa 2012 State Convention & Trade Show
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October 2012

An Open letter to all of our Chapter Members

Subject: State Convention & Trade Show, October 25, 26, and 27

We really believe that Rental Property can be Fun & Profitable!

This is an open invitation to join us at our Annual State Convention and Trade Show. We encourage you to look over the information contained in this Preconvention Booklet, and fill out the attached registration form and send it in today! If you prefer to procrastinate, you can still attend the show by registering the day of the convention (but it does help with meal planning if you pre register).

This year's Convention will focus on improving the professional level of our members. We offer 6 information packed workshops on Friday October 26th. See the attached sheet for more details. Again, this Convention is set up to assist the couple with one duplex or the family with 3 to 5 single family homes. We will also assist the contractor with 96 units. Our goal is to save you time and money along with taking out most of the frustration of being a landlord.

This year's Convention is being held in the Best Western Regency Inn in Marshalltown. The facility is very comfortable. Book your reservations today. Enjoy the free Ice Cream Social, the free breakfast, and the open hospitality room all day, the casual lunch, the wine and cheese reception, a great banquet dinner and entertainment by Sugar & Spice.

Do get away for a few days. You will have a great chance to relax and enjoy being a landlord. Talk and listen, and make new friends. See new products, services and pick up valuable ideas that will make your real job easier.

We really hope to see you at the Convention!

Sincerely,

The 2012 Landlords of Iowa Convention and Trade Show Committee

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Rental Property can be Fun & Profitable!

The following is a list of the Workshops, Speakers, and a brief synopsis. Join us for the Fun and Profitability of being a Landlord!

4:00 Thursday, October 25 Registration opens

5:00 -7:30 Landlords of Iowa Board Meeting. This meeting demonstrates the professionalism of the individual members, the concern for detail, and their ability to work together for a common goal. Two issues to be discussed will be new membership and new chapters.

7:30 – 9:00 All are welcome to join us for our free Blue Bunny Ice Cream Social. After the Board Meeting the board of Directors will be serving your choice of Banana splits or Ice Cream Sundaes. Come and discuss your ideas and concerns with your Board of Directors.

6:30 to 9:00 Friday Morning, October 26 Enjoy a free outstanding Breakfast if you are a guest of the Inn. If you drive in for the day the breakfast is only \$7.00. Coffee and pastries are free.

8:00 to 6:00 The Trade Show opens. Visit and support our Sponsors. Their support of our association made this Convention possible!

8:30 – 8:45 Welcoming ceremony by Trudy Sharp, President of the Marshalltown Rental Property Association. The MRPA is hosting this convention; their members are working the registration table and are there for you if you have any questions or concerns.

8:45 – 9:45 Friday, October 26 One Hundred Percent Occupancy John Dutcher
Run your rental units as a professional business. When to start looking for new tenants. Pre-rental standards, application, lease, maintenance requests, monthly statements, written standard operating procedures, and letters that assists in getting higher rents, and fast turnover of your rental units. There will be slides and a thirty page hand out included with the presentation.

10:15 – 11:15 Friday, October 26 Lead Certification presented by the Iowa State Department of Health This workshop will cover all aspects of the Lead Certification Program. Some of the subjects covered are the law, fines, the certification procedure, and costs, the requirements, forms, and a demonstration of a lead test; and the requirement for filing and reporting the test results. Slides and handouts are also a part of this workshop presentation.

12:30 – 1:30 Friday, October 26 Bed Bugs Steve Grimm & Josh Rzepka
This workshop will identify bed bugs and the problem they create. How to solve the problem. How to get the parties that brought in the bed bug problem to pay for the damages incurred. Slides, handouts and photos will make this workshop of even greater value.

1:30 – 2:00 Friday, October 26 FED's Electronic Filings. Presented by Diana Swanson from Iowa Courts. The State of Iowa has mandated the electronic filing of FED's. This program will explain and clarify the new procedures.

2:15 – 3:15 Friday, October 26 Small Claims Judge Michael Moon

This workshop covers Small Claims, the changes in the forms, and changes in the law. Judge moon will make small claims entertaining and rewarding.

3:45 – 4:45 Friday, October 26 Turning Judgments in-to Cash Attorney Wally Parrish & John

Dutcher Once you have a judgment, this workshop demonstrates how to turn that judgment into cash. Step by step from collection letter and calls, through small claims, to garnishments and debtor examines. Plus an understanding of when to proceed. The workshop includes court cases, forms, and letters.

5:00 – 6:00 The Marshalltown Convention and Visitors Bureau is welcoming our members with a free wine and cheese reception. Please join us.

6:00 – 8:00 Join us for our Banquet Dinner and Keynote speaker! The Best Western Regency Inn is going all out on an outstanding meal and desert. Sit, relax, socialize, and enjoy a great evening.

8:00 – 10:00 You will enjoy the music, comedy, and warmth provided by Sugar & Spice, an outstanding local group. The bar is open, enjoy!

8:00 to 9:00 Saturday October 27. Join us for the Presidents Breakfast. Enjoy a free outstanding breakfast. Kelli Excell, President of Landlords of Iowa, will comment on the state of this organization, and recognize the past Presidents that have made this an outstanding organization!

9:00 – 9:30 Saturday, October 27 Joe Kelly, our lobbyist will explain what he does and why we need a lobbyist. He will also explain what we as individuals and an organization need to do with regard to State government.

9:30 – 10:15 We have invited Congressman Bruce Braley, Congressman Steve King and candidate Ben Lange and Christie Vilsack to discuss federal regulations that effect small business and landlords; as well as Homeland Security rules and regulations that effect organizations like ours.

10:15 – 10:30 Break. Enjoy the coffee, juice, and pastries.

10:30 – noon An open discussion with State Senate, House Representative and candidate, concerning Commercial Property Taxes, late fees, and other issues that affect Landlords.

Noon Closing comment by Kelli Excell.



**WELCOME TO MARSHALLTOWN AND TO
THE BEST WESTERN REGENCY INN & SUPER 8!**

We are excited to have been selected for the Landlords of Iowa Convention & Trade Show! We are looking forward to having you here as our guests! Below is information about our property! Please do not hesitate to contact us with questions. Enjoy your stay!"

**BEST WESTERN PLUS
Regency Inn**

3303 South Center Street
Marshalltown, IA 50158
(641) 752-6321
Fax: (641) 752-4412

- \$75.00 plus 12% tax at the Best Western Regency Inn and \$59.00 plus tax at the Super 8 Motel are special Guest Room Rates for the Landlords of Iowa.
- Overnight Guests enjoy a FULL COMPLIMENTARY HOT BREAKFAST BUFFET at the Best Western Regency Inn. Guests at the Super 8 enjoy a continental breakfast. Serving Mon-Fri 6 AM – 9 AM; Sat/Sun 7 AM – 10 AM
- Indoor Heated Swimming Pool, Hot Tub, and Fitness Room (Best Western)
- Guest Rooms include a Refrigerator and Microwave Oven, Hair Dryer and Coffee Maker, Iron with Iron Board, and In-Room Safe (Both properties)
- Guest Rooms have NEW BED LINENS AND EXTRA PILLOWS
- Guest Computer in Lobby
- High Speed Wireless Internet in Guest Rooms and Public Areas
- The Junction Restaurant in the Best Western Regency Inn is open at 11 AM until close (7) days a week offering appetizers and "Peetza Pie", lunch, and dinner.
- Overnight Guests receive a 10% off coupon to use on food in the Junction
- FREE Parking
- Sign up for Best Western Guest Rewards Program at the Best Western Regency Inn or Wyndham Rewards at the Super 8 Motel and receive points for your stays.

**3303 South Center Street Marshalltown, IA 50158
FOR RESERVATIONS:**

**Best Western Regency Inn: 1-800-241-2974 or 641-752-6321
Super 8 Motel: 641-753-3333**

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