



Landlords' Legend

THIRD QUARTER 2011

QUARTERLY
NEWSLETTER

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President's Column

by Keith Smith

Resident Education

We focus on landlord education with regular chapter meetings, landlord universities, and the annual state convention (coming up in Cedar Rapids this fall, see below) but do you focus on renter education with your residents? What does that look like? All of our interactions send a message. How do you react when rent is late? Do you complete a 3-day notice to reinforce that rent is due when rent is due (and to set up your court action if rent is not paid) or do you do nothing and convey the idea that rent is accepted whenever the renter can get it to you?

What message do you send about dealing with maintenance issues (or prevention of maintenance issues)? We've all complained about renters who don't seem to have a clue about how to use the garbage disposal, or dishwasher, or washer/dryer. An orientation for new residents or monthly newsletter can be vehicles for delivering instructions on the proper care and use of appliances and fixtures. If an orientation seems awkward, considering supplementing your rules document. Rather than just listing the rules,

provide additional explanation and even reasons why. Renters can be better residents if we give them clear expectations and guidance and don't hesitate to follow up when the expectations aren't met. On-going communication can avoid many conflict situations.

Orientation/Newsletter Topics and Ideas

- Furnace filters
- Central air units/window-wall units (removing debris, hosing off, washing room filter)
- Garbage disposal care, feeding, and cleaning
- Seasonal reminders of yard care
- Fire safety reminders/tips
- Laundry tips (cleaning the lint filter means using fewer quarters)
- Severe weather safety
- Reporting water waste (drips and leaks)
- Preventing drain clogs
- Review your city's rental inspection list—these are the items we need residents to be aware of and in compliance



SCHEDULE OF 2011 BOARD MEETINGS:

- Oct. 6—Clarion Hotel & Convention Center, Cedar Rapids, IA, 5-7 PM

Landlord Convention

The countdown is on for the 2011 Landlords of Iowa State Convention in Cedar Rapids. The convention opens on Thursday, October 6 with registration and hospitality. Featured speakers will present on Friday, October 7 and Saturday, October 8. And, as always, one of the most important aspects of the convention is the networking and discussion that goes on between landlords. Sign up now to reserve your opportunity to dialogue with other landlords and property managers. The convention is just two months away—add the dates to your calendar and sign up now. ❖

Legislative Report

By Joe Kelly, LLIA Lobbyist

The 2011 session of the legislature was one of the longest in state legislative history, 172 days. This marathon followed one of the shortest sessions in 2010, only 79 days. In 2010, the legislature passed 194 bills. In 2011, even though the session was much longer, only 138 bills were passed.

I've often remarked to landlords that we, and other interest groups, only have about a 15% chance of getting a bill passed. That has been the historical average. In 2011 the odds were even worse: less than 10%. 1377 bills were introduced. 138 passed the legislature, with one being vetoed. That's 137 bills which made it completely through the process. The chances get even worse when you consider that there were 467 study bills introduced in 2011. Some of these study bills were voted out of committee and became regular bills. Most of the study bills never made it out of committee.

The purpose of this point is that interest groups have to be highly organized in order to get a bill through the legislature. Getting a bill passed has become a year round activity. The interest groups who are now planning their proposed legislation and who are meeting with legislators have the best chance of getting something passed, especially if they anticipate opposition. Most legislation that has any real value will have some opposition to it. Landlords never have easy legislation.

In the 20 years that landlords have had a formal lobbying program, we have been successful in 15 of those years in getting legislation passed. That's a very high rate of success. We should never forget the importance of playing defense at the legislature and of amending legislation to make it workable for us. But passing bills is getting more difficult each year. We're going to have to restructure how we approach passing bills or our success rate will continue to drop.

What's in store for landlords in 2012? We know that the Central Iowa Apartment Association (CIAA) will be offering legislation on bedbugs. CIAA is affiliated with the National Apartment Association, NAA, which has model legislation on bedbugs. As soon as I get CIAA's proposed legislation, I'll send it out to Landlords of Iowa members so that you can comment on it, if you so choose. CIAA knows that

Iowa Landlords Association and LOI will be crucial in working to support this legislation.

CIAA will also be offering a bill on some reform items for chapter 562A. Many of the proposals are not necessarily controversial and just add some clarity to the chapter. One provision, raising the late fee limits on rent, will be controversial. Again, when I get a copy of the proposal, I'll send it out to everyone.

There is Rep. Nick Wagner's legislation, HF 613, which dealt, in a broad fashion, of how local governments can regulate landlords. The thrust of the bill is that local governments have to treat all housing the same. HF 613 was not considered on the House floor and was sent back to committee. Since the legislature ended, the Linn County Landlords won their lawsuit against the city of Cedar Rapids.

In another development since the session ended, on July 29th, the Iowa Supreme Court upheld the Iowa Court of Appeals and the Jasper County District Court in finding that Larry and Connie Krupp did not violate the state's cooperative housing law (chapter 499A) and were entitled to have their 24 unit apartment complex treated as residential property for property tax purposes.

There is no doubt that local governments will be asking the legislature to rewrite this code chapter to make it more difficult, if not impossible, for apartments to convert to cooperative housing.

The legislature probably won't pass such a measure, as an individual bill, but it could be part of an overall property tax reform, an issue which will take even more importance in the 2012 session. ❖

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Unapproved Minutes—Landlords of Iowa Board of Directors Meeting July 15, 2011, Elk's Lodge, Waterloo, IA

ATTENDEES: Keith Smith, Jim Ervin, Bob Smith, Burt Ehlers, Daryl Kruse, Kathi Skovronski, Walter Skovronski, Jan Schmidt, Lynn Lampe, Bob Mitchell, Rachel Page, John Dutcher, Sue Dutcher, Susan Smith

CALL TO ORDER: President Keith Smith called the meeting to order at 10:08 a.m. with a moment of silent prayer for Max Patterson, board member from Marshalltown who recently passed away, and his family.

BOARD OF DIRECTORS: President Keith Smith asked that each board member introduce themselves and discuss the top issues that need addressed with their current chapters. Issues focused on relationships with city government, fire safety regulations, and legislation.

NEW BOARD MEMBERS: Keith Smith

Jan Schmidt and Lynn Lampe were welcomed as representatives from the Dubuque Area Landlord Association. Walter Skovronski made a motion to accept Jan and Lynn as new board members. The motion was seconded by Jim Ervin. Motion passed unanimously.

SECRETARY'S REPORT: Kim Frederickson, absent.

The secretary, Kim Frederickson, provided electronic copy of the minutes to each board member. Walter Skovronski moved that we accept the secretary's report with a second by Daryl Kruse. Motion passed unanimously.

TREASURER'S REPORT: Stephanie Danielsen, absent.

A written treasurer's report was not available. Keith Smith reported the balance of two accounts as provided by the bank. After discussion, Walter made the motion to accept the balance information as provided and place it on file. Kathi Skovronski seconded the motion. Motion passed unanimously.

TREASURER'S AUDIT REPORT: Audit Committee

The audit committee presented the audit report of the membership records and financials and a recommendation to the board. A general discussion of the board supported the audit committee findings. Jim Ervin made a motion to accept the audit report findings and recommendation as provided. The motion was seconded by Walter Skovronski. The motion passed with Bob Smith voting nay.

2010 CONVENTION AUDIT REPORT: Audit Committee

The 2010 Convention audit committee provided an audit report and recommendation. A general discussion followed on the audit report. During the discussion, Jan Schmidt from the Dubuque Area Landlord Association found that one of the keynote speaker fees had not been included. The Dubuque Area Landlord Association re-

quested time to review the audit report. Jim Ervin made a motion to accept the audit report as presented anticipating clarification of speaker expenses from DALA. Walter Skovronski seconded the motion. Motion passed unanimously.

2011 CONVENTION COMMITTEE: Bob Mitchell

Bob Mitchell provided a status and budget update. The Chamber of Commerce provided a list of businesses from which selected vendors were sent convention registration packets. Lynn Lampe shared that the 2010 convention had received unexpected support from local newspapers in recognition of business spending by local landlords. Jan Schmidt suggested insurance agents focusing on commercial insurance as potential speakers. Bob requested a conference call with Jan for additional consultation. General discussion focused on registration pricing, encouraging new member attendance, and increasing membership. Bob Mitchell will send e-mail status reports to the board leading up to the convention.

EDUCATION/MEMBERSHIP COMMITTEE: Kathi Skovronski. No report.

NEWSLETTER: Diana Wilson, absent

General reminder that Diana needs all information by the end of the month for timely release of the newsletter and opportunity to advertise the state convention.

LEGAL STATUS COMMITTEE: Walter Skovronski and Stephanie Danielson, absent. No report.

WEBSITE COMMITTEE: Jim Ervin and Bob Smith. No report.

NOMINATION COMMITTEE: Dick Sack, absent. No report.

General discussion of committee membership and need for recruiting leadership nominees. President Keith Smith appointed Jan Schmidt to chair the committee with Dick Sack and Diana Wilson as voting members. Bob Smith and Keith Smith are nonvoting members.

LEGISLATIVE: Daryl Kruse

Daryl Kruse provided an update regarding HF 613 written to level the playing field across owner occupied and rental housing. Daryl will follow up with Representative Nick Wagner regarding language and sponsorship of the bill.

Daryl provided examples of local requirements for retrofitting rooming houses with sprinkler systems. He requested support from the board for proposing legislation that prohibits the requirement of sprinkler systems in dwellings under 10,000 square feet or 16 occupants. Gen-

(Continued from page 3)

eral discussion followed regarding rights and responsibilities of tenants and landlords. Walter Skovronski made a motion to pursue legislation to restrict requirements for sprinkler systems. Burt Ehlers seconded the motion. Motion passed unanimously.

Key box regulations were discussed. Requirement of key boxes is onerous and adds unnecessarily to taxpayer expense. Walter Skovronski made a motion to pursue legislation to make key box use voluntary. Burt Ehlers seconded the motion. Motion passed unanimously.

The board approved the following legislative agenda.

HF613: owner-occupied and rental properties shall be treated the same

War Eagle reform: make changes to ways notice is provided

Natural disasters: both landlords and renters should be able to terminate rental agreement

Abandonment: modify proceedings

City utility/enterprise bill: changes to notification and financial responsibility

Protected classes: clarify in regard to unrelated adults (college students/rooming houses)

OLD BUSINESS:

Jim Ervin made a motion for Landlords of Iowa to formally recognize the Ames Rental Association as a local chapter as part of the state Landlords of Iowa organization. Daryl Kruse seconded the motion. Motion passed unanimously. A chartering event will be planned.

NEW BUSINESS:

Jan Schmidt shared concerns of members not receiving the Landlord Legend newsletter if they did not have computer access. Bob Smith gave some history of the decision to go to a digital newsletter and the savings in print costs that has been shifted to the education committee. Other board members shared ideas from their chapters on how to provide newsletters to members without computer access. There was additional discussion on the importance of maintaining accurate membership lists.

ADJOURN:

Bob Smith motioned to adjourn with a second by Walter Skovronski. Motion carried with adjournment at 2:00 p.m.

Respectfully submitted,

Susan Smith, Secretary Pro-Tem

How to Find Ex-Tenants

Reprinted from Mr. Landlord

Lots of discussion recently about finding forwarding addresses for skips. I have found something that works each time (when they filed a forwarding address!) and have multiple examples to prove it. It's a bit of fiddling, but works!

Google USPS shipping assistant. Download the free program (slow and clunky)

Open the program (very slow), enter name, address, etc. Reminder: PLEASE don't slip and give out your home address! We send it to their last known address - our rental.

Under DETAILS, fill in WEIGHT, (a 9x12 envelope with a few sheets of paper is about 4 ounces. If no scale, guess a few ounces high.) If you just want the address, leave the envelope empty. They might call and complain!

SERVICE: select FIRST CLASS MAIL

Container: PARCEL (that's the weird step)

Under OPTIONS, select REQUEST ADDRESS SERVICE

Then CALCULATE, SAVE TO SHIPPING CART (for easy tracking), PRINT

Cut and tape this label to an envelope (I use larger envelope for the larger label but stay 12" or less), apply postage.

Here's the fiddly: (the nice lady at the PO counter taught me this. Our court is now using this, too!) BEFORE you seal the envelope, roll up some bubble wrap or anything light and make a "lump" that is greater than 3/4". Does not need to be more than a lump. It must not pass thru their 3/4" letter test slot. Once you see this at the counter it will make sense. Your envelope is no longer an envelope, it is now a "parcel" and qualifies for this labeling, extra services, and lower price.

If less than 13 ounces, just leave it for your postman to pick up.

FYI: this is how I send Deposit Settlements for \$3-4 postage for tracking and delivery confirmation. DO NOT request SIGNATURE CONFIRMATION because if they don't sign, it PROVES they did not get service.

After a short time (today's took 20 days) I get a photocopy from USPS of my envelope with the new address sticker on it. I have to pay 50 cents to the postman for this return copy but I GOT THE NEW ADDRESS! ❖

Landlords of Iowa Board of Directors 2011**B.O. Bryngelson**

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Kim Frederickson, LLIA Secretary

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319/366-0434, gatewaykim@imonmail.com

Glenda or Michael Hanback

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Keith or Inez Hill

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David Kacena

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319/354-0386, David@k-rem.com

Daryl Kruse, Legislative Committee-Chair

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Al Seim

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Kathi Skovronski, Education Committee-Chair,

Membership Committee-Chair
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563/326-5693, kaski58@msn.com

Walter Skovronski, LLIA Vice President, Legal Status
Committee-Chair

Landlords of Davenport, Inc.
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Keith Smith, LLIA President, Audit Committee-Chair

Landlords of Linn County
319/721-4191, keith@ia-mb.com

Robert Smith, Website Committee-Chair

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Roger Wahl

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Diana Wilson, Newsletter Editor

Muscatine Landlord Association, Inc.
563/264-2077 or 563/299-2007,
dkwilson@machlink.com

What Do YOU Get From Your Landlords of Iowa Membership?

1. Quarterly newsletters

Four times a year you receive the “Landlord’s Legend” with information about legislative issues, what other landlords are doing, hints, and suggestions to help you become a better landlord.

2. A Lobbyist hired to represent the Landlords in Iowa

Joe Kelly is a very experienced lobbyist who represents our landlords on a daily basis at the State Capitol.

3. Regular legislative updates

Joe provides landlords regular updates on “hot” issues via e-mail and updates in the newsletter.

4. Annual opportunity to meet the legislators

Each spring, Landlords of Iowa members are invited to spend a day “on the hill” meeting the legislators and discussing current issues.

5. Education opportunities, including the annual state convention, guest speakers, and program idea

Each fall the Landlords of Iowa State Convention gives landlords the chance to listen to industry speakers, motivational speakers, question and answer sessions. Throughout the year, board members provide presentations to local chapters and local chapters can share program ideas during the President’s Breakfast at the convention.

6. Networking with other landlords

Through monthly meetings at the local level, distribution of chapter contact lists in the quarterly newsletter, and attendance at the state convention, landlords can meet with other landlords facing similar challenges and discuss ways to improve their business. With over 1,000 members, think of the great ideas you can get from their experience!

7. Discounts through vendor members

As a member of Landlords of Iowa, you are given the opportunity to receive discounts through state vendor members and local vendor members!

From the Vice President

By *Walter Skovronski*

In the politically charged months leading to presidential elections in 2012, it's easy to forget that very important City Elections are golden opportunities to make a difference in our local communities.

In Iowa, in the odd years, starting August 1st, every 2 or 4 years depending on your city, some or all City Council members and Mayor run for election.

In Davenport this event happens every 2 years. Davenport has 10 Councilman and 1 Mayor. The Mayor oversees all council meetings, breaks council voting ties, cuts ribbons and kisses babies.

If you want something done by ordinance, for example, you need six of the council members to think your way. Your city may be different as to how they operate but most large cities in Iowa have a City Manager whose job it is to implement council policy and manage city finances.

As property owners in your city, election time has the most effect on our business future. City councils set the property tax levy rate for the following year. If you own property in any city you should be involved in the election process. The following are guidelines that I suggest;

Have a candidate night for all primary candidates. Invite all candidates that have filed and are on the ballot. Give each candidate no more than 3 minutes to speak. Open the meeting up to questions after all candidates have spoken.

Send out a press release to the media and promote the meeting through both the Democrat & Republican County party Chairman.

After the primary have another candidate night in October within 3 weeks of the November election day. Most people do not pay attention until the last 30 days prior to the general election.

Do NOT as an organization give any candidate money – It's not ethical and on the practical side, they might lose!

Encourage all your members to be involved and support the candidate they personally like.

You might ask, why should I do it this way? It's very simple really, one side is going to win and one will lose. If your candidate loses but John Doe's candidate wins, John now has an in with the new council member and new councilman for the next two years. It also helps with membership involvement, if you want to donate to a candidate, do it personally and never more than \$100.00. (it must come from your personal checking account)

The absolute best way to be involved is with signage. City elections are waged primarily from yard signs. City councilman value yard sign space almost as much as money. Because most people running for city council have very little money, yard signs are the best bang for their buck. Believe it or not Davenport city election candidates spend very little money on TV & radio. It's mostly direct mail to registered

voters, meet and greet fund raisers, candidate nights and yard signs.

If you are invited to a candidate meet and greet event, introduce yourself to the candidate and speak with him/her no more than 5 minutes. Sit in the back of the room, watch who comes and goes, talk to the people you know or who knows the candidate well. There will be a donation bowl there, write a personal check for \$20.00 and make sure your proper address and phone number are on the check. Never give more to one than the others. Be consistent. Because they compare donations among themselves. Believe me!

Take a piece of literature home with you that has the address of the candidate, send them a thank you note, by US mail the next day. Thank them for inviting you to their event. So few people send thank you notes any more, that when they receive one they take notice as to who sent it.

In Davenport I have several properties on very busy streets, and on bus routes. If you have a property on a busy street offer it to the person you support and offer to let them put up a big sign, it can be as big as 4'x8'. In Davenport the politicians compete among each other to see if they can get a big sign in Walt's yards. Don't let two people competing for the same office put a sign in your yard. Support the candidate that you like win or lose. If your candidate loses in the primary. Don't take your marbles and go home. Go meet the winner and see if you can support him. Remember, the war is not lost when your candidate loses. The whole process is about networking and protecting your interests. This is the way Landlords of Davenport do it and it works very well. It also helps if you go to City Council Meetings. It doesn't take long to get noticed.

If you have any questions please feel free to contact me at kaski58@msn.com or (563) 326-5693 and leave me your number to call you back. Good hunting and best wishes. ❖



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Local Chapters (Listed alphabetically—numbered by order of joining)

#22 AMES RENTAL ASSOCIATION

www.amesrentalassociation.org

Chapter Address: PO Box 2409, Ames, IA 50010

Meetings: Semi-Annual

2011 President: Kelli Excell

#1 LANDLORDS OF BLACK HAWK, INC.

www.blackhawklandlords.org

Chapter Address: PO Box 742, Waterloo, IA 50704

Meetings: Monthly, 3rd Thursday, 6:00-8:30 p.m.

Dinner, Program, Business Meeting.

Elks, 409 E Park Ave., Waterloo, IA 50703

Board meets 1st Thursday of the month for lunch., 12 noon, Elks

2011 President: Wally Parrish

#16 CENTRAL IOWA RENTAL PROPERTY ASSOC.

Meetings: Monthly, 3rd Thursday, 7:00-9:00 p.m.

Iowa Realty Office, 3521 Beaver Ave. Des Moines, IA 50310

2011 President: Anne Bickell

#7 CLINTON LANDLORDS' ASSOCIATION, INC.

www.clintonlandlords.com

Chapter Address: PO Box 155, Clinton, IA 52732-0155

Meetings: Monthly, 4th Thursday, 5:30-9:00 p.m.

Social Hour, Dinner 6:00 p.m. Business Meeting: 6:30 p.m.

Program, Frontier Restaurant, 2300 Lincoln Way, Clinton, IA 52732

Board meets as required.

2011 President: Mike Drury

#21 LANDLORDS OF DAVENPORT, INC.

Chapter Address: 2350 Farnam St, Davenport, IA 52803

Meetings: Monthly, 4th Tuesday, 6:30 - 8:00 p.m.

Business Meeting, Program, Davenport Moose Club, 2333 Rockingham Rd, Davenport, IA 52802

2011 President: Walter Skovronski

#14 DUBUQUE AREA LANDLORDS ASSOCIATION

Meetings: 2nd Tuesday, 7:00 p.m. in September, November, January, March, & May, Dubuque Area Lifetime Center, 3505 Stoneman Road, Dubuque, IA 52002

Board meets 1st Tuesday at noon - same months as meetings.

2011 President: Jerry Maro

#10 FORT DODGE AREA LANDLORD ASSOCIATION

www.fdala.com

Meetings: Monthly, 3rd Wednesday, 7:30-9:00 p.m.

Chamber of Commerce, 1406 Central Ave., Fort Dodge, IA 50501

2011 President: Dave Essing

#20 GREATER IOWA CITY AREA APARTMENT ASSOC.

www.gicaa.org

Chapter Address: PO Box 1765, Iowa City, IA 52244-1765

Meetings: Monthly, 4th Tuesday, 9 months

No meetings - Jul., Aug., Dec.

11:30 a.m. to 1:00 p.m., Lunch, Business, Speaker,

Iowa City Board of Realtors, 438 HWY 1 West, Iowa City, IA 52246

Board meets 2nd Tuesday every month.

2011 President: David Kacena

#2 LANDLORDS OF LINN COUNTY

www.landlordsoflinncounty.com

Chapter Address: PO Box 338, 3315 Williams Blvd SW Suite 2, Cedar Rapids, IA 52406

Meetings: Monthly, 2nd Thursday, 6:00 p.m. Social Hour, 7:00 p.m. Program/Meeting, Longbranch Hotel, 90 Twixtown Rd NE, Cedar Rapids, IA 52402

2011 President: Stephanie Danielsen

#9 MARION COUNTY LANDLORDS' ASSOCIATION

Meetings: Every other month, 3rd Tuesday,

Mr. C's Steakhouse, Highway 14 N, Knoxville, IA 50138

6:30 p.m. Dinner, 7:00 p.m. Program

2011 President: Jayme McLaren

#12 MARSHALLTOWN RENTAL PROPERTY ASSOC.

Chapter Address: PO Box 36, Marshalltown, IA 50158

Meetings: Monthly, 2nd Thursday, noon luncheon

Memories Banquet & Reception Hall, 1010 W. Lincoln Way, Marshalltown, IA 50158

2011 President: B.O. Bryngelson

#11 MUSCATINE LANDLORD ASSOCIATION

www.muscatinelandlords.org

Chapter Address: 1103 Halstead St, Muscatine, IA 52761

Meetings: Monthly, 3rd Mon., 9 months of the year, 7:00-8:30 p.m., Trinity Church, 211 Walnut St., Muscatine, IA 52761

Board meets 6:00 p.m. prior to meeting.

2011 President: Diana Wilson

#17 NORTH IOWA LANDLORDS ASSOCIATION

Chapter Address: PO Box 354, Mason City, IA 50402-0354

Meetings: Monthly, 2nd Tues., 9 months of the year, 7:00-8:30 p.m. Grant Village Community Center, 823 - 6th St. SW, Mason City, IA 50401

Board meets 6:30 p.m. before regular meeting.

2011 President: Jim Ervin

#8 POTTAWATTAMIE COUNTY LANDLORD ASSOC.

www.pottcolandlords.org

Chapter Address: 3114 - 9th Ave, Council Bluffs, IA 51501-5737

Meetings: Monthly, 2nd Thurs., 7:00-8:30 p.m., Business, Program, Jon Malloy Center, South 7th St. & 9th Ave., Council Bluffs, IA 51501

2011 President: Dan Angeroth

#6 SIOUXLAND RENTAL ASSOCIATION

www.sioxlandhomerentals.com

Chapter Address: PO Box 5204, Sioux City, IA 51102

Meetings: Jan, Apr, July, Oct, 6:00 p.m. Dinner, 7:00 p.m. Program, Business Meeting, Horizon Restaurant, 1222 Tri View, Sioux City, IA 51103

2011 President: Maynard Porter

#5 WAPELLO COUNTY AREA CHAPTER

Chapter Address: 13934 - 65th St., Ottumwa, IA 52501

Meetings: Monthly, 2nd Mon., 6:30 p.m. Dinner, 7:00 p.m. Meeting Sirloin Stockade, 2645 Northgate Dr., Ottumwa, IA 52501

2011 President: Keith & Inez Hill

Speakers for Local Chapters

By Kathy Skovronski, LLLA Membership & Education Chairman

In the past, Landlords of Iowa has published a speaker list for local chapters, the list has not been updated for a long time. I would like to develop a new list.

If you have a subject you are comfortable in presenting to our local chapters please send me your name,

subject material and how long your presentation would be.

My email is: kaski58@msn.com

Thank you for your assistance. ❖

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• Address Search	

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www.ScreeningWorks.com

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Strengthen Your Legacy—2011 LLIA Convention

I'm hoping you can join us, Landlords of Linn County, along with landlords statewide when we come together all in one place for two full days of brainstorming, fun, learning and networking for the Landlord State Convention.

Our 23rd Annual Iowa Landlord Convention will take place October 7 and 8 in Cedar Rapids. The host hotel will be the Clarion Convention Center, (located at 525 33rd Ave SW Cedar Rapids, IA. 877-949-2992).

If you want to increase your rental profits and occupancy in the middle of a challenging economy, this event will be well worth making plans in your schedule to attend. If you want to merely complain about vacancies, turnovers, non-performing residents and how making profits from real estate and rental properties is getting tough, stop reading now, because our convention is not for those who want to

make excuses. Our convention is for landlords who want to learn how to fill vacancies within 72 hours, keep residents for YEARS and performing well, and be effective and successful even in a challenging economy. Plus learn how to take advantage of this economy and make bigger profits!

If you are ready to stop the bleeding and make changes to increase rental profits, we invite you to join us in Cedar Rapids.

For more information please go to our website at:

<http://landlordsofiowaconvention.com/>

register with the form on the right or at:

http://landlordsofiowaconvention.com/event-registration/?regevent_action=register&event_id=2&name_of_event=StrengthenYourLegacyFriday&Saturday

Agenda

Thursday, October 6

4:30-7:30 PM Registration – Lobby

5:00-7:00 PM Landlords of Iowa Board Meeting (room)

7:00-9:00 PM Hospitality – (The Forum)

Friday, October 7

7:30-8:30 AM Registration (Visit Vendors)

8:30 AM Welcome: LLIA President, Keith Smith; LLOC President, Stephanie Danielsen

8:45 AM Program – Bed Bugs -TBA

9:45 AM Break

10:15 AM Program – Insurance Loss & Prevention – TBA

11:15 AM Program – Estate Planning – Nathan Reeder

12:15 PM Lunch – Roma & Napoli rooms

1:15 PM Program – HUD/Fair Housing

2:00 PM Program – 1031s – David Brown

3:00 PM Break

3:30 PM Program – Legislative Panel – Joe Kelly + Panel of 4 legislators

6:00 – 9:00 PM Dinner/Entertainment Roma & Napoli rooms

Saturday, October 8

7:00 AM President's Breakfast –Dining Room- Free for hotel guests -(\$6.95 if not a hotel guest)

7:30-8:30 AM Registration (Visit Vendors) (Hotel guest checkout)

7:45 AM Welcome: LLIA President, Keith Smith; LLOC President, Stephanie Danielsen

8:00 AM Program – DSTs -TBA

9:00 AM Break (Visit Vendors)

9:30 AM Program – KeyNote – Mike Whaling – Build your brand online

11:30 AM Lunch – Roma & Napoli rooms

12:30 PM Program – Identity Theft & Scams – Judy Stevens

1:30 PM Break (Visit Vendors)

2:00 PM Program – Magistrate – David Grinde

3:00 PM Program – Give me my money! – Stephanie Danielsen

4:00 PM Closing – LLIA President, Keith Smith; LLOC President, Stephanie Danielsen



Landlords of Iowa 2011 State Convention
October 6, 7, and 8, 2011
Clarion Convention Center
525 33rd Ave SW Cedar Rapids, IA
(877) 949-2992

Your membership Chapter: _____

**you must be a member in good standing as of the convention date to receive the member rate.*

Name: _____ **Name Displayed on Badge:** _____

Company/Vendor/Business Name: _____

Mailing Address: _____

City: _____ **State** _____ **Zip:** _____

Daytime Phone: _____ **Fax No:** _____

Email Address: _____

Web Site: _____

Check here if you do *NOT* want your information included in the convention book

All Fees are per person

- Early registration (Before 10-1-11) \$119
- Registration (After 10-1-11) \$169
- One day only \$99
- Non-member is additional \$40

**Lunches, snacks and the Friday night evening meal is included in reservation*

Please register Online at <http://landlordsofiowaconvention.com/> and make payment by MC/Visa/Amex using PayPal

Landlords of Iowa, Inc.
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**We're on the web:
www.landlordsofiowa.org**

Landlords of Iowa Landlords' Legend is published quarterly. To submit articles, please forward them to Diana Wilson, PO Box 1065, Muscatine, IA 52761, Phone 563-264-2077 (home) 563-299-2007 (cell), E-mail: dkwilson@machlink.com

The deadline for submitting articles is:

Fourth Quarter November 1