

NEXT MEETING

Monday

Oct. 18, 2010

6:30 p.m.

FOOD
AVAILABLE!!

Fort Stephenson
House
600 W. State St.
Fremont

Inside Stories

*Coaching and
Mentoring
Programs – What
You Need to Ask
Before Joining*

Pg. 2

Fair Housing Q & A

Pg. 3

Quote of the Month

Pg. 3

NOTE CHANGE OF VENUE FOR THE SEPTEMBER MEETING!

For our September meeting (Monday, September 20th), we will meet at 6:30 pm at the recently remodeled rental house (owned by members Radelle Karg and Leonard Schneider) located at 907 Hayes Ave., Fremont to view the work done by “Mr. Sandless” – who will also be talking about his revolutionary way to refinish hardwood floors.

Mr. Sandless® (otherwise known as Dan Steyer) makes refinishing wood floors quick, affordable and painless! They are the no sanding solution for beautiful wood floors. There is no mess to clean up, no odors, and service is complete in just hours. They are always less expensive than sanding, and everything they use is kid and pet safe. There is no better way for your wood floor refinishing needs!

Each Mr. Sandless is an independently owned franchise, and Dan’s business is based out of Toledo. He offers one day service, and the total start-to-finish times vary from 4-9 hours. Charges also vary according to the number of rooms that need to be re-done, but the approximate cost for a LR, DR, 3 BR and hall runs in the vicinity of \$1200-\$1500.

For wood floor care, wood floor cleaner, floor maintenance, cleaning wood floors with no mess, sandless refinishing, and professional, quality service, call Mr. Sandless at 1-877-966-3002, or visit their website at www.mrsandless.com before you sand.

We will also be treated to Leonard’s and Radelle’s cooking that night – but they are asking everyone to bring a dish to share as well (potluck). Drinks and table service will be provided by SCAREIA.



Coaching & Mentoring Programs... What You Need to Ask Before Joining

by William Bronchick

So you've decided to take your business to the next level by joining a coaching or mentoring program with a real estate guru. Having mentored people for over 10 years, I have a few suggestions on what you should ask before joining any coaching program.

1. Are you coaching with the guru himself, or is the program farmed out to someone out of Utah?

Believe it or not, many gurus just license their name to a company out of Utah who then markets to customers and fulfills the coaching program. There is no direct contact at all with the named guru. There's nothing wrong with a guru having assistant coaches, so long as you get to reach the head guru himself or herself if there's an issue.

2. Are you getting contract, forms, and materials appropriate for your state?

If the guru in question does not do business in your state, does he give you forms and contracts appropriate for your state or do you have to still visit with a local attorney? This is not a deal killer, but it would help if the guru is familiar with the laws and practices in your state.

3. Do you have to make an appointment to speak with your coach or is it pretty much "on demand"?

You can't expect to call your coach at 9pm on a Saturday evening and get her on the phone, but you should be able to call during business hours and get a response, email or a call back within 24 hours. Some coaching programs require you to make an appointment to speak with your coach, which may be cumbersome if you need an answer right away.

4. What is the response rate of your coach?

Does your coach email you back right away or does it take days?

5. How many deals has your coach personally done, and is he currently active?

See if your coach can put his money where his mouth is. Is he or she actually doing deals or is just reading out of a coaching manual?

6. Can you get referrals of people who are currently in the program or have graduated?

If they respond with "customer privacy" concerns, then it's B.S. They should have people who are happy with the program and willing to share that with others.

7. Do they have a good rating with the Better Business Bureau?

Are they even a member? Small time coaching programs may not have any complaints, but bigger ones will certainly have complaints. The BBB score is based not on the number of complaints but on how fast they RESOLVE complaints.

8. Do you have to pay all up front or is there a payment plan available?

Some coaching programs are all up front, some offer financing or monthly payments. Ask.

9. Do you have to share your profits with your coach or mentor?

Believe it or not, some coaching programs require you to share your profits with the mentor. Not acceptable!

10. Is the program customized to the student?

Many of the bigger programs are cookie-cutter and take the student through the same program, no matter what their particular needs are or what their experience is. Not good! A coaching program should be tailored to where the student is coming from. An advanced person does not need the same coaching as a beginner.

Fair Housing Q&A

Q. Are race, color, religion, sex, national origin, familial status and handicap the only protected classes?

A. These seven categories are the only protected classes under the Fair Housing Amendments Act of 1988. However, many state and local governments often have their own laws and ordinances making housing discrimination illegal, and may include categories in addition to the ones protected by the federal law. For instance, a city's ordinance may prohibit discrimination on the basis of marital status. If you refused to rent an apartment to two people of the opposite sex who are not married, but will rent to two people of the opposite sex as long as they are married, you have not violated the federal Fair Housing Act, but the city could take action against you for a violation of the local fair housing ordinance. Besides marital status, other categories sometimes protected by local ordinance or state law include: sexual orientation, source of income, and age. Occasionally, an additional category may be added based on a particular local condition. For example, Cincinnati's ordinance protects people of Appalachian heritage from discrimination, while Denver's includes military status as a protected class. If everyone is treated fairly and consistently, there should be no need to be overly concerned with the particular protected groups of a locality.

Q. A resident has asked me to make an accommodation to his disability. I understand I'm required to make accommodations, but I'm not sure he really has a disability. Can I ask for verification?

A. Both the Fair Housing Act and Section 504 of the Rehabilitation Act of 1973 require housing providers to make accommodations for people with disabilities when requested. (The nature of the accommodation required differs depending on whether the Fair Housing Act or Section 504 applies.) Some disabilities are immediately obvious, such as the loss of a limb, the use of a wheelchair, or a serious visual or hearing impairment. Other disabilities, which are just as real, are not so apparent, such as asthma or a heart condition (which may prevent a person from walking long distances), a sensitivity to common chemicals, or a mental illness. If the disability would not be immediately obvious to a reasonable person, you may ask for verification of the disability and the need for the accommodation at the time the accommodation request is made. That verification can come from a medical professional, but it might also come from a social service organization that assists people with the particular disability. Once the existence of the disability is confirmed, you should not request further verification or details of the disability. Do not ask for verification if the disability is immediately obvious to you.



QUOTE OF THE MONTH

“Obstacles are the things we see when we take our eyes off our goals”

2010 S.C.A.R.E.I.A. Board Members

President: Harry Aspacher
419-334-8846

V. President: Mark Damschroder
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Secretary: Radelle Karg
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Membership: Chuck Williams
419-547-8127

Social Director & OPHP Cert:
Kathy Burkin
419-334-9586

Newsletter: Mary Methner

Programs: Cindy Crispen &
Harry Aspacher

For further information,
you may contact
any of the
Board Members
at any time

About Our Organization...

SCAREIA was organized in October 2005. Our primary focus is to share information, to help educate and to motivate our members in their successful real estate endeavors.

Anyone interested in Real Estate Investing, whether you are just beginning or a seasoned investor, are welcome to join.

SCAREIA meets the 3rd Monday of every month at 7pm. Meetings are located in the basement of the Fort Stephenson House, 600 W. State St., Fremont, Ohio.

SPECIAL THANK YOU TO FIRST AMERICAN TITLE FOR PROVIDING THE MONTHLY EVICTION AND FORECLOSURE REPORTS



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REAL ESTATE
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