



REALTY INVESTMENT ASSOCIATION OF CALIFORNIA

Success Through
Cooperation
SINCE 1968

GOLD SHEET

Visit our web site: riaoc.com

2015 PRESIDENT – MANNY HERNANDEZ

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HAVES ↓ MULTIPLE DWELLING UNITS ↓ HAVES

HAVES ↓ COM'L. OR IND'L. BLDGS., MOTELS, MOBILE HOME PARK ↓ HAVES

HAVES ↓ LOTS, LAND OR ACREAGE ↓ HAVES

HAVES ↓ BUSINESS OPPORTUNITIES ↓ HAVES

HAVES ↓ LEASE, FINANCIAL NOTE, TRUST DEED ↓ HAVES

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WANTS ↓ LEASE, FINANCIAL NOTE, TRUST DEED ↓ WANTS

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For the latest news in commercial real estate, the latest activities at RIAOC and more detailed information, please visit our website www.riaoc.com . Click on the *MEMBERSHIP* tab for an application to join RIAOC.



PROGRAMS

The views expressed by the speakers are their own and do not reflect the views or positions of RIAOC or its management. Any discussion of legal or tax rules by the speakers or included in course materials offered to attendees is for the purpose of discussion only and is not intended to be relied upon by any attendee as constituting specific legal or tax advice.

September 1 – Mark Mikelat
ConstantContact.com

September 8 – No Meeting

September 15 – Darlynn Morgan, Morgan Law Group
“Estate Planning Essentials for R.E. Professionals, What Real Estate Professionals Need to Know”

September 22 – The Real Estate RoundTable

September 29 – Joe DeCarlo, JDProperty.com
“How Owners Can Comply with the 25% Water Reduction Mandate”

October 6 – Gene Trowbridge, Attorney
“Real Estate Syndication”

October 13 – No meeting

October 20 – Steven F. Spierer, Attorney
“How to Practice Real Estate without Getting Sued”

RIAOC Meeting Format

RIAOC meets Tuesday mornings at
Zion Lutheran Church – Zion Room
222 N. East St., Anaheim 92805.

RIAOC will not meet Jan. 20, Feb. 17, May 26, July 7,
Sept. 8, Oct. 13, Dec. 22 & 29, 2015.

7:30 a.m. Networking and Early-Bird sign-ups

8:00 Deadline for package distribution. Bring 100 copies of your package for the marketing tables. Marketing forms for RIAOC use can be found at www.riaoc.com under “Marketing.”

8:30 sharp, General Meeting is convened
•Early-Bird presenters
•Announcements, Legislative & Legal Updates
•Real Estate Financial Update

9:00 Guest Speaker presentation (schedule printed in Gold Sheet & web site weekly)

Gold Sheet ad deadline for next week’s issue

9:30 General Meeting concludes

9:30 Monthly Workshop (on 1st, 3rd and 4th Tuesdays)

MONTHLY WORKSHOPS (Held regularly on 1st, 3rd or 4th Tuesdays with the exception of dark meeting dates)

1st Tuesday: Listing Corner Workshop, 9:30 AM (Get help with listing real estate, preparing a marketing package, and the “ins and outs” of the Investment Real Estate area of the real estate business.)

3rd Tuesday: Communication Workshop, 9:30 to 10:30 AM (Learn to effectively communicate in today’s market!)

4th Tuesday: “Think Dirt” Land & Marketplace Workshop, 9:30 AM (Subject: Your Haves & Wants, with emphasis on LAND. Also, questions and answers on any land subject with an emphasis on EDUCATION.)

REGARDING MARKETING PACKAGES

Marketing Form Requirements: It is the policy of RIAOC to promote professionalism in the marketing of investment real estate; therefore RIAOC provides and encourages the use of its standardized marketing forms. However, in an effort to increase property inventory at RIAOC meetings, any form providing information on an investment property listing will be acceptable for distribution with the inclusion of the following information: (1) Property address (except Bus Ops), (2) Price and terms, (3) Type of listing, (4) Commission, (5) Contact information for listing agent.

Those Who May Distribute Fliers at RIAOC: Effective March 8, 2010, Non-RIAOC members may distribute fliers promoting information on an investment property listing or a transactional-related affiliate service for a \$10 “table fee” per meeting.

Gold Sheet Advertising

“Haves and Wants” for the Gold Sheet are submitted between 8:00 and 9:30 a.m. at the RIAOC meetings for Multiple Dwelling Units, Commercial, Industrial, Motels, Hotels, Mobile Home Parks, Land, Lots, Acreage, Ranch, Business Opportunities, Leases, Financial Notes, Trust Deeds, or a Real Estate Related Service. There is a nominal charge of \$3 per ad per week or \$20 for 7 weeks.

DON’T BE LEFT OUT! Make sure you are still on the e-mail list for important reminders from RIAOC. Submit your current email address during the meeting **at the membership desk.**

For information regarding RIAOC membership and the Gold Sheet visit www.riaoc.com.
Real estate licensees and industry related affiliates are welcome to attend the regular Tuesday meeting at 7:30 a.m.
Meeting location: Zion Lutheran Church “Zion Room,” 222 N. East St., Anaheim. (Just north of Lincoln Av.)