

the NASHVILLE INVESTOR

OFFICIAL PUBLICATION OF REAL ESTATE INVESTORS OF NASHVILLE

www.reintn.net

January 11, 2010

\$ 40 ANNUALLY

Next meeting
January 11, 2010,
at the
Al-Menah
Shriners Center
Nashville

2
Seasoned Investor
Group Meeting

3
Agenda

5
Education Center Update

6
Corporate Sponsors

7
REIN Officers
and Directors

REIN Member Dave Ramsey Speaks about the Momentum Theorem

Dave Ramsey, the personal money-management expert, extremely popular national radio personality, and the best-selling author of *The Total Money Makeover*, will inspire you beyond belief. You don't want to miss this opportunity.

Ramsey knows firsthand what financial peace means in his own life—living a true rags-to-riches-to-rags-to-riches story. By age 26, he had established a four-million-dollar real estate portfolio, only to lose it by age 30. He has since rebuilt his financial life and now devotes himself full-time to helping ordinary people understand the forces behind their financial distress and how to set things right—financially, emotionally, and spiritually.

In his latest book, a follow-up of his enormously successful *New York Times* best sellers *Financial Peace* and *More Than Enough*, Ramsey exemplifies his life's work of teaching others how to be financially responsible so they can acquire enough wealth to take care of loved ones, live prosperously into old age, and give generously to others.

Ramsey offers life-changing financial advice as host of a nationally syndicated radio program, *The Dave Ramsey Show*, which is heard by nearly 4.5 million listeners each week on more than 450 radio stations throughout the United States.

Ramsey is the creator of Financial Peace University (FPU), a 13-week program that helps people dump their debt, get control of their money, and learn new behaviors around money that are founded on commitment and accountability. More than one million families have attended FPU classes at their workplaces, churches, military installations, local nonprofit organizations, community groups, and Spanish-speaking institutions. The average family pays off \$5,300 in debt and saves \$2,700 in the first 91 days after beginning FPU and is completely out of debt, except for the mortgage, in 18 to 24 months.

Ramsey created a group of products in an effort to teach children about money before they have a chance to make mistakes. *Foundations in Personal Finance* is an all-inclusive school curriculum that is currently in more than 10,000 education programs. *Financial Peace Jr.* is an instructional kit designed to help parents teach their young children about working, saving, and giving their own money. Through Ramsey's entertaining children's book series, *The Super Red Racer*, *Careless at the Carnival*, *The Big Birthday Surprise*, *My Fantastic Fieldtrip*, *A Special Thank You*, and *Battle of the Chores*, children learn about working, saving, giving, budgeting, integrity, and debt.

On October 15, 2007, Ramsey added television host to his title when *The Dave Ramsey Show* on the Fox Business Network debuted nationally.

Ramsey earned his bachelor of science degree in finance and real estate from the University of Tennessee. A frequent speaker around the country at large-scale live events, Ramsey is a passionate and inspiring presenter who is at ease on both sides of the microphone. More than 700,000 people have attended Ramsey's live events.



JERRY GLANTON'S PAINTING CO.

615-228-5161 or 243-2158

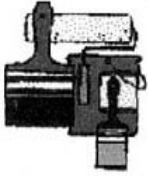
Interior & Exterior

25 years of Experience

Free Estimates

References

Licensed & Insured



Seasoned Investor Group

Monday, January 11

Starting at 4:15 p.m.

"I like Thinking Big. If you're going to be thinking anyway, you might as well Think Big." - Donald Trump

Featured Speaker/Topic:

by Mark Hill, REIN board member and SIG chair
The REIN Seasoned Investment Group (SIG) was organized to expose the veteran and/or more established REIN members to investment options other than real estate. But SIG as a group undoubtedly has years of successful investing experience. In the January SIG meeting, we want you to share a few of your best and most positive investment experiences (real estate or otherwise) with your fellow SIG members. Some of our deals will far and away exceed some of the opportunities other non-REIN members have brought to us. So, go ahead! Strut your stuff!! How did you find the opportunity? What were the details? Is the investment still active? What kind of investment capital was required? Feel free to share as much or as little as you are comfortable sharing, and bring copies of any information that you feel will be helpful.

In addition, since it is a new year, let's talk about what you would like to have happen in 2010. What types of presentations have you found most beneficial? What presentations weren't so helpful? Why? Ed Meek, REIN president for 2010, will sit in as well and will be interested in suggestions, and will have a question or two for SIG members as well.

\$\$\$ Don Dickerson \$\$\$

Licensed Broker ~ Specializing In

Buying Real Estate In Your IRA

Investment Property / Hard Money Loans
1031 Exchanges



700 Johnny Cash Parkway
Hendersonville, TN 37075
C 615.210.8942 or O 615.822.3509
ddickerson@haloprop.com

GET A GRIP

Resurfacing restores your existing **countertops and bathtubs** to like new condition. Transform your kitchen or bathroom in one day at one third the cost of remodeling.



www.getagripinc.com

Eurostone Countertops

Get the look and feel of stone or granite **without the expense and hassle**. Durable and easy to maintain. Available in endless color combinations

Call
772.3234

for free estimate

Licensed and Insured
Five Year Warranty

Important Information and Insights

Compiled by the Newsletter Committee

A new column of short reminders, hints, and trade secrets

New Member Orientation Class

January 12, 2010 (See page 5 for details)

Please help us by sending short reminders, hints, and trade secrets to the editor at editor@reintn.net.

100% Investment Rehab
purchase | improvements | closing costs

NEW RATE: 10%

ReCasa Financial Group

www.recasafinancial.com

Richard Scudder

615.431.0176

A•G•E•N•D•A

Monthly meetings are held at
AL-MENAH SHRINERS CENTER
1354 Brick Church Pike • Nashville, Tennessee 37207

Room 1, 4:15–5:30 p.m.
Seasoned Investor Group and Networking

January 11, 2010
5:45–6:40 p.m. Table Topics

- ① **Guest and New Members** – Connie Williams and Sheila Tidwell – “How to Jump-Start Your Real Estate Investment Career.” This is where you’ll learn what REIN is about and how you can benefit from the experience offered here. There is so much information in our monthly meeting, and then we add more with our weekly meetings. Sheila and Connie have experienced many different situations and gained much information, and now they will share their findings with you. Learn about our PHP program and what is needed to earn this designation.
- ② **Successful REIN Members** – John Hickman and Greg Self – These guys have grown up in REIN and have done a great job of putting everything they have learned into practice. They have attended seminars, taken every class possible, talked to the old-timers in REIN, and now have a very successful business. John and Greg have flipped, rehabbed, and run an excellent rental business. Make plans to hear these guys talk, and take a lot of notes on how to be successful.
- ③ **Why should I volunteer at REIN?** – Bob Rager – This gentleman helped form REIN and has served in every way possible. Listen and learn about the many opportunities available to volunteers that help out at the monthly meetings. REIN has much to offer everyone. The ability to meet and talk to all members, both new and seasoned, is great and helps the club grow!
- ④ **The Successful Path to Investing** – Ginny and Greg Pitts – Ginny and Greg have succeeded in every aspect of REIN in which they have been involved. They have rehabbed, flipped, mentored, and built a full portfolio. They now are sharing their knowledge and experience with many REIN members. They have formed a mentoring group that has grown and has added to their members’ knowledge. Bring paper and pens for an exciting and informative class. Greg and Ginny will help you learn how to be successful in investing.

MAIN MEETING: 7:00 p.m.

Dinner is available for \$7.00 Take your meal to one of the table tops. Feel free to invite fellow investors to attend the meeting. The entrance fee is \$20 per person or \$30 per couple. If they join before the next meeting, the fee will be credited toward their dues.

With Best Compliments

**ROBERT J. NOTESTINE III,
Attorney at Law**

1031 Exchange Services

Emphasis on General Business and

Real Estate Law Matters

**Belle Meade Title and
Escrow Corporation/
Southern Land Title
and Escrow Company**

Commercial Closings

Residential Closings

Mortgage Loan Closings

Special Closing Rates

for REIN Members

4515 Harding Pike, Suite 315

Nashville, TN 37205

Office - 297-1568 • Fax 297-2413

Email: bob@bellemeadetitle.com

or

934 Oldham Drive, Suite 100A

Nolensville, TN 37135

Office - 776-7461 • Fax 776-7491

Email: judy@southernlandtitleandescrow.com

**Certification as a real estate law specialist
is not currently available in Tennessee.*

A REIN Corporate Sponsor

We Wish to Thank:

Absolute Pest Control
ACE Exterminating
B&C Home Improvement
Clear Choice
Comcast
Complete Screening
Cost Segregation Services, Inc.
Courthouse Retrieval System
Direct Buy
Edward Jones
Entrust
Fast Handyman
FranchiseMart
Fresh Perspectives

Get a Grip
HealthMarkets
Home Depot
JP Plumbing
Lionheart Assurance Solutions
Lowes
McLemore Auction Co.
Men of Valor
Property Restoration Specialists
R&C International Sales
Rodan & Fields
Roto Rooter
S&S Carpet
Sherwin Williams

The Showroom Home Center
TomBoy Tools
Tru Solutions
Barton Home Inspections
The Twin Team

...for their continued support and help in making Vendor Night possible.



Personalized Health Insurance!

Learn about coverage that fits your budget.



Call Today!

Tom Law
Licensed Insurance Agent
615-828-1494
tomlaw@healthmarketssales.com

HealthMarkets™ is the brand name for products underwritten and issued by the subsidiaries of HealthMarkets, Inc., The Chesapeake Life Insurance Company, Mid-West National Life Insurance Company of Tennessee™ and The MEGA Life and Health Insurance Company.™ Administrative office: North Richland Hills, TX. Plans and market vary by state. Association group plans, where available, require association membership. MK/000160 Exp. 12/09

GREENLAND FINANCIAL MANAGEMENT

**Before You Buy
WE CAN HELP!**

Save You Thousands of \$\$\$\$\$
Independent Evaluations
**CONSULTING IN REAL ESTATE
INVESTMENTS
AT ITS BEST**

BOB RAGER

MARGARET LATHAM



615-406-2220

615-347-3158

greenlandfinancial@comcast.net

Barton Home Inspections

615-496-3729

www.BartonHomeInspections.net

*An Inspection Before You Buy or After
You Rehab, For Confidence!*

TN Lic. #80

REIN Member

EDUCATION CENTER UPDATE

Investor Courses

REIN is holding classes in our new Education Center (see address below).

Classes will meet most Tuesday nights and some Saturdays. You can always check the calendar on the Web site for the most updated classes and register for classes. Visit www.reintn.net.

Tuesday, January 12

New Member Orientation – Robert Mohon

(6:00 p.m.– 9:00 p.m. – FREE)

This class will cover: Basic real estate terminology • How to set goals for your real estate business • 6 ways to find deals • Where to find money for your deals • Secret resources of information you should know about • What you need to know about REIN's web site • How to reach other members • How to find contractors • both good and bad • Secrets to getting the most out of your REIN membership • Plenty of time for questions and answers. The class is designed for those new to real estate investing and is open to new and prospective REIN members. Think of it as Real Estate 101. Feel free to invite a friend or relative that has interest in real estate investing. This class will be highly interactive, so have some coffee, tea, Red Bull, etc., on the way to get your mind going. You will leave with a greater understanding of real estate investing to get your business launched. **NOTE:** Registration is limited to 50. You **MUST** be preregistered to attend. E-mail management@reintn.net or call the REIN office at 885-5454.

Tuesday, January 19

Collections and Evictions: How to Collect a Judgment from Tenants – Wes Hall, Attorney

(6:00 p.m.–9:00 p.m. – \$18 [early registration] member / \$28 [early registration] guest) elective course

Did your tenants move out in the middle of the night? Did they leave owing you money? Or are they behind on their rent? How can you get them out? Learn how to collect the money tenants owe you. The eviction process begins *before* they move in. Don't get trapped by the Fair Debt Collection Act. Learn about wage garnishment and execution, too, in this class taught by Wes Hall.

This class is vital to your real estate business. You worked hard for your money. Make sure you get what's owed to you. Attorney Wes Hall is a collections attorney well experienced in these matters. His knowledge will help you avoid, or deal with, the pitfalls of nonpaying tenants.

Tuesday, January 26

How to Find and Evaluate a Good Property Manager: The Benefits and Drawbacks – Mark Hill

(6:00 p.m.– 9:00 p.m. – \$18 [early registration] member / \$28 [early registration] guest) elective course

Are you a true real estate investor, or are you a glorified handyman? If you have multiple rental properties, managing them can get a bit overwhelming. Collecting rents, dealing with tenants, fixing a stopped-up toilet in the middle of the night. You shouldn't have to be a slave to your tenants. Your investments should work for you. A good, experienced, and capable property manager can be an enormous asset to you and your business.

Mark Hill has been in this business and is well experienced at property management, both residential and commercial. He is going to teach us how to find a good, responsible, and reliable property manager. We'll learn what questions to ask and what to look out for, at what point we should consider using a property manager and why, how it will benefit us, and how we can justify the expense.

Your time is valuable and can be better spent doing what you do best. Don't miss this class!

Tuesday, February 2

How to Find and Buy Property in Probate – Robert Notestine, Attorney

(6:00 p.m.– 9:00 p.m. – \$18 [early registration] member / \$28 [early registration] guest) elective course

Probate is another way to buy property at a good price. Probate property owners are usually "unwilling owners." They have inherited a home usually due to a death. Probate properties also include guardianship and conservatorship. Sometimes the owners live out of state, so they are often motivated sellers. For the most part, these are what we all strive to find, *motivated sellers*.

Bob is going to tell us how to find these properties, who to contact, and when. How do we deal with grieving family members? Bob will cover that too. There are probably as many probate properties coming available every day as there are foreclosures, and because the sellers are "motivated sellers," they are much easier to deal with.

If you have ever wondered about buying probate property, you *must* attend this class. It may be the easiest way to buy property you have ever found!

REIN Corporate Sponsors

Johnnie Hunter
Ace Exterminating Co.
615-876-7185

Jonathan Saunders
All Appraisal Services
931-381-1309

Daniel Newell
Advanta Development Corporation
615-754-0182

Robert Notestine
Belle Meade Title & Escrow Corp./
Southern Land Title & Escrow Co.
615-776-7461

Roark Carson
Carson Dooley Homes, LLC.
901-299-6016

Arun Mahtani
Cartridge World
615-708-8778

J. P. McCarley
Clear Choice USA
615-834-0070

Carl Montgomery
Comas Montgomery Realty
& Auction
615-895-0078

Janet Lethgo
Complete Screening Inc.
615-372-0566

Kirsten Elkins
Courthouse Retrieval System
865-450-5110

Craig Jackson
Dream Builder, LLC.
615-948-6115

Mike Todd
Entrust Tennessee
615-794-8961

Norma Chavez
Fast Handyman Services
615-833-7336

Jeff Carneal
Foreclosure Registry
615-714-3452

Tom Law
Health Markets
615-730-8400

Brenda Shakir
iList Realty, LLC
615-991-9809

Dave Crumpton
Inspector Daves's Home Inspection
615-887-4187

Jason Passafume
JP Plumbing, LLC
615-207-0142

Will McLemore
McLemore Auction Co, LLC
615-517-7675

Flor Melgar
Mi Casa Investments, LLC
615-582-1300

Robert Butler
RB Real Estate Investments
615-997-0283

John Gill
ReConstruction Pros
615-287-0260

Geni Benenson
Screening Works
888-401-7999

Dan Lain
TN Homebuyers, Inc.
615-299-8852

Monte Turner
Turner and Associates Realty
615-383-7878

Jason Bockman
Twin Team/ReMax Carriage House
615-690-5631

Andy Neuman
Window Fitters of Middle Tennessee
615-254-9400

REIN and Latham Events have joined together to provide a special time for you to establish new contacts, share resources and promote your deals.

Moderator: Bob Rager
Host: Margaret Latham



REIN SPECIAL EVENT

REAL ESTATE INVESTORS OF NASHVILLE

Mix & Mingle ↔ Swap & Deal

A HIGHLY EFFECTIVE NETWORKING EVENT
Thur, JANUARY 14, 11:58 A.M.
Thur, JANUARY 28, 5:00 P.M.
Don't Miss It!

Latham's EVENTS CENTER

133 Sanders Ferry Road
Hendersonville, TN 37075

**LIST YOUR DEALS On Our
Rotating PowerPoint Presentation**

Email info to:
Jaci.Ward@comcast.net

Lunch Buffet Included

\$15 Pre-Registration
\$20 At the Door

PLEASE PRE-REGISTER
for the January 14 Event
at www.reintn.net

MEMBERS ONLY!

Notice: This is a non-training, non-educational event. It is designed for Deal-Making and Property Swapping.

REIN Officers and Directors

<u>President</u> Ed Meek	Past President Government Affairs Editor—editor@reintn.net	John Trudel Mark Hill John Trudel Sandra Lush Robert Mohon John Richardson, PHP Ed Meek Carol Plemons Mark Hill John Trudel Robert Mohon Jim Lush	Community Outreach Ca\$h Flow/Millionaire Maker Short Sale Subgroup Clarksville Subgroup Corp Sponsors/Vendor Comm. Volunteer Coordinator Landlord Subgroup Rutherford County Subgroup WIN Subgroup (Women Investing in Nashville)	Frank Davenport Scott Plemons Rusty Matz Gus Grande Chris Folsom Don Northern Carol Plemons Tim Hillhouse Jaci Ward, PHP
<u>Vice President</u> Carol Plemons	Education Committee Membership Committee Library Committee Rehab Homes Tour Table Topics Seasoned Investor Group Programs IT/Web site Webmaster			
<u>Secretary - Treasurer</u> Rich Harris				
<u>Manager</u> Rachel Sullivan				
<u>Directors</u> Mark Hill Bob Rager Sandra Lush John Richardson Jonathan Nation Nick Howell				
<u>Alternate Directors</u> Gus Grande Don Northern				
	Ed Meek - 506-9321, homestour@reintn.net Carol Plemons - 426-6634, csr1@aol.com John Trudel - 481-2685, johntrudel@gmail.com Rich Harris - 397-3956, rich@wepaycashfornotes.com Robert Mohon - 496 -1951, robertmohon@gmail.com Rachel Sullivan - 885-5454, management@reintn.net Mark Hill - 329 -9988, mark@jtalley.com Sandra Lush - 615-683-8468, cfsmtg@dtccom.net Bob Rager - 604-4075, vendors@reintn.net Jonathan Nation - rein@nationinvestors.com Jim Lush - 615-683-8468, lushnet@dtccom.net	John V. Richardson, PHP - 974-0351, library@reintn.net Rusty Matz - 430-7461, rmatz@realtracs.com Gus Grande - 931-551-6814, brickell.llc@gmail.com Tim Hillhouse - 585-5315 Jaci Ward, PhD, PHP - 519-6835, jaci.ward@comcast.net Scott Plemons - 615-426-6635 Don Northern - 615-889-5464, dnorthern@comcast.net		

The Nashville Investor is published monthly by Real Estate Investors of Nashville (REIN), a nonprofit association helping its members learn, grow, and prosper as real estate investors. Subscriptions are included in annual dues of \$149 for singles, \$185 for families (2 Adults), and \$285 for families (3 Adults). Call the REIN offices at 885-5454 or visit www.reintn.net for additional information. REIN does not endorse any person or organization or the advertisers appearing in this newsletter. Its programs are designed to be educational, motivational, and enjoyable. Speakers primarily discuss techniques and methods that work for them. Whenever actions involving purchases, sales, or tenant relations are being considered, rely upon the advice of your real estate professionals—your lawyer, accountant, and Realtor. Always seek competent legal advice concerning your specific situation.



Don't pay retail for your next home or rental.

Foreclosures are **up 180%** over five years in Middle Tennessee. Over **1500 new listings** each month. Low weekly, monthly and quarterly plans available. Visit today for **FREE** samples.

Counties served:

Davidson, Williamson,
Rutherford, Sumner,
Wilson, Cheatham,
Robertson,
Montgomery,
Maury

TENNESSEE
AVENUE



2416 Music Valley Drive • #151
Nashville, TN 37214

Main Meeting Agenda, page 3
Calendar of Events, page 9

YOUR BEST COMMERCIAL WINDOW VALUE!



PREMIUM GRADE VINYL REPLACEMENT **WINDOWS**

\$185* ANY SIZE INSTALLED
WHITE VINYL DOUBLE HUNG OR 2 LITE VINYL SLIDER



FREE ESTIMATES!

- Custom quotes available!
- Discounts available for complete renovations!
- Many different window and sliding door options!

*Metal Tear Out Or Capping Charges May Apply

*UP TO 120 U.I DOUBLE HUNG - 132 U.I 2-LITE SLIDER
4 WINDOW MINIMUM WITH STANDARD REMOVAL
ADDITIONAL CHARGES FOR METAL REMOVAL

- Exceptional Energy Savings
- Double-Pane Insulating Glass
- Easy Clean Tilt-In Design
- 100% Transferable Lifetime Warranty



615-834-0070

www.clearchoice-nashville.com