

**It's Here! The Big "Million Dollar"
Trade Show and Educational Conference!
Tuesday, October 18, 2005 at the
Los Angeles Convention Center (West Hall B)**

You will meet just about every contractor and vendor you will ever need... it's called the "Million Dollar Event" of the year.

Free seminars, where you will discover money-making and money-saving ideas, will be presented on Tuesday, October 18, 2005 at the Los Angeles Convention Center in West Hall B. The first one at 7:30 A.M. will cover Dan Faller's **"7-Step Success System on How to Make and Keep Millions - Been There, Done That"**.

Reid Daub, Senior Inspector for Los Angeles City Code Enforcement will tell you what city inspectors look for when inspecting your building and you will discover **how to prepare your building for your next inspection**.

Economist and author John Kamin will speak on **"New Trends, Forecasts, Predictions to Profit 2006-2056"**. His up to date evaluations of today's economic trends has made millions for the readers of his books and newsletters! Marvin Fleschman, CAPS, and Alberta Nisperos, AOA's Vice President of Operations will share their secrets on **proper tenant screening and how to avoid possible lawsuits!**

Jeffrey Taylor, also known as "Mr. Landlord" is back by popular demand with his new seminar **"How to Eliminate all Tenant Headaches"**. The first 300 people who attend Jeff's seminar will receive a **FREE \$100 BONUS PACKAGE** which includes a FREE SIX MONTH SUBSCRIPTION to his property management newsletter, "Mr. Landlord" and THREE SPECIAL REPORTS titled "How to Collect All Monies Due You", "85 Sources of Money to Buy, Maintain or Renovate Property" and "Tax Checklist for Apartment Owners", (200 items landlords can deduct in their rental business).

Attorney Dennis Block will be sharing **landlord strategies against rent control**, how to get good tenants and ways to collect on judgments and Attorney Dale Alberstone will keep you up to date and aware of your **resident manager's wage and hour laws**.

You won't want to miss Mark Walter, the nation's leading tax lien specialist who will share with you **how to acquire real estate for 25% of the value of the property and generate an income of 10 to 50%**. Dale West of the National Foundation of Tax Planning and Asset Protection will show you the **three greatest estate planning secrets** in all of America and the top four techniques to **reduce your taxes by up to 45%**! He will also cover how you can **protect your assets from lawsuits** for mold, lead and discrimination. Come and discover for **FREE** what others have paid \$15,000 to learn! Be there!

**Just What Every Apartment
Owner Wants Now!**

If it is your goal to discover at least one idea that will help you become an even more successful and profitable apartment owner and/or manager than ever before. . . then you'll want to be at the **Los Angeles Convention Center on Tuesday, October 18th, 2005**.

Based on the past experience of AOA members, property management companies, and other apartment owners from all over the state, we can almost guarantee that you will discover that one big idea. More apartment industry professionals attend the AOA Trade Shows than any other "happening" in the whole industry. Come to the big meeting and you, too, will find out why so many rental housing owners, managers, contractors, vendors and other entrepreneurs attend.

It's all put together to fulfill AOA's mission of providing every apartment owner with at least "one idea that will help you make and/or keep more money than ever before". We've been meeting that goal for over twenty-five years - - that's why so many apartment owners keep coming back year after year.

It pays and saves you big-time just to be an AOA member. BUT... it pays and saves even more for those owners who turn up every year to discover new ideas at the Big Show!

WOW! Where else could you possibly spend a more profitable day? There will be no place in

the world like the **Los Angeles Convention Center on Tuesday, October 18th, from 7:30 A.M. to 5:00 P.M.**

How Much Will It Cost You?

It won't cost you a dime. You see, the 100 plus contractors and vendors get together and pay the rent for the Convention hall. They provide all the chairs for the huge seminars AND all the other expenses. It costs them over \$100,000 to put on this show ... just for you! You will definitely want to take advantage of this one, big, valuable opportunity.

Really, it's a **FREE** show. All the drawings at the vendors' booths, all the popcorn you can eat, and the whole day of money-making idea seminars. The AOA "Expo 2005" is one big free day for every well-deserving apartment owner! ***We do ask that you bring a new, unwrapped child's toy for Union Rescue Mission's "Christmas in October" program.***

WHEN: **October 18th, 2005, all day Tuesday.** The first seminar starts at 7:30 A.M. and the vendors' floor opens at 8:30 AM. The last seminar starts at 4:30 P.M.

WHERE: At the **Los Angeles Convention Center in West Hall B, 1201 South Figueroa Street in Los Angeles.**

PURPOSE: To help you discover ideas and products that will make your life as an apartment owner and/or professional manager easier and more profitable. Our goal is for you to **discover at least one idea that will help you make and/or keep more money than ever before!**

"Your Free Gifts Just for Attending"

Gift #1 to all attendees! If you are new to AOA and you have never been a member in the past, you'll receive a **FREE six month AOA membership**. You'll have all the privileges and rights of our other members – access to "instant" low-cost credit and eviction checks, a subscription to the *Apartment Owners Association News* and much more! You'll become a part of the largest individually organized group of apartment owners and property managers in the whole state. Why are we giving away memberships at no charge? Because we hope you'll renew at the end of your six-month freebie, BUT, there is no obligation!

Gift #2: The first 300 attendees of Jeff Taylor's (Mr. Landlord) seminar at 11:00 A.M. will receive a **FREE \$100 Bonus Package** which includes three special reports and a free six-month subscription to the "Mr. Landlord" newsletter! (One per couple).

Gift #3: All attendees at the 4:30 P.M. Tax Planning and Asset Protection seminar will also receive a **FREE Special Report** booklet from the National Foundation for Tax Planning & Asset Protection titled **"Are You Protected?"** This booklet can help you discover how you can protect yourself from tenant lawsuits and possible financial catastrophe!

There's More!

Attorneys will be there all day just to answer any landlord/tenant questions you need answered. Brokers will display apartment investments for your investment consideration. We've invited several government agencies so that they can answer your questions. Then, there are all the free "money-making idea" seminars.

You'll want to spend the whole day at the show visiting all the booths and attending every seminar that you can possibly take in. **The following describes all the seminars and the times each one will be given:**

**"7 Step Success System on How to Make & Keep \$1,000,000 Plus!
(Been There, Done That)"**

- 7:30 a.m. - Seminar Area A**

Multi-millionaire Dan Faller will be sharing his personal and powerfully proven “7-Step Success System”. You’ll be able to apply his success formula to your ownership of apartments, AND to whatever other business and/or personal project that you decide to tackle!

You will discover exactly what he did to avoid being wiped out by the 90’s real estate crash. Many apartment owners lost a building, and some lost everything. You’ll discover what he’s doing now (and what you can do) to avoid being wiped out by this big real estate bubble that is currently forming.

Discover what the most successful, big money makers are doing today, and why we all need this additional income as we continue to seek riches in the real estate market.

Be there and you’ll find that his proven, simple-to-follow “success formula” really can work for you!

“How to Properly Screen Your Tenants”

□ **9:00 a.m. - Seminar Area A**

Don’t miss this one folks! Could save you tons of time, money, aggravation and possible lawsuits! Certified Apartment Property Supervisor and Property Management Consultant, **Marvin Fleschman, CAPS**, has been managing his own properties and those of others for over 20 years. He is also considered Southern California’s leading educator on Lead Laws and serves as an Expert Witness in lawsuits brought against landlords.

Joining Mr. Fleschman will be **Alberta Nisperos, AOA’s Vice President of Operations** who has over 11 years of experience with credit and eviction reports. Together they will share their secrets on proper tenant screening.

Topics will include Fair Housing & Discrimination laws, red flags on applications, learning how to identify potential deadbeats, understanding credit and eviction reports and much more!

“Resident Managers: Wage and Hour Laws”

□ **9:00 a.m. – Seminar Area B**

Most owners are wide open for lawsuits from their manager. They do not have a written employment agreement AND they do not require the manager to work only a certain number of hours each month or hand in a written and signed report on his hours worked.

If you fit into the above description, I strongly recommend that you attend this seminar! **Dale Alberstone**, a prominent real estate and business law attorney who is a regular contributor to the AOA Magazine with his monthly legal column, will be our special guest speaker. He will be explaining the laws and rules governing your financial and working relationship with your manager.

This is an opportunity you won’t want to miss! There will be a question and answer session so bring all your legal questions.

“New Trends, Forecasts, Predictions to Profit 2006-2056”

□ **11:00 a.m. - Seminar Area A**

John Kamin is best known by apartment owners for writing the popular economic trends column every month for the AOA Magazine. He is a Consulting Economist and Publisher of *The Forecaster* and also, the author of the book [How to Make Money Fast Speculating in Distressed Property](#). If you are seriously interested in making money, it is highly recommended that you attend this seminar for his economic views and money-making ideas.

Mr. Kamin will address the outlook for commercial & residential properties, hard assets, interest rates, inflation, taxes and much, much more. You’ll be getting more predictions that will put you ahead of the crowd and on your way to making millions! Don’t miss his money-making and money-saving ideas during the question and answer period at the end of his talk.

“How to Eliminate All Tenant Headaches”

11:00 a.m. – Seminar Area B

Jeffrey Taylor, also known as “Mr. Landlord” is the #1 landlord in the nation! He is also one of the top nationwide speakers on the subject of making more money owning and managing apartments.

This guy is an “idea a minute” speaker so be sure to bring your pad and pen to write down all the ideas he has in store for all of us. The first 300 people who attend Mr. Taylor’s seminar will receive a **FREE \$100 BONUS PACKAGE** which includes three special reports titled:

1. “How to Collect All Monies Due You” (judgments, bounced checks)
2. “85 Sources of Money to Buy, Maintain or Renovate Property”
3. “Tax Checklist for Apartment Owners”, (200 items landlords can deduct in their rental business),

AND a FREE six-month subscription to the “Mr. Landlord” newsletter. (One per couple).

Come and discover his money-making strategies and his secrets on this business of landlording!

“The Ultimate High-Return/Low Risk Investment”

1:00 p.m. - Seminar Area B

Come and discover what others have paid \$15,000 to learn! **Mark Walter**, one of the Nation’s leading tax lien and tax deed investment experts will reveal his closely held secrets. He is a contributing author to the books, Secret Wealth and 21 Secrets of Real Estate Millionaires. He will teach you how to:

- Earn 16-50% annualized yields with minimal risk
- Secure a steady income of an additional \$3,000 to \$10,000 per month
- Build your own fortune starting with any dollar amount
- Earn 16-50% interest in your IRA
- Acquire Real Estate for 25% of the value of the property
- Use one of the most lucrative financial opportunities available in America

“How to Avoid Being Cited at Code Enforcement Inspections”

3:00 – Seminar Area A

You will want to come and hear **Reid Daub, Senior Inspector with Los Angeles City Code Enforcement** tell us what city officials look for when inspecting your building.

If you haven’t been chosen for the Systematic Code inspection yet, you can almost bet you’ll be next! Properties that do not meet City and State codes regarding issues of maintenance, use and habitability are cited with a “notice to comply”. Failure to make repairs in the areas that he will cover, can cost you much more time and money than the actual repairs would have cost in the first place. Mr. Daub will help you be ready for inspection day as he explains the **most commonly found deficiencies in apartment buildings**.

Discover what **you** can do to prepare **your** building for city inspections to help you save time, money, aggravation and headaches! (This information could also keep you out of jail and help avoid heavy fines for violations!)

“How to Beat Rent Control, Get Good Tenants and the Secrets to Collecting on Judgments

3:00 p.m. - Seminar Area B

Well-known **eviction attorney, Dennis Block**, a monthly contributor to the AOA’s magazine with his Legal Questions and Answers column and co-host of *Landlord Tenant Radio* (Friday

mornings at 9:30 a.m. on KTYM 1460am), has plenty of hot legal ideas in store for us! You'll discover:

1. How to find a quality tenant
2. How to collect on judgments
3. Landlord strategies against rent control

Be there early to get a good seat AND plan to stay for the very popular legal question and answer session that follows. He promises many legal tips and tricks that up-to-date apartment owners are using in today's market!

"Latest Cutting Edge Strategies on Tax Reduction, Lawsuit Protection and Estate Planning"

□ ***4:30 p.m. - Seminar Area B***

You will discover at this seminar the latest cutting edge strategies on tax reduction, lawsuit protection and estate planning. ***Dale West of the National Foundation for Tax Planning and Asset Protection***, will be giving you the three greatest estate planning secrets in all of America. These three legal tools are necessary and, if understood, will cut your estate taxes AND current legal liability to zero! No single legal instrument, like your current trust, is sufficient! Discover, for free, information for which others have paid \$15,000.

Dedicated to helping others protect their hard earned money, Mr. West will also give you the **top four techniques the wealthy use to reduce taxes by up to 45%** as well as how you can protect 100% of your assets from lawsuits, liens, levies and even divorce. Want to know how to structure your assets to give you 100% protection against those mold, lead and discrimination lawsuits that are almost a future certainty? Our speaker will show you how. He will also reveal three tools that will 100% eliminate all estate and federal inheritance taxes forever! Don't miss this one folks! Could save you a bundle!

All attendees at this 4:30 P.M. Tax Planning and Asset Protection seminar will receive a **FREE Special Report** booklet from the National Foundation for Tax Planning & Asset Protection titled ***"Are You Protected?"*** This booklet can help you discover how you can avoid tenant lawsuits and possible financial catastrophe!

Big Day Planned Just For YOU!

We hope to see you at all the seminars. We do know that you'll be a big winner by attending this biggest ever **AOA "Million Dollar" Educational Conference and Trade Show at the Los Angeles Convention Center in West Hall B!** The whole day has been planned for apartment owners and property managers . . . just like you!

***Union Rescue Mission
"Christmas in December Toy Drive"***

Apartment owners have been especially kind in supporting the Union Rescue Mission at every AOA Trade Show with their donations of canned food for homeless families. The mission has gone away with loads of food.

This year, the Mission is asking that we support their "Annual Christmas Store". They make four days in December available to poor and homeless families who cannot afford to buy Christmas presents. ***Please*** help us stock their shelves by bringing a new, unwrapped toy for infants, toddlers, elementary ages and teenagers. You can help make a difference!

One Big Day

Mark your calendar now: All day Tuesday, October 18th, **at the Los Angeles Convention**

Center, West Hall B, 1201 South Figueroa St. in Los Angeles. The first seminar begins at 7:30 A.M., and the doors to the Trade Show open at 8:30 A.M. and stay open until 5:00 P.M. The last seminar starts at 4:30. Plan to spend a day of discovering the best money-making ideas and special discounts from vendors that you will ever see at one location. We're looking forward to seeing you. Please bring a friend-they can be assured that they will discover at least one idea that will help them make and/or keep more money than ever before as a direct result of attending. See you at the **Big Show!!!**