

It's Here! **"Landlord Appreciation Day"** – At the Big "Million Dollar" Trade Show and Educational Conference Thursday, September 11th Los Angeles Convention Center, West Hall B

Grand Prizes: 32" Flat Screen TV and Cruise for two to Mexico!
Other Prizes: Dinner for Two, Cash Prizes, and MORE!

AOA has officially declared Thursday, September 11th as **"Landlord Appreciation Day!"** You will meet just about every contractor and vendor you will ever need... it's called the "Million Dollar Event" of the year and ... **you may even go home with a FREE cruise!!**

FREE seminars, where you will discover money-making and money-saving ideas, will be presented on Thursday, September 11th at the Los Angeles Convention Center, West Hall B at 1201 South Figueroa. The first seminar 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)"**.

Make sure to attend the seminar by our newest special guest speaker, Than Merrill, star of A&E's *Flip This House!* Than will share his **"Secrets to Making Big Money in Today's Real Estate Market 100% Risk Free!"**

Attorney Dennis P. Block will help you discover **"How to Legally Beat Rent Control and Protect Yourself"**; Bruce Norris from the Norris Group will tell you the **"How to Make Money as Foreclosures Continue to Soar"** and Nick Sidoti, the *Cash Flow King*, will help you discover **"How to Get Three Times the Market Rent Guaranteed by the Government without Section 8!"**

Former city-trained Code Enforcement Inspector, Zoran Windrich will teach you **"How to Prepare and Pass a Code Enforcement Inspection"**; Attorney Frank D. Rubin will talk about **"Getting Through and Understanding the Eviction Process"** and Tax Lien specialist Mark Walter will show you how to utilize **"The Ultimate High-Return / Low Risk Investment"**.

Also back by popular demand is Mr. Landlord himself, Jeff Taylor, who wants to help you **Add Thousands to Your Monthly Flow and Avoid the 9 Most Costly Landlord Mistakes**. The first 200 people (one per family) who attend Jeff's seminar will receive a **FREE \$100 BONUS PACKAGE!** Read on for more detailed seminar information and times.

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 Thursday, September 11, 2008.**

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 Thursday, September 11, 2008 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 150 plus contractors, vendors and speakers get together and pay the rent for the Convention Hall. They provide all the chairs for the huge seminars AND cover 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 money-making and money-saving opportunity. Really, it’s a **FREE** show. All the drawings at the vendors’ booths and the whole day of money-making idea seminars. The AOA Trade Show and Educational Conference” is one big free day for every well-deserving apartment owner! *All we ask for the price of admission is that you bring an unwrapped toy for AOA’s “Christmas in September” program for the Union Rescue Mission.*

WHEN: **Thursday, September 11, 2008– 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: **The Los Angeles Convention Center, 1201 S. Figueroa, West Hall B.**

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: 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 regular members – access to “instant” low-cost credit and eviction checks, a subscription to the *Apartment Owners Association News & Buyers Guide* 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: Some lucky winner will receive a Cruise for Two to Mexico!

Gift #3: Another will walk away with a flat screen TV! Also, many other prizes will be given away to the lucky winners at each seminar **and** at many of the individual booths.

Gift #4: Be one of the first 200 people to attend Mr. Landlord, Jeff Taylor's seminar and receive a FREE \$100 BONUS PACKAGE! Read on for details.

There's More!

Attorneys will be there all day just to answer any landlord/tenant questions you need answered. Brokers will display apartment buildings for sale 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:**

"The 7 Step Success System on How to Make & Keep Millions! (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 system 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 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 slowing down.

Find out 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 system" really can work for you!

"How to Add Thousands to Your Monthly Cash Flow and the 9 Most Costly Landlord Mistakes"

9:00 a.m. - Seminar Area A

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 200 people (one per couple) who attend Mr. Taylor's seminar will receive a **FREE \$100 BONUS PACKAGE** which includes three special reports titled:

- "How to Collect All Monies Due You" (judgments, bounced checks)
- "50 Red Flags When Selecting Tenants"
- "24 No-Money Down Strategies for Buying Multi-Units"
- A Free Six Month Subscription to the "Mr. Landlord" newsletter

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

"Getting Through and Understanding the Eviction Process"

9:15 a.m. – Seminar Area B

Guest speaker ***Attorney Frank D. Rubin*** is admitted to practice in the California and federal courts and is also a member of the U.S. Supreme Court Bar. He has handled thousands of evictions and related matters as an attorney for over 30 years. At this seminar, Mr. Rubin will take you through the eviction process and tell you:

- His secrets on how to avoid costly mistakes.
- How to properly serve notices
- When to use 3-Day, 30-Day or 60-Day Notices and much more!

Don't miss the question and answer period at the end of this one!

"The Ultimate High-Return / Low-Risk Investment"

11:00 a.m. - Seminar Area B

One of the nation's leading tax lien and tax deed investment experts, ***Mark Walter***, will reveal his closely held secrets. He is a contributing author to the books, *Secret Wealth* and *21 Secrets of Real Estate Millionaires*. You will discover how to.

- Earn 16-50% annualized yields with minimal risk
- Secure a steady income of an additional \$3,000 to \$10,000 per month
- Acquire real estate for 25% of the value of the property
- Earn 16-50% interest in your IRA
- Build your own fortune starting with any dollar amount

Don't miss this seminar as you'll discover how to use one of the most lucrative financial opportunities available in America. You'll wonder why someone didn't tell you about this real estate investment years ago!

"How to Legally Beat Rent Control and Protect Yourself"

1:15 p.m. - Seminar Area A

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* (Tuesday mornings at 9:30 a.m. on KTYM 1460 AM), has plenty of hot legal ideas

in store for us! The Law Firm of Dennis P. Block and Associates has handled over 100,000 evictions! You'll discover:

- Landlord strategies against rent control
- How to protect yourself from legal troubles
- How to get your rents to market level

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!

“How to Make Money as Foreclosures Continue to Soar from 2008 to 2010”

1:15 p.m. - Seminar Area B

Our special guest speaker, millionaire investor **Bruce Norris** is also the author of the book *The California Comeback*. When he wrote this book, experts thought he was crazy with his predictions that real estate prices would double by 2004! He was right! Now, he's talking about why 2008-2010 stands to be the most exciting and profitable time in recent California history! **Don't be misled – the worst is not over!** Topics will include:

- How economists will be misleading you into believing the worst is over
- Why interest rates being cut by the Fed won't change a thing
- Why foreclosures will continue to soar and create opportunities for buyers
- Why knowing **“when to”** is superior to knowing **“how to”** *and much more.....*

This may just be the one where you discover that “million dollar idea”. Be sure to attend!

“How to Get Three Times the Market Rent Guaranteed By the Government”

3:00 p.m. - Seminar Area A

Don't miss this exciting property management seminar, folks! Nationally known speaker, **Nick Sidoti, R.A.M., C.P.M.**, also known as **“Dr. Cash Flow – the Cash Register Landlord,”** has been investing in real estate since 1979. Nick specializes in residential rental properties and multi-family dwellings and has been the President of Western New York Real Estate Investors, Inc. since 1986. In his seminar, you will discover:

- How to **increase profits** and reduce tenant headaches
- How to market rentals and eliminate hip pocket pain
- How to **choose tenants that will make you wealthy**
- How to get tenants to stuff your mailbox full of money

“Nick Sidoti has found the key to success in real estate. He has mastered the art of turning rental property into cash cows. When it comes to generating income, Nick is the CASH FLOW KING!” --- Kiplinger's Personal Finance Magazine.

“How to Prepare and Pass a Code Enforcement Inspection”

3:00 pm – Seminar Area B

Former city-trained Code-Enforcement Inspector, **Zoran Windrich** has experience and knowledge of the things you don't have to correct under the law. He will teach you how to prioritize your violations and can provide you with experienced contractor advice on how to solve your inspection problems. Topics will cover:

- Being prepared and getting ready for an inspection
- Protecting your investment
- What to do when the inspector arrives
- Critical Do's and Don'ts
- How to avoid common violations

“Secrets to Making Big Money in Today's Real Estate Market 100% Risk-Free

4:30 pm – Seminar Area B

You won't want to miss this one, folks! One of the nation's most successful real estate investors and speakers shares with you the information and systems he has used to build his multi-million dollar real estate business. **A&E's “Flip This House” Star, Than Merrill**, will show you how to double, triple and even quadruple your income in today's market! You will discover:

- Today's top marketing strategies to find the best deals
- How to completely eliminate all of the risk associated with buying real estate in a changing market
- How to wholesale properties so you can pick up a check for \$20,000 dollars in the next 30 days
- How to find deals 30% to 60% below market value on properties in your area. You won't believe how easy it is!
- How to beat your competition to the best deals
- How to get over the fear of buying your first few deals
- Three ways to legally buy and sell real estate in your IRA and make all of your real estate profits grow 100% tax-free

You won't want to miss this one, folks! **Than Merrill also founder of CT Homes, LLC and FortuneBuilders, INC. has become one of the most sought after real estate speakers and coaches in the country.**

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 on Thursday, September 11, 2008 at the Los Angeles Convention Center in West Hall B at 1201 South Figueroa!** The whole day has been planned for apartment owners and property managers . . . just like you!

***Union Rescue Mission's
"Christmas in September" Toy Drive***

Apartment owners have been especially kind in supporting the Union Rescue Mission at every AOA Trade Show with their donations. 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 **Thursday, September 11, 2008 at the Los Angeles Convention Center in West Hall B at 1201 South Figueroa!** 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 and money-saving ideas and special discounts 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!!!**