

**It's Here!**

**The BIG "Million Dollar Trade Show and Educational Conference"!  
Thursday, May 20th at the Long Beach Convention Center, Hall C**

Mark your calendars for Thursday, May 20<sup>th</sup> for AOA's "Million Dollar Trade Show and Educational Conference" in Long Beach. 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 or a new FREE flat screen T.V.!!**

**FREE** seminars, where you will discover money-making and money-saving ideas, and what you, as an investor, can expect for the future... will be presented on Thursday, May 20th at the Long Beach Convention Center, Hall C at 300 East Ocean Blvd.

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)**". *Every rental housing owner* will want to hear this one along with all of the informative seminars throughout the day. Read on for more detailed seminar times and information.

**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 **Long Beach Convention Center on Thursday, May 20<sup>th</sup>, 2010.**

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. In fact, you will discover more money-making and money-saving ideas at the AOA Trade Show 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 **Long Beach Convention Center on Thursday, May 20th 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, 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 a couple of canned goods for the Union Rescue Mission's Feed the Homeless program.*

**WHEN:** **May 20th, 2010 – all day Thursday.** 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 **Long Beach Convention Center, 300 East Ocean, Hall C in Long Beach.**

**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!

**COST:** **FREE – just bring a couple of canned goods to help feed those in need.**

#### **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* 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!**

**Gift #4:** Also, many other prizes and gifts will be given away to the lucky winners at individual booths – be sure to visit them all!

#### **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. Vendors will be there with new products and services. 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 slowing economy.

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! **If you have the “want to”, you'll discover the “how to” at this seminar!**

**“How to Get Three Times the Market Rent  
Guaranteed By the Government Without Section 8”**

**9:00 a.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 Evict Gang Bangers, Drug Dealers and Nuisance Tenants”**

**9:00 a.m. - Seminar Area B**

**Attorney Leslie Born** with the Law Offices of John Bouzane (also known as “Fast Eviction Service”) has practiced exclusively in the area of Landlord/Tenant law for over seven years and has tried hundreds of Unlawful Detainer cases in San Bernardino, San Diego, Los Angeles, Orange, Riverside, Kern and Ventura Counties. Her trial experience includes cases both inside and outside of rent control areas. At this seminar, Leslie will take you through the eviction process and tell you:

- 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!

### **“Discover How and Where You Can Obtain FREE Money”**

#### **11:00 a.m. - Seminar Area B**

*Tim Payne* is a seasoned real estate and business professional with over 20 years experience in personal finance, real estate investing and government funding.

Did you know that the government gives away billions of dollars to eligible individuals in the form of free-money grants and low interest loans? This opportunity money is designed to stimulate the economy and empower people to help themselves. Come and find out how YOU can qualify and learn what it takes to be eligible to receive this money! Discover how you can:

- Find out where the money is and how to get it
- Obtain free money grants for real estate investing
- Obtain grants to fix up and improve investment property

You’ll want to attend this one, folks and you’ll wonder why someone didn’t tell you about this years ago!

### **How to Properly Handle Move-Ins and Move-Outs to Avoid Lawsuits**

#### **1:15 p.m. - Seminar Area A**

*Matthew Gorman* is an attorney with the law firm of Alvarez-Glasman & Colvin based in the City of Industry. He has practiced in the area of landlord/tenant law with a focus on environmental compliance, Fair Housing issues, and matters involving the American with Disabilities Act.

Attend this and discover how to avoid costly lawsuits and how to have a smooth move-in and move-out process for both you and your residents. Topics will include:

- What to say and not to say to potential residents
- How to develop uniform and legal rental screening procedures
- Documents and information needed to get the best residents

### **10 Must-Have Tax Strategies for Real Estate Investors**

#### **1:15 p.m. – Seminar Area B**

*Karla Dennis* is the President and Founder of COHESIVE– a professional tax firm that specializes in complex tax situations, tax preparation and resolving tax issues with an emphasis in real estate taxation.

Karla Dennis has been working with clients and businesses for over 20 years, and has unsurpassed expertise in the field of accounting and taxation. Her track record includes not only preparing tax returns, but also representing clients in audits and collections issues before the Internal Revenue Service.

At this seminar, you will discover:

- Why over 20 million Americans over-pay the IRS year after year
- How to keep **YOUR** money out of the pockets of the IRS
- How to have the “perfect” tax strategy
- 10 “Must Have” strategies for Real Estate Investors

### **“How to Control Your Tenants and Have the Law on Your Side”**

**3:00 p.m. - Seminar Area A**

Well-known *eviction attorney*, **Dennis Block** has plenty of hot legal ideas in store for us! Mr. Block is with the Law Firm of Dennis P. Block and Associates and also hosts a weekly Landlord radio show. At this seminar you’ll discover:

- How to legally protect yourself
- Laws you need to know
- And much, much more.

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!

### **“When Should You Take Advantage of the Buying Opportunity of a Lifetime?”**

**3:00 p.m. – Seminar Area B**

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 2009-2010 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 cities unintentionally force lenders to dump properties
- Why the banks will lose 75% on most houses we buy in 2009
- How to find your share of these types of deals
- When this housing depression will end

### **“How You Can Get Super Rich in Commercial Real Estate”**

**4:30 p.m. - Seminar Area B**

Cherif Medawar is a national real estate trainer & a commercial and residential investing expert. With over 18 years of direct investing experience Cherif has transacted for his own account millions of dollars in residential and commercial properties across the country. Cherif has lectured and taught thousands of students nationwide for several years about real estate wealth strategies.

He shares time-tested, proven techniques for creating low to no risk, high-profit wealth in your life, as well as how to start and grow in commercial real estate with little to no money. Make sure you attend this one where you will discover how to:

- Get deals to come to you
- Acquire the best income producing properties – with little to no money
- Make huge fortunes with little competition
- Use his 12 Steps to financial wealth

**Stay for this one and you just may win one of our grand prizes – a cruise for two to Mexico or a brand new flat screen TV!**

### **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, May 20th at the Long Beach Convention Center in Hall C, 300 East Ocean!** The whole day has been planned for apartment owners and property managers . . . just like you!

### **Union Rescue Mission "Canned Goods 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.

We are once again asking that you support this much needed humanitarian effort. **Even one donated can of food will help feed a hungry family.** Bring a bag full if you'd like! Please help us to make a difference!

### **One Big Day**

Mark your calendar now: All day **Thursday, May 20th, at the Long Beach Convention Center, Hall C, 300 East Ocean in Long Beach.** The first seminar begins at 7:30 A.M., and the doors to the trade show floor 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!!!**

P.S. Be sure to stop by the AOA booth and "take a big spin" for free give-away prizes.