

The Big "Million Dollar" Trade Show and Educational Conference!

Saturday, October 23, 2004

You will hear everything about how to make a Million Dollars... It's called the "**Million Dollar Event**" of the year.

Free seminars, where you will discover how to make a fortune, will be presented on Saturday, October 23, 2004 at the Los Angeles Convention Center. The first one at 7:30 A.M. will cover Dan Faller's "**7-Step Success System on How To Make and Keep \$1,000,000 - Been There, Done That**".

Millionaire **Bruce Norris** will be explaining the much different market he expects for the next five years. Come and discover indicators that could **make you another million dollars!**

Economist and author **John Kamin** will speak on **the newest wealth building ideas & the future outlook of our industry!** His up to date evaluations of today's economic trends has made millions for the readers of his books and newsletters!

Many other speakers will covering subjects where you'll discover things like **how to increase your cash flow, avoid common landlording mistakes, the 3 greatest estate planning secrets in all of America, top 4 techniques to reduce your taxes by up to 45%,, how to screen out the bad tenants, prepare & serve notices and much more!** Plan to be there!

Just What Every Apartment Owner Desires!

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 Saturday, October 23rd**.

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 people 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 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 Saturday, October 23rd, from 7:30 A.M. to 5:00 P.M.**

How Much Will It Cost You?

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 2004" is one big free day for every well-deserving apartment owner! ***We do ask that you bring a new unwrapped child's toy for our "Christmas in October" program through the Union Rescue Mission.***

When? Saturday, October 23rd, all day Saturday. The first seminar starts at 7:30 A.M. and the vendors' floor opens at 8:30 A.M. The last seminar starts at 4:30 P.M.

Where? At the **Los Angeles Convention Center in West Hall "B"**, 1201 South Figueroa., - just off the 10 & 110 freeways. See the back cover for an exact map.

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 Membership"

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. 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!

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! (Been There, Done That)"

7:30 a.m. • Seminar Area A

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 even lost everything. You will be presented with a proven technique that will prevent this from ever happening to you.

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 Retire Early and Rich"

9:00 a.m. & 4:30 p.m. • Seminar Area B

This one is so good we're giving you two opportunities to attend! This seminar will be repeated in even more detail at 4:30 p.m. You will discover the latest cutting edge strategies on tax reduction, lawsuit protection and estate planning. **Larry Oxenham, Vice President 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. Oxenham 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!

"How To Live To Be A Healthy 100!"

9:00 a.m. • Seminar Area A

Since Ponce de León, the search for ageless youth has continued unabated. You will discover what **Dan Faller** has found in his search on this all-important topic of health and longevity. He has definitely discovered more than Ponce de Leon ever dreamed possible.

You'll hear about: 1) "the 120-year diet", 2) how to protect your body from "free-radicals" that may cause aging, 3) a statistically proven method to get out of the hospital faster than anyone else with the same conditions, 4) how to clean your body of toxins, 5) how to scientifically increase your good hormones to once again youthful levels and 6) a very special "youth" drug that was first discovered in Romania. This three-week "youth treatment" has been taken by rich

and famous people such as President Kennedy, Barbara Streisand, Zsa Zsa Gabor, Kirk Douglas, Mao Tse Tung, Omar Sharif, Charles DeGaulle, Picasso and the list goes on and on!

The rich and famous from all over the world have used the information that you will discover at this very special seminar. Many of them claim to have cured cancer and all kinds of other degenerative diseases. Even more important is that you will discover how to feel younger and more energetic for a longer period of your life when it really counts!

There is no "magic pill", but you will go away knowing how your body can better heal itself and add many healthy and enjoyable years to your life!

***"How to Meet the Newest Legal
Wage & Hour Requirements for Apartment Managers"***
11:00 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 of his hours worked.

If you fit into the above description, I strongly recommend that you attend this seminar!

Dale Alberstone will be our special guest speaker. Dale is a prominent real estate and business law attorney who is regular contributor to the AOA Magazine with his monthly legal column. He will be explaining the laws and rules governing your financial and working relationship with your manager.

Some of the subjects covered will be: 1) Wage and hour requirements for apartment managers, 2) requirements for a written contract with your manager, 3) allowable rent that you can charge your manager, 4) why you should avoid sexual encounters with your manager, 5) how to avoid being sued, 6) Industrial Welfare Commission regulations that apply to hiring managers and 7) can your manager end up owning your building?

This is an opportunity that you will not want to miss! There will be a question and answer session, so bring all of your legal questions.

***"New Ways to Sell Your Building,
Pay NO TAX and Retire
With a Lifetime Income"***
11:00 a.m. • Seminar Area A

Jeff Reed of T.E.A.M. Portfolio, Bob Horning of MCL Financial, Inc. and Phil Atwan of Exchange Resources are experts in quality investment strategies and estate planning with tax reduction alternatives. Be sure to attend this very informative gathering of professionals discussing 1031 Exchanges and other new and creative tax planning methods of the 21st Century.

You will discover how to:

1. Prepare your investment property for sale
2. Use a 1031 Exchange as a safety net
3. Use a 1031 Exchange as a retirement vehicle
4. Protect your exchange with the Reverse Exchange
5. Use an easy way to get more income while doing less management
6. The basics & intricacies of how IRS Code Section 1031 works

***21st Century Wealth Building
Ideas: 2004 to 2054
(Newest Strategies,
Latest Risks & Rewards)***
1:00 p.m. • Seminar Area B

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 Properly Screen Your Tenants"

1:00 p.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 10 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!

"New State Laws That Landlords Must Follow"

3:00 p.m. • Seminar Area B

Well-known eviction attorney, **Dennis Block** has plenty of hot legal ideas in store for us! You'll discover: 1) how to be in compliance with the new laws, 2) how to prepare and serve notices, 3) why bankruptcy should not stop an eviction, 4) how to avoid being sued for discrimination, and 5) how to interpret the new building inspection laws. He will also be discussing claims for bodily injury and damage to personal property, rent increases and security deposit itemizations.

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!

"Why Foreclosures Will Go Up 1000% Between 2005 • 2009"

3:00 p.m. • Seminar Area A

Our special guest speaker, millionaire investor **Bruce Norris**, is also the author of the book, "The California Comeback". Six years ago, when he wrote this book, experts thought he was crazy with his predictions that real estate prices would double by 2004! So far, he's been right and...he's purchased over 150 properties in just the last 3 years!

Mr. Norris has a reputation for finding tremendous bargains at the right time. Come and experience the much different market that he predicts for the next 5 years and discover indicators that could make you, too, millions! This may just be the one where you discover that "million dollar idea." Be sure to attend!

Topics will include:

1. Future outlook for California Real Estate prices
2. Where is the market headed?
3. Foreclosures in the next five years

"How to Retire Early and Rich"

4:30 p.m. • Seminar Area B

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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 **Million Dollar Educational Conference and Trade Show at the Los Angeles Convention Center!** The whole day has been planned for apartment owners and property managers . . . just like you!

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

Apartment owners have been especially kind in supporting the Union Rescue Mission at every AOA Trade Show with their donations of new unwrapped toys for needy children. The mission has gone away with barrels full of toys!

We are once again asking that you support this much needed humanitarian effort. Just one donated new, unwrapped toy can help make this holiday special for a needy child! Please help us to make a difference!

One Big Day.

Mark your calendar now: All day Saturday, October 23rd, **at the Los Angeles Convention Center**, West Hall B, 1201 South Figueroa, 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 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!!!**