

**It's Here! The Big "Million Dollar"  
Trade Show and Educational Conference!  
Thursday, May 18<sup>th</sup> at the Long Beach Convention Center (Hall C)**

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 Thursday, May 18th at the Long Beach Convention Center in Hall C. The first seminar at 7:30 A.M. will cover Dan Faller's **"The 7-Step Success System on How to Make and Keep Millions - Been There, Done That"**.

More apartment industry professionals attend the AOA Trade Shows than any other "happening" in the whole industry.

Attorney David Schonfeld will be covering the **"10 Most Common Mistakes Landlords Make in the Eviction Process"**. Mr. Schonfeld is also an instructor for the "Certified Apartment Manager" training course and serves as a Judge Pro Tem. He will bring both sides of landlord/tenant issues to this "must hear" seminar.

Economist and author John Kamin will speak on **"What's Ahead for 2006 to 2056 and Beyond ... How to Profit"**. 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 **"How to Properly Screen Tenants"** and **How to Avoid Possible Lawsuits!**

Attorney Dennis P. Block will be sharing **"How to Deal with Problem Tenants and How You Can Collect on Your Judgments"**. Pull those money judgments out of your drawers and turn them into cash!

Bruce Norris from the Norris Group will be sharing his **"Top 6 Money-Making Real Estate Ideas for 2006-2010"** and Nick Sidoti, the Cash Flow King, will help you discover **"How to Double Your Cash Flow and Reduce Tenant Headaches!"**

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! **Every rental housing owner should hear Dale's talk about how to protect your assets!**

**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 18, 2006.**

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.

Plan to spend a day of discovering the best money-making ideas and special discounts that you will ever see at one location.

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 18, 2006 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! ***We do ask that you bring some canned goods for Union Rescue Mission’s “Help Feed the Homeless” program.***

**WHEN:** **May 18, 2006 – 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 in Hall C, 300 East Ocean Boulevard, 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!**

### **“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:** 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 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 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 slowing down.

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!

***“How to Double Your Cash Flow and Reduce Tenant Headaches”***

**9:00 a.m. – Seminar Area B**

Don’t miss this exciting, brand new 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.**

***“The Ultimate High-Return/Low Risk Investment”***

**11:00 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

- You'll end up wondering why someone didn't tell you about this real estate investment years ago!

***"What's Ahead for 2006 to 2056 and Beyond ... How to Profit"***

***1:00 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.

***"10 Most Common Mistakes Landlords Make in the Eviction Process"***

***1:00 p.m. – Seminar Area B***

Mistakes cost time and time costs money! Tenants are stealing money out of your pockets each day that passes during an eviction. Come and discover proper ways to prepare and serve termination notices, tenant bankruptcy, new laws and much more! Special Guest Speaker, **Attorney David S. Schonfeld** will help you avoid mistakes and save money!

As well as handling thousands of eviction cases, Mr. Schonfeld is an accredited instructor for the "Certified Apartment Manager" training course and teaches continuing education classes for attorneys and property managers for the Orange County Bar Association. He also serves as a Judge Pro Tem for the Orange County Superior Court and can bring to us both sides of landlord/tenant issues. Be sure to stay for the question and answer period.

***"How to Deal with Problem Tenants and How You Can Collect on Your Judgments"***

***3:00 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* (Thursday evenings at 9:30 p.m. on KRLA 870am), 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!

***"Top 6 Money-Making Real Estate Ideas for 2006-2010"***

### **3:00 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 the current real estate bubble and what to expect in the future.

You will especially appreciate Bruce's charts and indicators that back up his predictions. In the next cycle, there will be a great transfer of wealth! Will you be one of the beneficiaries or one of the big losers? The information provided by Bruce will be of great help in you making the correct decisions.

You will hear additional ideas about buying properties at a discount, buying out-of-state and buying at auctions. This may just be the one where you discover that "million dollar idea". Be sure to attend!

### ***"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 Long Beach Convention Center in Hall C!** 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. Please help us to make a difference!

### ***One Big Day***

Mark your calendar now: All day Thursday, May 18th, **at the Long Beach Convention**

**Center, Hall C, 300 East Ocean Blvd., just off the 405 and 710 freeways in Long Beach.**

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!!!**