



# ACRE OF BEAVER COUNTY

## A Real Estate Education Community

### PREMIER PROPERTY MANAGEMENT AND ITS SERVICES TO BE THE TOPIC OF THE JULY MEETING

Instead of just a small vendor presentation, our support group has given Randy and Keith from Premier Property Management both the vendor and the main speaker spots at our July meeting to tell us all about themselves, about the company they work with, Premier Property Management of Beaver Falls, and all of the services they offer. The presentation will start between 7:15 and 7:30, and go straight through until 9pm, and will cover everything Premier does, from finding and screening tenants, to keeping good tenants and evicting bad tenants. They will discuss how Premier manages owner and tenant expectations, and how they deal with emergency issues. They will talk about records landlords need to keep, and the reasons for keeping those records. They will give us information on Premier's costs for its services, and have a Power Point and handouts. There will be plenty of opportunity for questions and audience participation, so bring your property management questions.

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#### WHY CHOOSE ACRE of Beaver County:

- **Network** with local investors
- **Attend presentations** by local leaders and experts on industry related topics
- **Meet local contractors and professionals** who are eager to work with investors
- **Get updates** on state and national issues from PROA and National REIA

#### UPCOMING EVENTS

**The World Famous Rehabbers House Tour, Saturday, July 26, 2014, 8:30 AM-1:00 PM**

**Meet at McDonalds on Rt. 65, 300 Ohio River Boulevard, Baden, PA 15005**

Thinking about doing a "fixer-upper?" Or want to do one with greater profit? Join the tour of several houses in Beaver County and learn to determine the value of a property in order to make an intelligent investment decision. Space is limited. ACRE Members \$69

\* For more information, contact Debbie Dornish at 724-869-0129 or email [info@acrebeaver.com](mailto:info@acrebeaver.com)

## NATIONAL REIA MID-YEAR CONFERENCE BRINGS EXCITING NEWS

By Bradley S. Dornish, Esq.

ACRE is the Western PA chapter of National REIA, the National Real Estate Investors' Association. The association has given us connections to and feedback on the quality of national speakers, and has kept us up to date on issues facing real estate investors all across the country.

For many years, the national depended on dues from member associations for its funding, limiting its ability to expand its functions. Through the Chapter program, the strongest groups in each geographic area were asked to become chapters, and through the chapters, the Home Depot and Sherwin Williams affinity programs were rolled out. These programs bring significant benefits to real estate investors who are members of the chapters, and to NaREIA. The Home Depot program has saved me over \$1,000 in the last year alone, and continues to benefit me with every purchase. The programs have also brought financial stability to NaREIA, and have allowed it to invest in new programs to benefit us as investors.

One of the exciting new programs being implemented is a robust, information filled update of National REIA University, online education for real estate investors. Check out the website in development right now at [Nationalreiau.com](http://Nationalreiau.com). The Professional Housing Provider certification program is being expanded with National REIA University, and as a chapter, educational programs offered

through national and local speakers at Acre will integrate seamlessly in the certification process. The online programs will also allow us to offer higher level, in depth programs not supported by local demand alone, providing added benefit for experienced investors. We all have more to learn!

Another new program being offered through National REIA is insurance for your rental and rehab properties. Many of our current providers of insurance have no coverage for student housing, exclusions from coverage for tenants with certain breeds of dogs, and very burdensome applications and expensive and limited coverage for properties not currently occupied, and awaiting or in the process of rehab.

These issues are being addressed by National REIA, as it has become an insurance agency licensed or pending licensing in all 50 states. In partnership with an established Atlanta insurance brokerage, new programs being offered to National REIA members should be better and cheaper than currently available products, using our combined buying power and good loss histories to the benefit of investors. Look for the applications to be available soon.

Another benefit already online is a new tenant screening service through partnership between National REIA and Investigative Screening Consultants. For only \$28, instant national criminal screening and more is available. I

haven't had a turnover since I returned from the convention last month, but I am going to compare ISC to my current credit reporting program on my next turnover. If it does half of what was presented to us, it will be a great alternative.

National REIA is also offering more support to chapters on event planning, newsletter and website support, and social media. There is now staff in house to help Acre and other chapters improve our service to you as members. Look for the result of these services in our websites, newsletters and events over the next year.

And don't forget the National REIA Cruise for real estate investors coming February 14<sup>th</sup> to 21<sup>st</sup>, 2015 on Celebrity Cruise Lines Summit. There are five stops in seven days, and only one day at sea, based on feedback from prior cruises. The cruise departs from Puerto Rico and stops at St. Croix, St. Kitts, Grenada and St. Thomas before returning to Puerto Rico. Prices start at \$999 per person, double occupancy. ■

**Want to read more articles on all things real estate? Looking for an article from a past issue? You can find this issue's article and much more at [www.dornish.net/blog](http://www.dornish.net/blog).**

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**ATTORNEYS:**  
 Bradley S. Dornish  
 Charles C. Bell  
 Jack P. Bock  
 David M. Tkacik

### DON'T GO TO COURT ALONE

Our lawyers have combined experience of over seventy years in litigation. We are not just civil litigators, though. We concentrate in real estate, business and construction litigation — handling the toughest evictions, collections, business and construction cases.

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Our lawyers don't just practice business, real estate and construction law — they live it.

- Brad Dornish is a landlord and teaches real estate law to brokers and agents at the Realtors' Educational Institute, investors at ACRE and lawyers through the PA Bar Institute.
- Chuck Bell has owned commercial real estate, has owned and operated a business and has served as a director and officer of non-profit and fraternal organizations.
- Jack Bock owns property in Pittsburgh's Shadyside neighborhood and has represented all sides in real estate transactions and litigation in State, Federal and Bankruptcy courts.
- Dave Tkacik is a Pennsylvania licensed real estate agent, landlord and property renovator.

Our firm holds the highest professional rating — the **AV Peer Review** rating by Martindale Hubbell and is listed in the **Bar Register of Preeminent Lawyers**.



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## THE DEAL FOR VENDORS

One reason we run ABC is to connect local investors with local vendors who can help in real estate investing. Of course, I'm not just an investor, but a real estate lawyer, owner of a settlement company and publisher of real estate how-to books. That makes me a vendor too.

We offer two different levels for vendors (Premier and Value). Both levels get an advertisement in our newsletter sized according to level. All vendors get to come to the meetings, be introduced at the beginning of the meeting and network with the investors who are there. All vendors also get our monthly newsletter to keep up on speaker and event schedules and articles of interest to investors.

**Premier vendors**, for \$300 per year, get a half-page ad in each bi-monthly newsletter and an opportunity to speak at a meeting as a Vendor Speaker, the right to put materials on tables during meetings as available, and a chance to sponsor coffee and snacks at meetings and workshops.

**Value vendors** get a business card ad in the newsletter, for \$125 per year. ■

**To learn more about becoming a vendor or member of ACRE of Beaver County, contact Brad or Deb Dornish at 724-869-0129 or [info@acrebeaver.com](mailto:info@acrebeaver.com).**

## THE DEAL FOR MEMBERS

The ACRE of Beaver County yearly membership fee is \$120.00. All members receive a monthly e-newsletter, attendance at all Beaver meetings and up to two meetings per year at ACRE of Pittsburgh, plus member discounts to all programs of ACRE of Beaver and ACRE of Pittsburgh.

Members of ACRE are also members of the Pennsylvania Residential Owners' Association (PROA) and members of the National Real Estate Investors' Association, with both of which ACRE is affiliated. Both the state and national groups have even more benefits for our members. ■



### ACRE of BEAVER COUNTY

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Baden, PA 15005

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### MEETING SCHEDULE:

**Meetings will be held from 6:30-9:30 pm, on the 4th Tuesday of every month.**

**2014 Dates: Jan 28, Feb 25, March 25, April 22, May 27, June 24, July 22, Aug 26, Sept 23, Oct 28**

6:30 PM.....Vendor Setup and Networking

7:00 PM.....Meeting Commences;  
Introduction of Vendors

7:20 PM.....Teaching Segment

7:40 PM.....Vendor Speaker

7:55 PM.....Properties for Sale

8:05 PM.....Main Speaker

9:05 PM.....Q&A

9:30 PM.....Meeting Adjourns

**Remember to bring your properties for sale and ideas for future speakers!**

**Next Meeting:**

**Tuesday, July 22, 2014  
Harmony Ridge Golf Club  
1280 Breitenstein Road  
Ambridge, PA 15003**