



NOREIA

Meeting this MONTH:

Chris McClatchey will be with us at our October meeting on the 20th. Chris is a Nationally Recognized Speaker who teaches individuals, from beginning investors to seasoned professionals, how to *build and maintain real wealth through the use of real estate investments*. He has developed a *systematic approach to investing*, which involves leveraging technology to 'create more hours in the day'. Chris is known for his ability to make *automation* a luxury that everyone can understand and utilize in their own business.

Chris will teach you and share with you, his specialized techniques on how he purchased 31 rental units valued at over \$2.5 million dollars in the last year with either "No Money Down" or "Zero Percent Interest Seller Financing". He was able to leave his six-figure job as a litigation attorney and he will show you how you too can get out of your job and into your life! Chris believes that everyone is capable of better managing their time and money, and he's dedicated to assisting people in discovering their "Why" and learning to incorporate the "How", in order to *'get out of their job and into their life'*.

Don't forget Chris McClatchey's seminar on Saturday, October 22, 2011 at the Holiday Inn from 9:00 a.m. to 4:00 p.m. Doors open at 8:30 a.m.. Cost: \$40.00 with lunch included.



Learn more about Chris McClatchey on page 5

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Holiday Inn

Cypress Room I
 2261 N. Causeway
 Metairie, LA 70001
 (between W. Napoleon and I-10)

Meeting is October 20, 2011

- ❖ 6:15 p.m. — 6:45 p.m.: Network-
ing
- ❖ 6:45 p.m. — 9:00 p.m.: Meeting

September 2011

Sun	Mon	Tue	We	Thu	Fri	Sat
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2	3	4	5	6	7	8
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30	31					

NOREIA BENEFITS

Since the holidays are fast approaching, many of you may be traveling and need a rental car. I thought this month would be a good time to let you know about the National REIA Member Benefits with three different car rental companies.

The first one is Avis. Go to www.avis.com and enter the Avis Worldwide Discount number: T866500 to show the lowest rate they have available.

Your second choice is Budget. Reserve your rental car online and the Budget Customer Discount Number to use is: **Z657900**. It will automatically shop for the best available rate for you.

Your last choice is Enterprise rent-a-car. Enterprise has the largest fleet of rental throughout the country with more locations than any other rental agency, (I didn't know that.) They have extended a discount to National REIA members. When you make a reservation at www.enterprise.com or over the phone, use the promotional code: 38A3701. Pin code NAT.

Enjoy the benefits of NOREIA membership provided by National REIA.





Time to Think Outside the Box!!

I went to a Real Estate seminar this last week and the speaker made the comment that we're in an incredible situation, "the interest rates on thirty year loans are below 4% (near all-time lows), sellers are offering the best deals in years and there's a large volume of housing out there for sale---why isn't the real estate market booming?" Everthing is lined up to the investors liking!!

It's just the problem with getting that loan! Especially if you're an investor! The traditional bank loan route has tightened their lending standards significantly, making it a time-consuming, sometimes frustrating process that certainly dampens the enthusiasm of the typical applicant. So what's the investor to do? It's like a child who's been sent to their room to time-out, when his favorite tv show is on and Mom's serving ice cream.....it's all good, but you just can't get there! Feeling the same way?...no money to get that screaming deal?



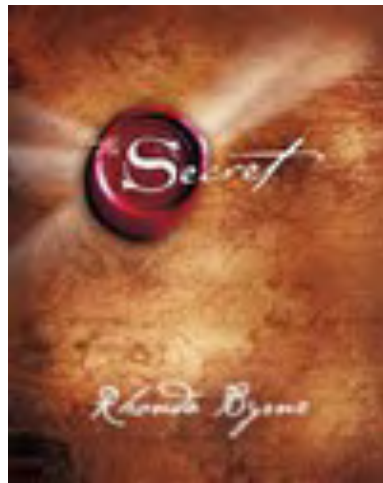
Let's think this one through and see if we can come up with some help. First off, lets think creative!! If you've found a deal, but can't swing a big down payment, will the seller take terms? You can buy that million dollar house if the seller will take a thousand dollars down, with the remainder due at one thousand per year for the next 999 years! Find out what the seller really needs and focus on that. You might be suprised at the truth! You were thinking cash and they are thinking I need to get over to Houston to that new job, this house is a burden. You need to ask and then match up their needs to your wants.

I know you may be feeling stressed, trying to make a deal that will affect you significantly, while all the time you're trying to stay calm in front of the prospective seller! Just get the facts of the situation, get a good look at the condition of the house and make a decision as to whether to continue with follow-up on this deal. When you get home and review the pertinent info you've gathered, you can push the terms button in your financial brain and see what you can come up with. Key on the information you gathered from your visit with the homeowner and try to make a deal happen. Of course, when you offer more than one deal, giving the seller options, your chances of striking a deal will increase as well. It sounds too simple, and of course, you're only at the start of a long process, but it's worth it! Like they say, buying real estate is not a get rich quick business, but it is a way to get rich slowly. If you stay in your room in time out, the ice cream will be all gone (or melted). Take action!

So where do you get all the help to fill in the other blanks needed to finish out that real estate "get rich slow " quest?.. NOREIA of course. Where else can you get classes on finding money, finding deals and fixing them for sale or rent? Just networking with active investors and hearing how they are putting together deals is great information! The support and education you can receive are first class. Come to our meetings and take a look at our current market opportunities as your way to get ahead.

See you at our next meeting,

Dennis Stump
Programming Director



Although the book the Secret is not a book about investing, one of the seminars I attended suggested that we as real estate investors read the book to better our business. The Secret is a feel good book but I don't think that it is a absolute read for the real estate investor. The premise of the book regards the Law Of Attraction. The Law Of Attraction, which Byrne says is the most powerful law in the universe, states that people experience the logical manifestations of their predominant thoughts, feelings, and words.

This gives people direct control over their lives. A person's thoughts (whether conscious or unconscious) and feelings bring about corresponding positive or negative manifestations. Positive thoughts bring about positive manifestations while negative thoughts bring about negative manifestations. The theory is very simple. Because it is an absolute law, the law of attraction will always respond to your thoughts no matter what they are. Thus your thoughts become things. You are the most powerful power in the universe simply because whatever you think about will come to be.

You shape the world that exists around you. You shape your own life and destiny through the power of your mind. The secret is more about behaving in a positive manner in your life and business to achieve positive results in your accomplishments. To put it simply, treat others as you want to be treated. I would not suggest this book as an enhancement to your Real Estate business, though it was an interesting read in general.



Learn More About Chris McClatchey

Chris McClatchey is a Nationally Recognized Speaker who teaches individuals, from beginning investors to seasoned professionals, how to **build and maintain real wealth through the use of real estate investments**. He has developed a **systematic approach to investing**, which involves leveraging technology to 'create more hours in the day'. Chris is known for his ability to make **automation** a luxury that everyone can understand and utilize in their own business.

Chris and his family live in Merritt Island, Florida. He owns several Real Estate Investment Companies and a Real Estate Brokerage in Brevard County. Chris is both a licensed Attorney and a licensed Realtor in the state of Florida and in the last 9 months has purchased over 2 Million Dollars of Real Estate with either "No Money Down" or "Zero Percent Interest Seller Financing". In 2010, Chris was selected to be one out of only 9 speakers in the country to participate in National Reia University's Online Education Program. This program is a vast Real Estate Program designed to educate investors from over 220 REIA's across the country.



Chris will teach you and share with you, his specialized techniques on **how he purchased 31 rental units valued at over \$2.5 million dollars in the last year with either "No Money Down" or "Zero Percent Interest Seller Financing"**. He was able to leave his six-figure job as a litigation attorney and he will show you how you too can get out of your job and into your life! Chris believes that everyone is capable of better managing their time and money, and he's dedicated to assisting people

Building a good team: Accounting

We all know that building your team is an essential part of putting together a real estate business. A good accountant is worth their weight in gold, they can save you money and headaches! Here are some questions to ask an accountant that you are considering for your real estate business:

1. What areas of tax and accounting do you specialize in? Are they more of a bookkeeper, or can they advise you on how to structure your business entity and other aspects of your business.
2. Are you able to assist with tax strategy? Moving money in the right way can help you keep more of your profits, instead of going to taxes.
3. Can you help me determine what deductions I can take? This is critical for everyone, especially new investors who may still be working a full time job. Mileage, office supplies, educational materials and seminars, and even your NOREIA membership dues are all potential tax deductible items.
4. Do you personally own any investment properties? An accountant that owns investment properties is most likely very aware of the best ways to lower their tax burden and will be able to help you do the same.
5. Are you familiar with “dealer status” and how to avoid being labeled a dealer? This is critical! If you are labeled a dealer, ALL of your real estate profits may be treated as ordinary income and may be subject to self employment taxes.
6. Can you register

business entities for me and help me with all the necessary licenses?

7. Do you do tax preparation and can you advise me on the best ways to avoid being audited?
 8. How will we be in contact? Via phone or email? You will want to be able to get your questions answered quickly. If they are too busy to respond to you in a timely manner, you may want to find someone who will.
 9. What is your fee schedule? You need to know when and how you will pay for their services. You’ll need to know if there is a fee when you call or email them with questions.
 10. Are you familiar with using IRA’s to fund deals? If you are using your IRA or other’s IRA’s, you need to know how to structure that correctly.
- Will I need accounting software on my computer and if so, will you help me set it up?

If you have a conversation with a potential accountant and ask them these questions, you should get a good idea if this is someone you can work with. If you have a great accountant already, consider inviting them to come to one of our meetings. This would be a great networking opportunity for them!

Have a great day and happy investing!

Renee Schram



LADIES ON THE MOVE



**NOREIA's 1st Women Only Group . . .
Educating women through successful real estate transactions.**

What are we about . . .

Using a project-based educational approach, to educate women about **successful real estate investing**. The group actively participates in every aspect of a real estate transaction, from funding and finding the **project**, rehabilitating the **house**, to selling a **home**.

**Join us for a meeting -
Ladies Only, sorry gentlemen.**

Ladies on the Move, LLC is a sub-group of NOREIA comprised of all women who have an interest in becoming investors by using a project-based learning model. We meet at the Holiday Inn on Causeway and I-10 the second Thursday of every month at 6:30 in the Round House Grill. All women are welcome to attend a meeting, but you must be or become a member of NOREIA to continue the experience.

If you are a woman or know a woman who may be interested in finding, funding, and flipping homes in the New Orleans area, please visit (www.lotmnola.com), call (504-504-419-8644) or come by (2nd Thurs, Holiday Inn, 6:30).

NOREIA VENDOR MEMBERS

How to Get a NOREIA Classified Ad:

Classified Ads are available to Vendor Members only. Vendor membership provides for advertising in this monthly newsletter, promotion on our NOREIA website as a vendor member, ability to promote on our vendor member tables at the monthly General Membership meetings, as well as a chance to speak before our Association members. If you have a real estate related business, you should seriously consider becoming a vendor member. *It's cheap, and effective.* See the vendor membership section of our website, www.neworleansreia.com, to view different levels of participation as a vendor member. All vendor classified ads must be 50 words or less. Classified Ads may not be changed once submitted. All ads expire and are removed at the end of the vendor member



Be sure to look for *member* only discounts in the following pages.



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Jeanerette, LA	September 14th, 15th & 16th	144	Tax Title Sale
Patterson, LA	September 14th, 15th & 16th	148	Tax Title Sale

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NOREIA's 1st women only sub-group. Educating women through successful real estate transactions.

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Contact the Ladies:

www.lotmnola.com or lotm13@gmail.com

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wasting your networking time at the meeting and *Renew from home!* Visit our website,
www.neworleansreia.com

NOREIA is now accepting annual payment thru Paypal. If you don't have a Paypal account, you can set one up very easily. Paypal is the most popular online payment systems around. It is very safe, and very secure. Please bring receipt to meeting.

The New Orleans Real Estate Investors Association, Inc.
P.O. Box 8064 Metairie, LA 70011 (504) 364-5813
www.neworleansreia.com

neworleansreia.com

Disclaimer:

This newsletter is distributed with the understanding that the publisher is not rendering legal, accounting, or other professional services. Investment decisions depend upon an individual's facts and circumstances and should be made only after consulting with appropriate, competent professionals. NOREIA does not endorse any advertisers in this publication.

Whatever the motivation, we welcome and ask for your assistance on the subcommittee and/or board level. We are solely an organization of volunteers. Dues are kept at a minimum, due to the men and women who pitch in and help. We hope you will be one of them. Every smallest effort helps! If you would like to serve on any committee, please contact the board member in the area of your choice!



New Orleans Real Estate Investor
Association
P. O. Box 8064, Metairie, LA 70011



N.O.R.E.I.A. is an open, evolving organization. We welcome new participation on the board level. Board members are not paid. Their service to the association is pro bono. They can expect to donate approximately ten (10) hours a month to fulfill their respective tasks.

Many people who help the association by volunteering for different subcommittees, though, have no aspiration for becoming a board member some day. Many are just looking to give something back and help out. Many are looking to work more closely with the board member in charge of the subcommittee. Others are just looking to earn some NOREIA BUCKS!

We're on the web!
www.neworleansreia.com



Stop.wasting your networking time at the meeting and *Renew from home!*
Visit our website, www.neworleansreia.com

NOREIA is now accepting annual payment thru Paypal. If you don't have a Paypal account, you can set one up very easily. Paypal is the most popular online payment systems around. It is very safe, and very secure.

New Orleans Real Estate Investors Association (NOREIA) is an educational organization that seeks to provide many opportunities to its members and guests. As an individual, it is your responsibility, and NOREIA recommends, that you investigate and verify the validity of these opportunities and consult with a professional such as your Attorney or Accountant before buying any programs and/or investing as it is possible to lose money investing in real estate. NOREIA makes no warranties or guarantees regarding any offerings by members or vendors

Our 2011 Board Members

President —
Linda Locascio
504.909.1299
president@neworleansreia.com

Vice President —
Al Domescik
504.451.2568
vicepres@neworleansreia.com

Secretary —
Angela Kindermann
secretary@neworleansreia.com

Treasurer —
Betsy Birdsong
504.376.7650
treasurer@neworleansreia.com

Membership —
Renee Schram
membership@neworleansreia.com

Marketing —
Dawn Domescik
marketing@neworleansreia.com

**Programming/
Operations** —
Dennis Stump
operations@neworleansreia.com

Technology —
Al Domescik
al@anchorbuyshouses.com

Legal —
David Birdsong
504-780-9202
davidbird@cox.net

