



NOREIA

New Orleans Real Estate Investor Association

President's Message

As they say, "TIME FLIES"

It's amazing that a year can pass so quickly. This is my last newsletter message as NOREIA president, and the message is THANK YOU!

THANK YOU - To all of the out-going board members for their ideas, commitment and work over the past year.

THANK YOU – To our new president, Robert Reed and all the in-coming board members for stepping up to serve the association.

THANK YOU – To all the volunteers who help NOREIA both at the meetings and "behind the scenes".

And especially THANK YOU – To all NOREIA members. You are the reason for the association. You are the people the NOREIA board and volunteers are here to serve.

Please be sure to let them know what they can do to help you!

It has been my pleasure to serve on the board the last couple of years. I hope that my efforts have benefitted you and the association.

Again – **THANK YOU**

Stan Benoit
President, NOREIA



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American Legion Hall
 2431 Metairie Road
 Metairie, LA 70001
 (Between Causeway and Bonnabel)
 (504) 833-2800

Meeting is March 18, 2010

❖ 6:15 p.m. — 6:45 p.m.: Network-
ing

❖ 6:45 p.m. — 9:00 p.m.: Meeting

March, 2010						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
24	25	26	27	28	30	31

Look who is speaking at our March Meeting...



Dr. Wade Ragas will be speaking at the upcoming March 18th meeting of the New Orleans Real Estate Investment Association. The meetings are held at the American Legion Hall, located at 2431 Metairie Road, Metairie, LA. Networking and the general meeting begin at 6:45 pm and Dr. Ragas will speak at 7:30pm. Admission is \$10.00 for nonmembers. The public is invited.

Dr. Ragas will review the underlying local economy, the broader Gulf Coast economic conditions as well as the national economy and give a one year forecast. He will discuss the opportunities and risks in single family houses, small rentals, strip centers and small offices/warehouse units. Dr. Ragas will also address real estate securities and other

investment opportunities.

Dr. Wade Ragas holds a doctorate from The Ohio State University in Real Estate Finance. He is the author of an annual forecast of the local real estate market as well as a continuing series on housing analysis for the Times Picayune. He directed the UNO Real Estate Market Data Center for 30 years, earned the rank of Full Professor and Research Professor at the University of New Orleans and taught all aspects of real estate finance at UNO before retiring in 2005. He has written a residential appraisal textbook used by over 30,000 appraisal candidates and has had 32 articles published nationally.

Success is to be measured not so much by the position that one has reached in life as by the obstacles which he has overcome.

Look who is new...

Please welcome the following new members:

**Bobby Harges
Wendell Boyd**

Opportunity Ads

✂ How about TV? Your know how can help us and help you and our members! Do you know someone in the TV or radio industry that can get us a weekly show such as "ask the Real Estate Investor". Contact Linda Locascio at marketing@neworleansreia.com or call

✂ We are looking for someone who would be interested to put together a Facebook or MySpace account for NOREIA. This special someone would need to update the account once a week. If interested, please contact Al Domesick on our Technology committee at al@anchobuyshouses.com or call 504.319.6541



Opportunity Knocks....

Please welcome your 2010-2011 NOREIA Board Members

President:	Robert Reed
Vice President:	Linda Locascio
Treasurer:	Betsy Birdsong
Membership Director:	Larry Wilkinson
Programming Director:	Dennis Stump
Marketing Director:	Dawn Domescik
Secretary:	Angela Kindermann
Technology: Director:	Al Domescik
Legal Director:	David Birdsong



NOREIA can help you through our meetings, newbie meetings and networking to learn about...

Real estate is a "multidisciplinary" field. By that we mean you must master a number of academic disciplines to be competent in real estate, namely:

- the real estate law of your state
- federal income tax law
- property management
- real estate finance
- real estate leasing
- real estate sales
- real estate appraisal
- construction (in some strategies)
- securities law (in some strategies)

NOREIA is there for you!

Setting Your Financial Goals by William Bronchick, Esq

I bet you wrote down your goals in January 1st this year. Is that all? Did you re-think them this month and write it down again? If you don't know what your goals are, how are you going to measure whether you've reached them. And, I would bet that if you didn't write them down at all, you are in the same financial position as you were on January 1st. Ouch!

Is it time for a change of strategy? Maybe so, read on...

Take the most accurate archer, the best in the world. I guarantee that I can do a better job of shooting than he can...IF...you first blindfold him and turn him around a few times. You might think, why that is ridiculous. How is he supposed to hit a target he cannot see? Here's a better question: How are YOU supposed to hit a target you don't even HAVE?

When investing in real estate, in order to succeed, you need to set financial goals. Here's how to go about it.

Make sure your goal is something you really want, not something that just sounds good. Peo-

ple say they would like a yacht. But do you really? Many yacht owners joke that a yacht is a hole down which you pour tons of money.

Be specific. Wrong: I want lots of money. Right: I want to be earning \$5,000/month by one year from now.

Be detailed. When the subconscious mind has detailed instructions, miracles happen.

Shoot for the moon, but, at the same time, be realistic. "I want to make \$500,000 the first year will most likely take a miracle. Five figures (on the high end) is much more realistic

Make your goal measurable. What gets measured gets done.

Write your goal down. This sets an unconscious process in motion to get your goal accomplished.

Write your goal in positive, not negative, terms. Write down what you want, not what you don't want.

Wrong: I want to leave my

present job. Right: I want to replace my current income so I can work from home.

Include a deadline for achieving your goals. This prevents procrastination. It also separates your goals from your dreams.

Having pictures of the things you will have and do with the money you make helps. Use a scrap book with color pictures of cars, homes, vacations, etc. you want.

Your goals should be action-oriented. What steps do you need to take to reach your goals?

Break down your goal into manageable steps.

Be prepared to review and restate your goals, as you reach a certain level, or your situation changes, and you realize that you have not reached high enough.



Your goals should be action-oriented. What steps do you need to take to reach your goals?

Upcoming meeting:

Circle those calendars for another informative NOREIA meeting next month:

Internet Marketing

Dan Stojadinovic



NOREIA MEMBERSHIP/GUEST PRICING

GUEST

Guest/Non-member - \$20 for individual and \$25 for a couple. The first visit is free if registered in advance online. No limit to the number of meetings at-attended as a Non-Member

INDIVIDUAL MEMBERSHIP

- ☞ Annual \$175 if paid in one payment
- ☞ Payment Plan - \$75 down payment and \$10 a month charged to a credit card with agreement in writing that it will be for one year with automatic renewal of \$10 per month thereafter until cancelled in writing.
- ☞ Renewal in one payment would be \$105.

FAMILY MEMBERSHIP (Spouse or Minor child residing together)

- ☞ New Family Membership - 2 people living in the same house (spouse or minor child) - Annual \$200 one time payment.
- ☞ Payment Plan - \$100 down payment and \$12 month charged to a credit card with agreement in writing that it will be for one year with automatic renewal of \$12.
- ☞ Renewal in one payment would be \$125.

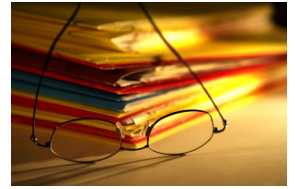
STUDENT MEMBERSHIP

Student Membership - must have valid college student ID. Annual Membership - \$75 with renewal being the same.

ON-LINE MEMBERSHIP

- ☞ Online Membership - receives all the benefits of membership except meeting attendance. This Membership is for people who live outside the Greater New Or-leans Area.
- ☞ Yearly fee is \$75.
- ☞ To attend monthly meeting the Non-Member Fee of \$20 per meeting will apply.

All memberships are entitled to all members benefits except as noted.



New Membership Pricing

NOREIA can help you through our meetings, newbie meetings and networking to learn about...

Real estate is a "multidisciplinary" field. By that we mean you must master a number of academic disciplines to be competent in real estate, namely:

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- property management
- real estate finance
- real estate leasing
- real estate sales
- real estate appraisal
- construction (in some strategies)
- securities law (in some strategies)



NOREIA can help you...

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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All members who bring a guest will
get 10 NOREIA bucks that are good on
everything NOREIA-ish! So get your
friends in the door and on the path to fi-
nancial peace.

Starting last month with great success, new color coded networking tags have been made available to help others know what areas of real estate you work in or are interested in. The tags can simply be attached to your name tag. Our hope is that these tags will help facilitate meeting people and foster questions about how you might help each other in your real estate business pursuits.

WHITE: Getting Started

BLACK: Wholesaling

RED: Foreclosures

YELLOW: Landlording

GREEN: Mortgage Notes

ORANGE: Rehab/retail

NEWBIE FOCUS GROUP!!

2ND Thursday of each month!

Come network with new and experienced investors as we talk about the “How To’s” of real estate investing.
Learn from experts on how to do it right.

For more information, contact Linda Locascio: vicepres@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.
*Please bring receipt to meeting.***

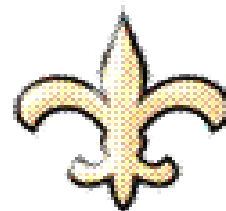
The New Orleans Real Estate Investors Association, Inc.
P.O. Box 8064 Metairie, LA 70011 (504) 364-5813
www.neworleansreia.com

neworleansreia.com

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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!

Stop wasting your networking time at the meeting and *Renew from home!*

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

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*Please bring receipt to meeting.***

Our 2010 Board Members

President — Robert Reed

president@neworleansreia.com

Vice President — Linda Locascio

504.909.1299

vicepres@neworleansreia.com

Secretary — Angela Kindermann

secretary@neworleansreia.com

Treasurer — Betsy Bird-song

504.376.7650

treasurer@neworleansreia.com

Membership — Larry Wilkinson

504.451.2568

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Marketing — Dawn Domescik

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**Programming/
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