



NOREIA

New Orleans Real Estate Investors Association

Meeting this MONTH

Look who is coming to our meeting....

Wade Ragas!



Dr. Wade Ragas, a renowned economist, 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. Ragas is currently a private consultant working with most of the major law firms and petrochemical companies of this region. His expert testimony has been cited and relied upon in decisions by the Louisiana Supreme Court, Federal District Court and Circuit Court of Claims in numerous Louisiana civil court cases.

Inside this issue:

President's Corner	2
Programming Notes	3
Library spotlight	4
NOREIA Benefits	5
Our Vendors	8

NEW PLACE: Holiday Inn

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

Meeting is **May 19, 2011**

❖ 6:15 p.m. — 6:45 p.m.: Network-
ing

❖ 6:45 p.m. — 9:00 p.m.: Meeting

May 2011

Sun	Mon	Tue	We	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	28
29	30					

President's Corner

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.

A

Ask not what your country can do for you, but what you can do for your country".

As many of you may remember, this was John F. Kennedy's inaugural address in 1961. Fifty years later, Americans and Investors are still asking themselves that same question.

In this current economic environment, we as investors have a unique opportunity to create badly needed jobs for our country. It has been said that a single home sale can touch dozens of jobs including movers, painters, remodelers, attorneys, lenders, title professionals, and those who operate the technologies and tools we use to market properties. How many of these people do you employ while buying or selling a home? Probably most of them at any given time.

We as investors play such a vital role in the economy that we need to get out there and do our part to help turn these uncertain times around. According to a news release last week, the National Association of Realtors said we have reached the bottom of the housing industry. In his annual letter to the shareholders of Berkshire Hathaway, Warren Buffet also wrote that "within a year or so, the residential housing problems should be largely behind us".. So what's holding you back?

Prices have never been more affordable and will remain far below "bubble" levels for quite some time. And for every seller or lender hurt by this downturn there will be a buyer who benefits, so let that buyer be you. Not only will you make a few dollars on the transaction but you will then be able to answer that age old question -

*"Ask not what your country can do for you, but what can I do for my country".
Be a part of the solution.*

Linda C. Locascio
President
president@neworleansreia.com





NOREIA Programming Notes

We have two great guest speakers coming to NOREIA for the next two monthly meetings! Dr. Wade Ragas will be with us for our May meeting and Allen Cowgill will present his program on finding private funding at our June 16th get-together. If you are a real estate investor, or if you're trying to determine if real estate investing is something you'd like to try, these are two people you need to pay attention to! The entire NOREIA board is always searching for speakers that will help develop our group's investing talents. We're always trying to match the anticipated educational needs of our group with pertinent speakers. All along, we've been trying to keep abreast of developing trends, as well as employ basic real estate investing fundamentals that transcend time. As always, I welcome feedback from our members! Please let me know of any topics or issues you believe NOREIA should be addressing more critically.

NOREIA has certainly weathered some rough times in recent years. Both local and national issues affecting real estate have played major roles in the development of our current programming. We as investors need to focus on education as a way to capitalize on the market we're presented with. If we are close to the bottom of real estate prices, now is the time to get your investing actions in motion. Dr. Wade Ragas will certainly enlighten us on many factors affecting real estate, so you need to attend our next meeting to get some firsthand information.

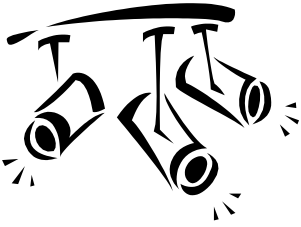
Also, make sure you put the June meeting on your schedule, too. Allen Cowgill, is a nationally acclaimed speaker who teaches us how to fund real estate transactions using private sources. We all know how hard it is to secure a commercial bank loan in today's market. Allen will speak at our regular Thursday night meeting and then will teach a Saturday seminar that will give you the skills needed to fund those deals you find.

The Board also hopes you like the new meeting venue. We believe the new location lends itself to better channels of networking both before and after our meetings. So come to our next few meetings! Bring a friend and learn more about the opportunities that exist. It's a great time to be piquing your investing interest and NOREIA is the place to get that education you need!



This month: Wade Ragas and Allen Cowgill in June.

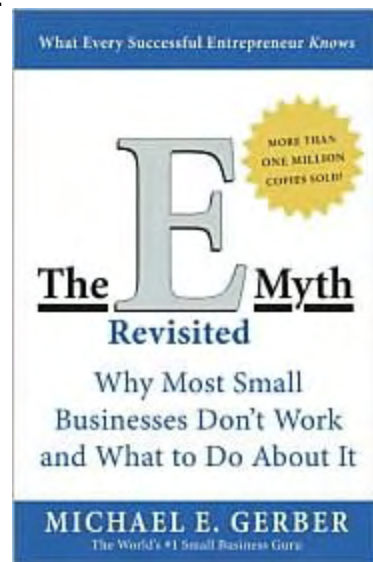
Dennis Stump
NOREIA Programming



Library Spotlight

This month's spotlight is *the E-Myth Revisited*, written by Michael Gerber, the founder and CEO of E-Myth Worldwide.

After reading the *e-Myth Revisited*, you will truly be able to grow your business productively. Michael Gerber writes about how using a precise business system will lead to consistent results. While taking us through the steps in the life of a business, and showing the reader how using a system that can be replicated will make any business successful, he draws on examples of some of the larger business franchises. Gerber does not suggest that all businesses must be franchised; rather he encourages the systematic and successful approach that the franchise follows. Most importantly, Gerber stresses the importance of working *on* rather than *in* your business. If your business is to continue to thrive and grow, then you must make changes in yourself, because if you are unwilling to change then your business will not be capable of succeeding. Here is where Gerber shines, he walks the reader through the steps of change and the importance of this change to a small business owner, note the word small. Gerber's theory is for any type and size business but mainly geared to the small business owner.



This book and many others are available to rent from the NOREIA library, located next to the sign in table at each monthly meeting.



NOREIA Member Benefits

By Betsy Birdsong



This is going to be an ongoing monthly column in the newsletter and a new topic of conversation at our meetings. There are soooooo many benefits to joining NOREIA and we want to be sure you know what you are getting when you decide to join and also why you should keep renewing.

While you might be able to name a few of the local benefits, can you name any of the National Real Estate Investor's Association member benefits you are entitled to if you are a member of NOREIA? When I first joined NOREIA, I learned about the national benefits and at that time I think there were about 10. Now there are more than 20, and they keep adding to them.

The featured Member Benefit this month is PARTNERSHIP – Your Shipping Connection. The National REIA Discount Shipping Program is managed by Partnership, and entitles members to significant inbound and outbound discounts on small package shipments through FedEx as well as copying and printing services through FedEx Office (formerly Kinkos).

The program is free but you must be a NOREIA member first, and then register with the National REIA site to get the promo code. You can register for National REIA membership in our member's area on our site. After enrolling with Partnership, your account will be activated in 5 to 10 business days. If you already have a FedEx account, Partnership will link your current account to the discounts automatically. Just to give you a little idea of the specifics of the benefit – you get a 26% discount on FedEx Express Overnight letters. Another specific is from FedEx Office – copy and printing services you get a 20% discount and signs and graphics a 10% discount.

The cost of your NOREIA membership is negligible compared to what you can save.

Look for another benefit in the newsletter next month.

News and Announcements



We are updating our library, if you have any real estate, business, and professional related books that are collecting dust, donate them to the NOREIA library. Lets share our knowledge with each other and watch our organization not just grow but thrive.

There are a few choice properties for sale listed in the NOREIA Classified section of the web site. Go take a look. You may find your next investment property. We also need participation in the Forums section. Go ask a question or offer an answer, it's a great way to share information.

We need your suggestions on how we can make your investor's association better and more valuable for you. What, or who, would you like to see at the next meeting? Got an idea for the newsletter or weekly e-mail? Maybe a resource sharing idea? Shoot us an e-mail with your suggestions at: info@neworleansreia.com.

Need to fill that calendar.? Here are some “MUST ATTEND” upcoming NOREIA meetings for you...

May 19th: Wade Ragas

June 16th: Allen Cowgill

June 18th: Seminar: Allen Cowgill: “Fund real estate transactions using private sources” \$39.95 (Lunch included)



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.

WHEN: Monthly on the 2nd Thursday @ 6:30 p.m.
Place: Roundhouse Grill at the Holiday Inn

For more information:

Call: [504.419.8644](tel:504.419.8644)

Email: lotm13@gmail.com

Visit: www.lotmnola.com

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.



The Property Auction Authority

www.civicsource.com

CivicSource.com

We provide an online forum for political subdivisions and banks to auction delinquent, adjudicated and foreclosed properties.

Our upcoming auctions include:

Tax Authority	Date	# of Properties	Auction Type
New Orleans, LA	September 14th, 15th & 16th	6,793	Tax Title Sale
Jeanerette, LA	September 14th, 15th & 16th	144	Tax Title Sale
Patterson, LA	September 14th, 15th & 16th	148	Tax Title Sale

info@archoninfosys.com | (504) 267-0065



GULF SOUTH TITLE

**DAVID W. BIRDSONG,
ATTORNEY**

2750 Lake Villa Drive, Suite 201
Metairie, LA 70002

504-780-9202 ** 504-780-9291

Gulf South Title offers our customers a first-rate professional team bringing you many years of experience in all aspects of the closing process.

Our experience includes both Residential and Commercial closings, working with conventional and "unconventional" types of financing (Owner Financing, Bond for Deed, etc.) Legal services include Corporate/LLC formations, negotiating and preparing contracts, Successions, Wills, Trusts.

Free Initial consultation for NORIEA members

Waive title exam fees for NORIEA members, if buyer or \$50.00 off seller's costs if seller.

WE BUY HOUSES!

*Running low on Funds?
Divorce? Foreclosure Pending?*

WE CAN HELP!

Call **RAPID RESULTS, INC.** and let us help you.

Flip Card Over

Robert Reed, Sr.

985-960-3418



504-319-6541
www.AnchorBuysHouses.com

We have wholesale properties available for investors who prefer to do their own rehabs.
We provide project management services for investors who prefer to partner with someone more experienced.
We have rehab properties for sale.
We have rental units for rent.
And yes, we also perform property management services for select clients.

For more information call:
Al Domescik @ 504-319-6541



www.unitygno.org



BAYOU EQUITY

Patricia Hightower
President/CEO
Bayou Equity Mortgage
"Financing Your Dreams Without The Nightmares"
2511 Bayou Road Suite D
New Orleans, LA 70119
Office 504-586-3655 Fax 504-528-7992
patricia@bayouequity.com
www.bayouequity.com



LADIES ON THE MOVE, LLC

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**.

WHO ARE WE?

- Thirteen female members of NOREIA who are passionate about real estate. If we can't create a win-win solution for all, we won't do the deal. We have the systems, knowledge and experience needed to be successful in this business. Our company has a shared vision of teamwork, drive and focus.
- **50+** Years of combined experience in buying & selling real estate, rehabbing, leasing, and property management.

WHAT ARE WE DOING?

- Currently searching for our first group investment project and loans to fund it.
- Will donate **5%** of all profits to support NOREIA.

JOIN US FOR A MEETING - LADIES ONLY, SORRY GENTLEMEN.

WHEN: Starting in September; Monthly on the 2nd Thursday of the month @ 6:00 p.m.

WHERE: Shoney's, 759 Veterans Mem. Blvd.

 Find us on Facebook Ladies on the Move NOREIA's Ladies Group

FOR MORE INFORMATION:

CALL: 504.419.8644

EMAIL: ladiesonthemove1@gmail.com

VISIT: www.neworleansreia.com/ladies



ADVANCED ESTIMATING SOLUTIONS, LLC

909 SOUTH BROAD STREET, STE. 203

(504) 218-0243

NEW ORLEANS, LA 70125

WWW.ADVANCEDESTIMATES.COM

Your ad could be here, find out how. Contact Renee at member-ship@neworleansreia.com

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 financial peace.

Advertise your properties for sale, lease, or rent online at no cost to you! If you do not have a property but would like one, check out what is available **TODAY!**



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.

We're on the web!

www.neworleansreia.com



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!*
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 2010 Board Members

President — Linda Lo-
cascio
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 Do-
mescik
al@anchorbuyshouses.com

**Legal-David Bird-
song**
504-780-9202
davidbird@cox.net

