



Taking advantage of your networking time at NOREIA meetings. The following are ten networking tips that you can use to help you network more effectively at the NOREIA meetings or any other group meeting where you want to build relationships.

10 Tips for Successful Business Networking

by Stephanie Speisman

Effective business networking is the linking together of individuals who, through trust and relationship building, become walking, talking advertisements for one another.

Keep in mind that networking is about being genuine and authentic, building trust and relationships, and seeing how you can help others.

Ask yourself what your goals are in participating in networking meetings so that you will pick groups that will help you get what you are looking for. Some meetings are based more on learning, making contacts, and/or volunteering rather than on strictly making business connections.

Visit as many groups as possible that spark your interest. Notice the tone and attitude of the group. Do the people sound supportive of one another? Does the leadership appear competent? Many groups will allow you to visit two times before joining.

Hold volunteer positions in organizations. This is a great way to stay visible and give back to groups that have helped you

Ask open-ended questions in networking conversations. This means questions that ask who, what, where, when, and how as opposed to those that can be answered with a simple yes or no. This form of questioning opens up the discussion and shows listeners that you are interested in them.

Become known as a powerful resource for others. When you are known as a strong resource, people remember to turn to you for suggestions, ideas, names of other people, etc. This keeps you visible to them.

Have a clear understanding of what you do and why, for whom, and what makes your doing it special or different from others doing the same thing. In order to get referrals, you must first have a clear understanding of what you do that you can easily articulate to others.

Be able to articulate what you are looking for and how others may help you. Too often people in conversations ask, "How may I help you?" and no immediate answer comes to mind.

Follow through quickly and efficiently on referrals you are given. When people give you referrals, your actions are a reflection on them. Respect and honor that and your referrals will grow.

Call those you meet who may benefit from what you do and vice versa. Express that you enjoyed meeting them, and ask if you could get together and share ideas.

Say hello, meet some people, shake some hands, share some information and build those relationships!

Stan Benoit -NOREIA President



Meeting Information

American Legion Hall

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

Meeting is **October 15, 2009**

❖6:15 p.m. — 6:45 p.m.: Networking

❖6:45 p.m. — 9:00 p.m.: Meeting

Workshop is October 17, 2009

See more info inside...

October 2009

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	28	29	30	31

Look who is speaking at our October meeting



Robyn Thompson is the nations leading expert on buying, renovating and selling homes for huge chunks of cash and is known throughout the United States and Canada as "The Queen of Rehab".

After spending 9 years working a dead end corporate job, Robyn realized that her hard work and dedication for IBM was not going to provided financial independence. She walked away from her secure paycheck and never looked back.

Over the past 10 years since Robyn left IBM, she has bought, fixed and sold 200 homes with price ranges as low as \$8,000 to as high as \$4,000,000. She has spent as much as \$2,100,000 in labor and materials in one year to renovate properties with more than 22 contractors working full time to take the ugly homes she bought and turn them into little castles at lightening speed.

Robyn will be sharing her strategies on: 1) How to find the profitable homes that need renovated, 2) How to find and control the contractors to get the job done and 3) Selling houses quickly for huge chunks of cash.

Robyn has taught thousands of students throughout the United States how to become financially independent. Shas shared the stage with Donald Trump, Dr Phil, Mark Victor Hansen, Ron LeGrand, Marshal Sylver & many more legends.

Robyn uses her success in the real estate business to help those less fortunate. The most recent construction project that Robyn completed was an orphanage in Haiti for 165 children that opened on February 21st, 2007.

. Robyn has renovated and sold **over 200 homes!!!** We will also have informative workshop on Saturday, October 17. Don't miss it!

More on page 3

Don't forget! Robyn Thompson will be conducting a workshop on Saturday, October 17 at the Colonial Country Club, 42 Colonial Club Drive, Harahan.

Check in starts at 8:00 while the workshop begins at 8:45 to 4:00. Lunch will be buffet style.

Early bird sign up till October 15 : \$49 for members and \$69 for guests

Late registrations after October 15: \$69 and \$99 for guests.

Come to the meeting to learn more...or go to our website <http://neworleansreia.com/> to sign up.

Look who is new—

WELCOME!!!!

Let's welcome the following new members and vendor members:
Blake Battaglia
K. Anthony Patterson
Darryl Ward
Aaron Hotard



What else is new....
Did you all check out the new website? If not, go to
<http://neworleansreia.com/>

An Exciting Opportunity Coming Your Way!!

October 15 Meeting.....Workshop on October 17.

Robyn has shared her knowledge with thousands of students across our nation and is now coming to New Orleans to explain her perfected system and how it will work for you. This is not a "blue sky" program but a reality and each and every one of you can place as she does Ca\$h In The Bank. Robyn has rehabbed over 260 properties in her 11 years of investing.

Robyn Thompson is the nations leading expert on buying, renovating and selling homes for huge chunks of cash and is known throughout the United States and Canada as "The Queen of Rehab."

WHAT YOU WILL LEARN.

- ☞ Her Buying Machine
- ☞ Where To Find Properties to Retail
- ☞ Criteria to Ensure High Profit Deals
- ☞ Strategies to Funding Deals when You Have No Money
- ☞ Selling Houses in a Down Market

Robyn Thompson

The Queen of Rehab



Robyn has taught thousands of students throughout the United States how to become financially independent. She has shared the stage with Donald Trump, Dr. Phil, Mark Victor Hansen, Ron LeGrand Mark Sylver & many more legends.

Workshop on Saturday, October 17 at the Colonial Country Club, 42 Colonial Club Drive in Harahan. Starting at 8:00 a.m. till 4:00 p.m. Lunch included.

TITLE TIPS

DAVID W. BIRDSONG

TITLE ATTORNEY



Q. The seller of a property is John Smith in Orleans Parish. The mortgage records in Orleans Parish disclosed a Judgment recorded against a John Smith, but it wasn't the John Smith who was the seller of the property, but someone else with the same name. Why does a judgment against someone with the same name as a seller or buyer create a cloud on a title?

A. When a judgment is recorded in the mortgage office, it creates a lien against all of the real estate that person owns in that parish.

When we do a title search, in addition to a mortgage against a particular piece of property, we look for such judgments. If a judgment has been filed against someone with the same name as a seller or a buyer we usually can not tell, on the face of the document, if it is the same person we are dealing with or not. The title company must then research that mortgage to verify that it is not the person now buying or selling the house.

This is done by comparing addresses, social security numbers or other personal information that can be used to distinguish the parties. In just the last couple of years, laws have been passed urging that people recording judgments include the last four digits of the person's social security number in the judgment to make it easier to distinguish. This is not mandatory, and very few judgments do this.

Once the title company is convinced that the judgment or lien is not against the same individual they are working with, they will prepare an affidavit stating that they are not the same people. This affidavit, called an Act of Distinction, can be recorded in the sale or separately, and thereby puts future title examiners on notice that the old judgment does not apply against the new property. Due to the time and effort necessary to research the names and to prepare and file the affidavit, the title company will charge for preparing and recording the affidavit.

As a NOREIA Vendor Member, I would be happy to answer your questions and provide whatever legal and title services are necessary to close your transactions in a thorough and timely manner. Send me a question at legal@neworleansreia.com and I will do my best to respond and may use it in a future column.

Lemons or Lemonade?

Well, it's not that difficult a question? I'm simply wondering if you are eating lemons or are you sipping lemonade?

Ask anyone you meet, even folks at NOREIA meetings, and it sounds like the 1998 blues tune from R.L. Burnside, "It's Bad You Know". Real Estate is in the dumper, everyone is waiting for the market to turn around, everyone is sitting on their wallets, in short, everyone is eating lemons. Well maybe it's time "everyone" started looking to make some lemonade.

Now I don't think anyone out there is naive enough to believe that "no one" is doing anything in real estate. I can show you examples of deals my company has completed this year. I know others right here in NOREIA who are making offers and doing deals on a regular basis. If you aren't one of them then my question to you is...Why not? Why are you eating lemons while others are sipping lemonade?

Do you lack funds? Well, yes, the banks have lost their minds and traditional funding has basically gone out the window; unless you have stellar credit, a down payment and lots of W-2 income...so what? Traditional financing is only one way to secure a property. What about asking for owner financing in the form of a lease option, "subject to", bond for deed, etc? You have to remember, if money is tight and buyers are having trouble getting loans that means that sellers are having trouble selling; and that makes for a motivated seller. You might be surprised just what you can get a seller to agree to if you simply ask.

What else is holding you back? Are you uncertain how the economy is shaping up for the future? Afraid we may not be out of this recession yet? I ask again, who cares? We can't predict that stuff and quite frankly it doesn't matter. Recession or not there are still buyers buying, sellers selling and renters renting, find your niche and go make a deal. One sure way to ease the economic burden on your family is to make some money in real estate.

What else? The real estate market has changed and you don't know how to do business in this new environment? Well, join the club. There's a whole lot of people out there trying to figure out what to do next and how to do it, myself included. That's where your NOREIA membership comes in handy. Come to the meetings, meet other investors, seek out the people who are doing deals and learn from them. Listen to the presenters at the meeting. This month we have Robyn Thompson "The Rehab Queen". Now I think we can all agree that there are probably a couple of houses in New Orleans that could use a good rehab. Do you think she might have some useful information for you? I would guess that you might be able to learn something from her if you come and listen.

Continued from Page 4...

Folks, the fact of the matter is it's all about continuing education, networking and going out and making offers. To be successful you have to continually learn, you have to constantly make new contacts and you have to make offers. Get off the couch, get off the computer and go talk to sellers. Go make an offer.

"It's Bad You Know" is not just a good blues tune, it's an excuse. So you can choose to use the poor economy and the "bad" real estate market as an excuse to do nothing or, you can use them as an opportunity to go out and purchase some real estate during the greatest real estate "After Christmas Sale" we have seen in a long time. Your choice, eat lemons or sip lemonade. Myself? I subscribe to the Ron White school of lemonade drinking. I've got my lemonade and I'm going out to find someone with a bottle of Vodka.

Cheers,

Al Domescik

Technology Director

Timing it Just Right Versus The Plan

Is there such a thing as being able to time things just right? Even when we've got that inside tip on a stock, on a job lead or even timing that event to have the chance to meet someone, you know how the timing commonly doesn't work out. Usually there's always some item or two that gets left out and leaves us with less than hoped for results. Consider even our Holidays! We have the benefit of timing and execution of Holiday events down to the day and we've rehearsed them in numerous prior years and yet they sometimes fall short of our expectations! Is it possible that timing is just another factor to be considered, but considered as only a small part of the final decision?

I've heard recently that the timing is not right to be buying property. Now I don't want to belittle the notion of buying a piece of investment property as a mere spur of the moment fit. But I do want you to think of it as a continuation of your plan that began with a purposeful design. Even as you continue your search for that "just right" property don't let yourself be blocked out of your purchase by so-called analysis paralysis or a timing issue.

Yes, but this time the timing is wrong because there isn't any money available to be lent to would-be investors. You say you don't have the money? Try offering terms. I had a person recently offer to sell a property to me (probably worth about \$150,000.00 in today's market) for \$250,000. Now he knew he was very high, and he wanted to hear what I would offer. Of course, I jumped at the \$250k offer and said I'd give him \$10,000.00 down and pay the remaining balance at \$240 per month for the next 1000 months---no interest. His wild offer was met and returned. Of course he didn't accept, but then we got to speak on reasonable terms. The deal was not done, but he knows he can always come to me to reopen the discussion. The point is, you have to take action and make an offer or two. Know what you plan to do with that property before you even open the door. But DO something, the timing is always right if you have that plan and are ready to take action!

I'm sure you've heard all of the chatter about housing....The housing market is in the doldrums. I've heard the rental market is softening. The stock market is, well it's always ready to disappoint. The job market is dismal. And my cats have fleas! Try to think as that investor you're becoming---Isn't it more likely that the timing may be perfect to pick up a couple of properties! Really!!! Think of it! There is a greater supply of homes on the market than ever, so there is downward pressure on pricing. If the rental market really is softening, apply this to your final offer-- you'll be offering less so as to meet the return-on-investment hurdle you've set for your real estate investment. On the flip side the price of labor has come down dramatically since last year, so any refurbishments should be less expensive. If the stock market is giving you the butterflies, maybe the real estate arena is more enticing. The job market may affect your investing if you're planning on renting, but make sure your real estate investment stands on its own, taking your job out of the equation. Of course the fleas are my own personal problem, and Snickers the Cat is also concerned (slightly).

The bottom line is to give timing its due consideration, but don't let it be your excuse. Don't let the timing issue be a game stopper! Get that plan together and stick to it! As always, keep coming to NOREIA's monthly meetings to get that dose of enthusiasm and knowledge we all need to keep us charged-up. This month's speaker, Robyn Thompson, is one of those that shouldn't be missed. Her life story alone is uplifting. When you add in her accomplishments she's downright impressive. She's known as the "Rehab Queen", and that should be information enough for us working to rebuild a flooded city. Any information at all that she might offer can only be useful. See you at the meeting.

Dennis Stump
Programming Director



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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 membership.



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your friends in the door and on the
path to financial 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



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 October only, the meeting will be held at a location yet to be determined. We plan to be back in our normal location,
Ninja Japanese Restaurant, in November.

For more information, contact Johnnie Young:
education@neworleansreia.com or jyoujr@gmail.com



Stop

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

Visit our website, www.neworleansreia.com

and visit the section called, “Application and Payment.”

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*.

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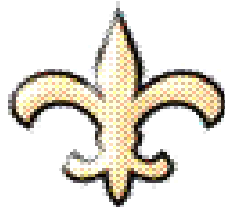
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Whatever the motivation, [we welcome and ask for your assistance on the subcommittee and/or board level](#). We are solely an organization of volunteers. Dues are kept at a minimum, due to the men and women who pitch in and help. We hope you will be 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!

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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!