

The AZREIA Advantage

Arizona Real Estate Investors Association Newsletter

“AZ Real as it Gets”

SEPTEMBER 2021

Contents

Executive Director	2
Lending Expert	3
Property Management Expert	5
Title Expert	6
Asset Protection & Estate Planning Expert . . .	8
Insurance Resource	9
Rent Perfect	10
Private Banking Systems Expert	11
Legal Expert	12
Monthly Meetings	13
Calendar of Events	14
Legally Speaking	14
Meetings at a Glance	15



Arizona Real Estate Investors Association

5227 North 7th Street
Phoenix, AZ 85014

480.990.7092
www.azreia.org

How to Prescreen Contractors to Build a Dream Team to Get the Job Done!

by Robyn Thompson – *The Queen of Rehab*

Many real estate investors shy away from houses that need rehabbed because they fear hiring contractors. We have all heard the horror stories of rehabbers who lose their shirt because a contractor took them to the cleaners.

I am here to tell you that contractors can be your worst enemy or your best friend, depending if you hire a good one or a bad one. So how can the beginning novice real estate investor make the correct choice: the hard working team player that gets the job done on time, on budget

and at a high standard of quality? The answer is by following all eight of the critical prescreening steps below.

1. Ask the contractor you are interviewing, how long have they been in the business? I prefer at least five years of experience in the trades. I want a contractor who has seen and repaired every strange, odd, and crazy thing that could be wrong with a house. Experienced contractors know how to estimate all tough projects and experienced professionals can give an accurate price to fix any problem.

Inexperienced contractors, on the other hand, under estimate repairs to get the business, and then they try to push their mistake on the homeowner by upping the price halfway through construction. The investor needs to say NO. NO is the most powerful word in the dictionary, and a rehabber needs to use this tool. If they did not have the knowledge to make a good estimate, it is their problem not yours.

2. Ask for three references from the last three major projects that the contractor has recently completed. Once you receive the reference letters, make sure you call to verify the references and the quality of the workmanship performed.

The quality of work should be satisfactory to the homeowner and should have been completed in a timely manner.

If any of the references don't check out, do not hire this contractor. If they gave you false information upfront, you know they can not be trusted. Move on to the NEXT quote.

3. Ask for a copy of the contractor's license (if required in your state) and for a copy of their

workman's comp insurance. Once you receive a copy of their license, make sure to check that they are not suspended. Also check to see if any complaints have been filed against the contractor with the Better Business Bureau.

It is absolutely mandatory that a contractor prove that he or she has workman's comp for all the employees that will be working on the job site, before they start renovations. Why is this so important? Well, if one of the workers has an accident, you do not want to be sued as a potential employer.

4. Make the contractor pull all necessary permits required by your local building department. The homeowner should NEVER pull the permits. The contractor should also be responsible to pass all necessary inspections required throughout the construction process so a certificate of occupancy (CO) can be obtained when construction is complete.

Continued on page 2



Executive Director's Message

AZREIA's New Team Members

As you may have noticed, we have been increasing our engagement with Mike Del Prete and Marcus Maloney. If you're wondering why, it is because our market is changing. Investing tools, data, deal making, transactions, much of it is becoming more dynamic and adapting to our new way of life. At AZREIA we strive to remain on the cutting edge for our members to keep everyone up to date with the latest technologies, ideas, and strategies in order to support our members and the advancement of their real estate investing businesses.

You may have noticed the new things we have already put in place over the past few months. We have new education, our podcast, increased engagement on social media, and lots of other things in the works. All of these new things would not have been possible without the help of Mike and Marcus. These gentlemen are taking their time to come up with new ideas on how we want and can go forward to engage the entire real estate investing community. This includes how we communicate across all channels in order to reach real estate investors with all of the important news, information, legislation, or benefits AZREIA has to offer regardless of experience or strategy of the investor.

I joke around when I say I have sold my last investment property, therefore I am no longer qualified to teach real estate investors. However, even after my decades of experience with real estate investing, I still do not have some of the savvy these men have when it comes to the latest and greatest of real estate investing. That is why we have partnered together, and they will be having more active roles within AZREIA. You may have seen them at our meetings, teaching our core skills classes, instructing the Wholesaling class, leading the Beginning Investors Subgroup, hanging around the back of a meeting room taking pictures, or even seen their faces plastered on our social media pages. It is likely you will see them at more stuff than you've seen me! Nonetheless, they are working hard to take AZREIA to the next level and make your membership more valuable than it already is.

Mike Del Prete has been leading our Beginning Investors Subgroup for several years now, so you might recognize him pretty easily. A full-time real estate investor and an all-around problem solver, Mike is known for providing top-of-the-line advice and strategies to help both new and experienced investors achieve tangible results that create cash flow. Prior to real estate investing, Mike held leadership positions in the Mortgage and Wireless industries. He is currently a wholesaler, landlord, consultant, Airbnb Superhost, and holds his own rental portfolio. He has completed over 400 real estate transactions in the last seven years, is a member of AZREIA as well as the AMA (AZ Multi-Housing Association), has authored several eBooks and has been a guest on several national podcasts discussing a variety of topics about real estate investing.

Marcus Maloney might be a newer face to many of you, but he is by no means new to the real estate investing game. Marcus has been named the "Equity King" for his impressive ability to find real estate opportunities with massive amounts of equity. He has completed over 3.3 million in wholesale transactions. Currently, Marcus is a licensed agent and an active member of AZREIA, the National Association of Realtors(NAR) and Phoenix Association of Realtors(PAR). While being active in these associations he still wholesales virtually in multiple states while building his investment portfolio. Marcus has been featured in numerous podcasts and is currently a featured blogger for BiggerPockets, the largest community of real estate investors in the world. Along with completing transactions and working to build his portfolio, he provides mentorship to aspiring investors.

Both of these men have agreed to dedicate themselves to making the AZREIA experience better for every investor. Like I said, there's a lot in the works! We look forward to our partnership with them and the bright future of AZREIA.

Smarter Investing,
Alan Langston



How to Prescreen Contractors to Build a Dream Team... Continued from page 1

5. The real estate investor should make it mandatory for all contractors to buy all necessary materials to do the renovations. The investor should never waste their valuable time buying materials. If the investor buys the materials, the workers could be viewed as the home owner's employees per the IRS guidelines. You do not want this.
6. The real estate investor should always demand a six months to one year warranty of all parts, labor, workmanship, and materials provided by the contractor. This warranty should be in writing. WARNING: If a contractor will not provide a warranty and stand behind the quality of his or her workmanship, DO NOT hire them!
7. Real estate investors should never agree to pay any contractor by the hour. You pay a fixed price for the complete job. Never pay the final payment in your independent contractor agreement until

the project is 100% complete.

8. Ask for financial references (ex: where the contractor purchases materials). I will contact the supply houses to make sure the contractor is not behind on paying for materials because I do not want to give the contractor a check to payoff an old bill and they have no money for the materials they need to buy for my job.

The last words of advice that I can give to anyone beginning a renovation project is to make sure every agreement with a contractor is detailed in writing with an independent contractor agreement. A detailed list of materials required should be listed in comprehensive scope of work. The documents should have work completion time frames, penalty clauses for finishing late, require all permits be pulled and inspections completed before final payments are released.





AZREIA Advantage: Lending Expert

Two Different Niche Loan Products...



Andrew Augustyniak
Branch Manager
Loan Officer

Call or Text: 480.735.4095
aa@peoplesmortgage.com
aa.loans.peoplesmortgage.com

by
Andrew Augustyniak

3303 S. Lindsey Rd
Bldg. 2, Suite 104
Gilbert, AZ 85297

...with One that INVESTORS will Love

School is starting, inflation is affecting everyone, and who knows what the hell is going on! There is a weird feeling in the air, but when it comes to Arizona it's a better feeling than other states. We continue to see an influx of people moving to Arizona for multiple reasons which causes inventory to still be low. Even though the last month we saw that the numbers grew slightly, I wouldn't expect to see that inventory number grow drastically anytime soon. Projections show that home values will continue to climb, just maybe not at the same rate as they were before.

Investor Cash Flow Loan

Investors, this product is the solution to all your problems! If you are an investor with long term rentals but have had trouble qualifying in the past, the investor cash flow loan is the minimum doc solution. The investor

cash flow loan is specific to investors only. Below are the main characteristics to know about this product:

- Purchase and Refinance Allowed
- No income documentation from any tax returns
- The loan is qualifying simply off the ability for the rent to cover the mortgage payment.
 - Example = Mortgage payment around \$1000 per month
 - Rent for that property is \$1200 per month
 - Property qualifies for the loan if the rent vs mortgage is at minimum 1:1 ratio or greater
- Loan to Value Maximums
 - Purchase up to 80% loan to value
 - Refinance loan to values range from 70%, 75% to 80% depending on the type of refinance

Borrower with No FICO Score

If one or more borrowers do not have a credit score due to insufficient credit, the lender must establish an acceptable nontraditional credit profile. Nontraditional credit profile incorporates anything a borrower may make payments on monthly. An example of this would be monthly insurance, gym

membership, phone bill, utilities etc. The lender must first check all three major credit repositories to verify the borrower's credit history and confirm that the borrower does not have a credit score.

If the borrower's credit information is frozen at one of the credit repositories, and no credit score is available from any other repository, the lender may underwrite the borrower following the requirements for nontraditional credit. If the borrower's credit information is frozen at two or more of the credit repositories, the loan is not eligible as nontraditional credit even though no credit score is available.

The credit report will indicate if a credit score could not be produced due to insufficient credit. Lenders must ensure that the credit report accurately reflects the borrower's information, such as the name, Social Security number, and current residence of the borrower to confirm that the lack of traditional credit was not erroneously reported because incorrect information was used to order the credit report.

Note: For certain loan transactions, one or more borrower(s) are required to have traditional credit as evidenced by a credit score.

Always feel free to contact me directly with any questions!



ANDREW AUGUSTYNIAK Branch Manager/Loan Officer

Call or Text: [480.735.4095](tel:480.735.4095)

aa@peoplesmortgage.com

aa.loans.peoplesmortgage.com

3303 S Lindsay Rd, Bldg 2, Suite 104, Gilbert, AZ 85297



THE AUGUSTYNIAKTEAM

PeoplesMortgage.com

IT'S ALL ABOUT THE PEOPLE.



What to Look for in Home Inspections



Michael Hills
Vice President of Brokerage
Atlas Real Estate

335 E. Palm Lane
Phoenix, AZ 85004

Office: 719.337.5317
info@realatlas.com

by
Michael Hills

by Michael Hills, Vice President of Brokerage at Atlas Real Estate

Once your offer to buy a home enters into contract, a home inspection is the pivotal event for deciding whether to move forward with the contract, kill it all together, or renegotiate based on inspection findings. An effective home inspection can reveal critical information about the apparent and underlying condition of a home, making you, the buyer, aware of maintenance, repairs, and overall costs the home may require immediately and over time.

Oftentimes, home buyers think (wishfully) that the house they want to buy is going to be perfect. However, that is *never* the case. Even with new builds or recently renovated properties,

it is important for buyers to realize there are going to be changes that need to be made, whether they are cosmetic or functional.

Cosmetic changes are typically based on the buyer's personal preference, such as carpeting, paint and other stylist choices. A home inspector should also look for cosmetic flaws that would result in needed repairs such as broken windowpanes or cracks in drywall. While cosmetic issues are important to be aware of and consider, it is the functional issues identified through a home inspection that can lead to major changes in a contract.

Depending on where you live (i.e., dry or wet climate), some of the key functional areas to consider in a home inspection are: roof, foundation, plumbing and pipes, electrical, HVAC (heating, ventilation, and cooling) systems, leaks, mold, rotting wood and termite damage, radon, asbestos, and certain building code violations. These areas will entail the repairs or replacements necessary and can also be associated with health and safety issues

down the line; therefore, they are the focus of an effective inspection.

As the potential home buyer, once you receive the inspection report, it is essential to have it reviewed by an industry professional. These reports can be daunting to read and interpret, ranging from 30 to 80 pages and filled with industry terms. It is important for you to not panic when reviewing an inspection report. It is the inspector's job to note every single minor detail during the inspection process.

Even if your inspection report is 50 pages long, it does not mean the home is going to fall down. On the bright side, the report findings may provide ample ammo for contract negotiations and will undoubtedly provide you with the information needed to plan financially for the pending sale and future property needs.

Michael Hills is the Vice President of Brokerage at Atlas Real Estate, a full-service real estate company specializing in investment brokerage, property management and institutional acquisition.





AZREIA Advantage: Financing Professional

Helpful Rules & Calculators for Fix & Flip Success



David Neilson
Boomerang Capital Partners

2152 S. Vineyard #105
Mesa, AZ 85210

by
**David
Neilson**

Office: 480.779.9779
www.boomerangcapital.com

By David Nielson, Boomerang Capital Partner, Director of Lending

Experts have their tried-and-true methods for helping them identify those projects which will yield the best return. They've developed rules for success, and they stick to those rules. Finding calculators and tools to help you identify those same projects with potential, while capitalizing on these tried-and-true rules, can yield successful results for you as well. We've talked to several of our most seasoned flippers and here's some of their top rules and calculators used to help in planning and budgeting for a successful fix and flip.

Finding Properties & Determining Values

The number one question asked by new real estate investors is "How do I find good properties?" Simple answer, go out and look for them. Drive around the neighborhoods of communities that appeal to you. Look around! And while you're out there, have your phone or tablet logged into Zillow.

[Zillow](#) isn't just for personal homebuyers. It's a great free tool to help you identify potential properties while you are out scouting locations. Zillow can provide you with general details on properties - recognizing that their calculations can provide broad data to get the search started.

Once you've identified properties that you found intriguing you can head back to your computer and look them up on [PadHawk.com](#) for greater details. This is a fee-based service that identifies properties, neighborhood statistics for each property,

finds occupancy, how much is owed, or how much was paid - all details that can help you make a decision on the perfect investment property.

Last but not least, [BiggerPockets](#) has some interesting tools to get individualized detailed reports on a specific property. Once users have entered the property information, you can review the results of the report to analyze if each fix and flip deal is right for you.

Determining Rental Market Value

Perhaps flipping a property for rental purposes is your goal. When you rent the property, it's important that you charge the full amount the market will support. You want to be right on target, charging just enough to be in the marketable range, but not more than other comparable properties rent for.

Unless you already have similar rental properties in that neighborhood, you will want to do your homework. [Rentometer.com](#) is an easy way to compare rents using address, beds, and baths, with other local rental properties.

An additional consideration is the short-term rental market. Your fix and flip property may be most lucrative as a short-term rental like an AirBnB or VRBO. Before you commit to that path, check out this calculator which will give you a better idea for potential return on your short-term rental property. <https://www.airdna.co/airbnb-calculator>

Estimating Rehab Expenses

Knowing what you can expect to pay, even if it is in general terms, can help you decide whether or not to proceed with a project. Tadd Jones, a 12-year veteran of the real estate finance business and a Boomerang team member, said that he has a general rule of thumb for running a preliminary estimate for project costs. "It's a combination of the age of the home and its square footage. This gives me a ball-park for estimating a renovation." This simple formula can help you get in the renovation ballpark.

Year Home was Built	\$/Square Foot
1959	\$40
1960 - 1979	\$45
1980 - 1999	\$30
2000 - present	\$25

Managing Properties

More is not always better, especially when it comes to properties you are trying to manage on your own. Property management takes not only money, but time. In an effort to financially and logistically manage properties there is a general rule of thumb to create the best return on your investment.

# of Properties	Management Style
0-6	Self-management
7-10	Property manager
10+	Hire your own team to manage

Networking

All of our investors agree that nothing beats networking when it comes to finding good business transactions. Meeting the right people can lead you straight down the road to success. There are no rules and no calculators that can replace good-old fashioned handshakes and face-to-face meetings (or in today's world video-conferencing) in developing a successful property investment business.

Kendra Holman advocates for participating in these types of networking groups in areas where you are interested in flipping. "Network groups like AZREIA are great tools for this business, and great places to find out about other tools that can be helpful." Check out your local Real Estate Investment group. Get out and start making connections. Participate in luncheons, meetings, and events to see what others in your area are doing to find and capitalize on successful investment properties.

As experience has shown, calculators and rules-of-the-road are a great place to start, but a poor place to stop. Reach out to people who have experience in fixing & flipping, ask questions. These types of personal connections can be the best resources for a successful flip.





AZREIA Advantage: Title Expert

Alternative Means of Communication



Jill Bright
AVP/Sr. Sales Executive

Chicago Title
Maricopa County

Phone (602) 525-0790

BrightJ@ctt.com

www.ChicagoTitleArizona.com

by
Jill
Bright

It is frightening to think of how criminals find out about specific transactions and the parties who are involved, and then capture the contact information for all of the principals. Such was the case in this scenario.

One day at the gym, one of Chicago Title's buyers, Betty Buyer, received a text message — supposedly from Chicago Title that stated:

Good Morning Betty Buyer, This is Jane Doe Escrow Officer from Chicago Title Co. We noticed that the notary forgot to include your ID on your closing package he sent to us. Are there any possibilities you could snap and send me a copy of your Driver's License ID to avoid any closing delays. Please advise!

The customer responded that she could provide a copy later and asked whether Chicago Title would prefer an emailed copy or a text. The response was, "Text it here pls." Unfortunately, Betty did text a copy of her ID and afterwards, the imposter further asked if she had sent a wire yet.

This triggered alarm bells for Betty, and

she examined the text message more closely. Betty realized the number had a 217 area code associated with Illinois, not the expected area code for Chicago Title. Betty then picked up the phone and called the office directly. Chicago Title confirmed that they had not texted Betty and that it must be someone attempting to gain sensitive information, as well as potentially attempt to divert funds.

The Escrow Officer jumped into action, calling all the agents and principals to make them aware there had been a potential breach, or at the least, that someone was able to gather enough public information regarding the transaction to contact the buyer and appear legitimate. The Escrow Officer also notified the Company's security team to conduct a review of her computing system. The review confirmed a lack of intrusion into Chicago Title's system.

The Escrow Officer further let the principals and parties know to only communicate via a known trusted phone number going forward and stated that all requests should be confirmed at the known trusted phone number of the requestor.

Luckily, through multiple warnings and initial disclosures enough red flags were present for the customer to realize a fraudster was attempting to intercede in the transaction.

Things to note:

- Always check all communications and verify it is the correct source before responding.
- Any change to wire instructions is an absolute indication of fraud.
- Wire fraud is rampant so be vigilant.
- Fraudsters tirelessly work to conceal their identity and to assume the role of someone within the transaction.
- We always set a consistent means of communication between the Escrow Officer & the principals which may help raise awareness when a fraudster tries to intervene.

Article provided by contributing author:

Scott Cummins, Advisory Director
FNTG/National Escrow Administration
National Escrow Administration



Ask Chicago Title About...

Chicago Title's Investor Division handles Assignments, Agreements for Sale, Double Closings, Wraps, Subject To & Seller Carryback Transactions. In addition to these special types of transactions, we also close "normal" residential/commercial files every day.

We also have the tools you need to be successful!

- 24/7 Online Sales Comps/Transaction History
- Buyer/Seller Net Sheet Software
- Target Market Area Mailing Lists
- Lead Programs for Probate, Divorce, Tax Default
- Elusive Ownership Database to find "Off Market" Property Owners
- Weekly Notice of Default & Auction List
- Custom Marketing w/Professional Design/Print Partner

Don't forget to ask us
about our Special Investor
Rates on Title Insurance!



CHICAGO TITLE AGENCY

Jill Bright | AVP/Sr Sales Executive | Cell: (602) 525-0790 and BrightJ@ctt.com



Arcana
INSURANCE SERVICES, LP.

**UNIQUE COVERAGE ON PROPERTY & LIABILITY INSURANCE
DESIGNED INTELLIGENTLY.**

Call us or visit our website
for more information on the following:

- INVESTMENT PROPERTY INSURANCE PROGRAM
- TENANT DISCRIMINATION PROGRAM
- LANDLORD SUPPLEMENTAL PROTECTION (LSP)
- TENANT RENTERS PROGRAM

TEL: (877) 744-3660
WWW.NREIA.ARCANAINSURANCEHUB.COM

Meet My Property Manager...



“Everything I need to manage my property from anywhere... right on my phone!”



AZREIA OFFER
95 Cent Membership
www.RentPerfect.com

90%
Fix & Flip
Financing

Do you qualify?

Contact us to find out.

MERCHANTS FUNDING AZ, LLC
License #BK-0918174 NMLS #388757

Mark Steinbeck, VP Bo Seamands
480-889-7569 903-721-5807
NMLS #180782 NMLS #1191246



The information in this ad is for real estate professionals only. Adequate disclosures for home buyers are not provided. Rates and terms are subject to change without notice and are subject to underwriting and qualification.

Hard Money Specialists

“When the banks say no or move too slow”™

**Single Family 1-4-unit,
Commercial Property, Apartments,
Spec Construction and Lot Loans**

**Fix & Hold
Fix & Lease
Fix & Wrap**

**No Point Programs Available
Up to 90% Cost/Max 69% of Value
12 Months to 5 Year Term**

Appraisal fee (up to \$350.00) refunded at COE to AZREIA members!



11024 N. 28th Drive #170
Phoenix, AZ 85029
602-375-8951 Office
602-375-0760 Fax
Jack@HiltonCorp.com
NMLS 143636
AZ MB 0928800
UT MB 5491797

When to Keep Texts, Emails and Other Electronic Information



Michael J. "Mick" McGirr, Esq.
Attorney at Law

Phocus Law

Phone: (602) 457-2191

Mick@phocuscompanies.com
phocuslaw.biz

by
Michael J. McGirr

If you are in business long enough, the chances are pretty good that you'll become involved in the occasional dispute with buyers/sellers, competitors, employees, a former business partner, or anyone else who you happen to have interacted with. How you prepare for and handle these disputes has a great impact on the health and long-term viability of your investments and company.

'Electronically stored information' ("ESI") is the general legal term used to describe business information you may generate and store, such as documents, data, business records, and communications including texts, emails, social media posts and more. Often, ESI is a crucial part of the evidence that courts (or juries) will use in adjudicating business disputes.

Once you are involved in a dispute and you should reasonably be able to foresee that the dispute could result in a lawsuit, you have an obligation to preserve any ESI that you know, or that you should reasonably know, is relevant to the dispute. If you fail to preserve that information, you could be subject to a claim from another party that you spoiled important evidence ("evidence spoliation") and potential resulting detrimental sanctions from the court hearing your case. The court could sanction you in three different ways. First, the court could instruct the jury that it may draw a negative inference against you because you failed to preserve the ESI. Second, the court could exclude your witness testimony about the ESI,

even if the lost ESI would have benefited you. Finally, the court could dismiss part or all of the lawsuit that relied on the evidence. In short, your failure to preserve ESI related to the dispute could result in a negative outcome in court for your business.

Depending on how much ESI your business creates, preserving ESI can be very costly. So, many businesses keep ESI for a limited amount of time before discarding it. One of the great challenges for a business involved in a dispute is knowing exactly what ESI may be relevant, and thus should be retained, and what ESI can be discarded. It is not uncommon for a party in a dispute to receive notice from the opposing party that they are to retain every bit of ESI based on the potential for litigation. That puts the business owner receiving that demand in the unenviable position of feeling obligated to preserve *all* ESI, often at great expense, for fear that under-preserving could result in the harm outlined above. Up until recently, not much had been done by the Arizona Supreme Court, or any other court in the United States, to provide direction on what ESI needed to be preserved.

Some good news: you no longer have to hold onto all of your ESI for fear that a court could eventually say that some obscure text message from years ago may have some relevance. Instead, a recent rule change means you can now get an order from the court that spells out what specific

types of ESI must be preserved. With that in hand, you can then discard the remaining irrelevant ESI without fear of negative consequence. On July 1, 2018, a new rule, Arizona Civil Rule 45.2, made it so that, if utilized, the confusion, expense, and risk related to ESI preservation (and the related risk of an evidence spoliation claim) can be minimized. Specifically, Rule 45.2 makes it so that, when litigation occurs, or appears to potentially be on the horizon, you can get an order from the court detailing exactly what ESI you need to preserve. In short, so long as you preserve the court's ordered range of relevant ESI, there is no risk of sanction for spoliation.

In today's litigious society, and taking into account the incredible amount of electronic data we produce on a daily basis, your ESI will almost inevitably become important either in one of your disputes, or in one to which you are a third party. Having an attorney that understands the nuances of upcoming Rule 45.2 can save you the stress and uncertainty associated with preserving evidence and can increase the likelihood of a positive outcome for your business by helping you to avoid costly sanctions.

If you need assistance in resolving a business dispute or if you wish to consult with an attorney to take proactive steps to avoid potential ESI pitfalls, please feel free to reach out to Phocus Law by phone at (602)457-2191 or by email at mick@phocuscompanies.com.



FULL-SERVICE BUSINESS LAW FIRM

- Entity Formation
- Real Estate Financing, Development, Acquisition & Leasing
- Contract Drafting, Review & Negotiation
- Fundraising & Investments
- Company/Asset Acquisition & Sale
- Employment
- Company Sales & Founder Exits
- Commercial Litigation



FULL-SERVICE ESTATE PLANNING PRACTICE

- Wills
- Revocable Living Trusts
- Irrevocable & Dynasty Trusts

phocuslaw.biz
(602) 457-2191

michele@phocuscompanies.com



The Umbrella Policy – Chapter 2



Clark Sanchez
Insurance Agent

1555 E. Glendale Ave.
Phoenix, AZ 85020

by
Clark Sanchez

(602) 277-2655
clark@clarksanchez.com

An “Umbrella Policy” is an additional insurance policy that provides an extra layer of liability or lawsuit protection. In general, this is a policy that many people with higher incomes or higher net-worth should consider purchasing. And remember, people who own real estate income property would probably fall into one of these groups. Most ‘Personal Umbrella Policies’ are issued with \$ 1 million of additional protection, but the amount can be higher amounts as needed.

Over 95% of all claims on an Umbrella Policy are related to a motor vehicle accident.

Consumers may worry about someone injuring themselves at their house or at a rental property, but the truth is, vehicle accidents are the cause of almost all claims. This explains why probably over two-thirds of all families that have an Umbrella Policy do not own investment real estate.

For the real estate investor, there are two major methods for providing extra lawsuit protection: (A) an Umbrella Policy, or (B) higher liability limits on the property insurance policy itself. Here are some factors that may influence that decision:

Maximum Number of Units - Most Personal Umbrella Policies set a limit of 4 for the maximum number of rental units that can be covered by the policy. That means you have ‘maxed-out’ your coverage with 4 single family homes or with just one four-plex.

Investors with more than 4 rental units must purchase a ‘Commercial’ Umbrella Policy for all owned units (including those first 4.) And remember, every policy means more expense plus now allocating the cost for the Commercial Umbrella among all owned units.

Adding Your Property Manager As An Additional Insured - Virtually all property management agreements require that the property owner add the property manager as an additional insured on his investment property insurance policy. More and more also specify the minimum coverage amount for liability. Most now require either \$500,000 or \$1 million. But because an Umbrella Policy cannot be expanded upon to include other people, the property owner cannot add his property manager to an umbrella. This means that even when there is an Umbrella, the property policy itself must have a liability limit that is high enough to meet the property manager’s requirements.

Special Rental Property Problems May Not Be Included In An Umbrella - Keep in mind that the Personal Liability Umbrella deals primarily with car accidents. Remember, over

95% of all Umbrella claims involve motor vehicle accidents. Your insurance company makes a charge for adding your rental properties to your Umbrella, but keep in mind that the day-to-day focus of that policy is an auto accident. Certain types of issues that relate only to rental property, may be covered, or may not be covered. Examples would be a lawsuit resulting from wrongful eviction or a lawsuit for invasion of privacy.

Option (B) is to have \$1 million, \$2 million, or more of liability coverage included in the base policy for the property. Simple, straightforward, and often less expensive.

* * * * *

CLARK SANCHEZ has been an Arizona insurance agent for over 41 years. Also a Vendor-Affiliate with AZREIA for over 19 years. Clark will answer all of your insurance questions at rental@clarksanchez.com or (602) 803-2179



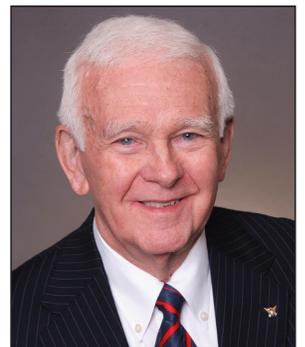
Clark Sanchez, Agent

Investor Insurance Services since 1980

***We Can Insure Your
Arizona Rental Property***

Office Hours

Mon-Fri 8:00 am-5:00 pm
Saturday 9:00 am-1:00 pm



Office: 602.277.2655
Mobile: 602.803.2179
Fax: 602.241.0702

1555 E Glendale Ave.
Phoenix, AZ 85020
clarksanchez.com
rental@clarksanchez.com

A-C

Using a Key Word Helps You Get the Right Tenant

by Scot Aubrey

With summer finally here, I look forward to slipping in my waders, stepping into a river, and casting my fly rod in search of that trophy fish. But before I do, I always go through a list of things to prepare me for success. I check the local regulations and consult the local guides and experts to see where the fish are and what they are biting. Armed with knowledge, it is left up to me to identify the specific fish (usually German brown or rainbow trout) I want to cast and catch.

Landlords across the country are going to be facing a similar situation this fall as the eviction moratorium looks to be ending soon. You will be casting into an ever-expanding pool of potential tenants and, as a landlord, you want a tenant that wants YOUR house, not just any house. A tenant who just wants any house, in a year when the lease is up, will be ready for any other house. A tenant who wants YOUR house will become a valuable business partner and stay there for years.

One of the best methods for helping you find the perfect tenant for your property sounds mysterious but is quite simple and straight-forward; a key word, which might be a specific word or phrase you place in your listings that you request they use when they respond to your listing. With the increased number of online rental platforms available to you, using a key word in your listings will help you in the following ways:

What is a 'Key Word'?

Your key word should be something that you use to emphasize specific features or requirements of your property. They may include things like the property characteristics, availability date, smoking policy, length of lease, or anything else you want to highlight as important to you. A word of caution to avoid any words or phrasing that would indicate discrimination or violation of protected class. A phrase like "Please acknowledge in your showing request that you understand this property does not allow pets" is a perfect example of a key word.

Where Do I Place a Key Word?

David Pickron, President of Rent Perfect, discussed this at length on a recent podcast (which can be found on realestateinvestingtoday.com). He advises that landlords place their key word in one of the last two sentences of the listing to find candidates that are responsible enough to read the entire

listing, and not just hit "apply" to every possible property that comes across their view. When fishing it is critical to present your fly to the fish you are trying to catch, otherwise you are just fishing water. By having the right fly presented in the right way to attract the attention of the fish, you exponentially increase the odds of attracting the fish you want to catch. The same reasoning applies as you are trying to identify a responsible, attentive tenant for your property. If you have a potential tenant that reads an entire listing and sees your key word that says, "I will not respond to your request to view the property unless you acknowledge that this property is not available until July 1." When 20 potential tenants request a showing of the property and only two of them respond with the required key word/phrase, I am only going to show the property to those two people. This attention to detail from a tenant signals that they will also read the entire lease and understand the relationship we are creating, which saves me a lot of time in showing the property to the 18 other people who would be happy with any property.

A Key Word Saves You Time!

Whether you are a full-time landlord or have a single property, time equals money, and showing the property and reviewing applications can be extremely time-consuming. Using a key word is just one way to prescreen applicants and free your time up for those individuals that are truly interested specifically in your property. With several of the rental property platforms in the market today, an applicant can pay a monthly fee and submit their application as many times as they want. If you've ever found yourself responding to an applicant inquiry only to have the applicant, ask, "now which property is yours," chances are they have applied all over town and will take any property that comes along. This person doesn't want your house, they want a house, and they are not the business partner you are looking to have for the next five years.

Imagine how frustrated you would be if you planned a trip to catch cutthroat trout and showed up only to find that in addition to trout, the game warden had also stocked catfish, carp and bluegill. In the next few months, the places we go to find potential tenants will be flooded with all sorts of applicants, and likely many of them will have been recently evicted. By tools we train on, you can make sure that the tenant you put into your property is the business partner worth \$120,000 that you are fishing for.



AZREIA Advantage: Private Banking Systems Expert

How to Safely Store, Grow and Use Your Hard-Earned Cash



Olivia McGraw
Wealth Strategist
Unbridled Wealth

Call or Text:
(303) 596-6780

by
**Olivia
McGraw**

omcgraw@unbridledwealth.com
<https://unbridledwealth.com/>

As the daughter of entrepreneurs, I regularly tagged along as my mom made daily cash deposits into their accounts. I pictured the teller taking that hard-earned cash and tucking it safely away into the vault. Little did I know that wasn't exactly where the money was stored. Not only was it *not* in that vault, if push came to shove and the bank ran out of money, we likely would never see most of the cash again.

Banks are only required to keep 10% of the money we deposit; the rest they loan. As Jimmy Stuart explains in the money-run scene from *It's a Wonderful Life*, the money is going to work as loans for our neighbors. However, banks do not simply loan one dollar for every dollar we deposit. Each dollar is loaned 9-12 more times! This is called fractional reserve banking. It does not seem like a winning strategy should a lot of people need their cash at the same time. They gamble on this not happening.

Banks make money on loan interest, but fractional reserve banking is an unstable structure. According to the FDIC website, 561 banks have gone bankrupt since

2001. That's billions of dollars owed to depositors. But what are our options if banks are a necessary evil, especially for real estate investors? We can begin the journey of starting a privatized family banking system.

Privatized family banking systems are a tried-and-true way to not only warehouse your wealth, but also have quick access to cash, maintain greater growth than a savings account, and still invest in real estate. Sound too good to be true or like an unproven *new* opportunity? It's why the Rockefellers are still a formidable financial family. It's why Walt Disney was able to launch his looney idea for a theme park. And why almost everyone reading this article has eaten a McDonald's hamburger. This is called the *Infinite Banking Concept*. It is what large banks, every fortune 500 company, politicians and the wealthy are doing with their money. We simply make the system achievable for those who wants to grow their wealth in a safe environment; not just the wealthy.

The infinite banking concept uses *overfunded* life-insurance to operate *like* a savings account—but with greater security, growth, while keeping liquidity. Permanent insurance policies, when structured properly, are highly efficient and offer tax advantages. Safety? Each policy is a legal contract that must allow access to the cash value and pay death benefit. Insurance companies are also held to a higher standard than banks when it comes to stability. They must keep a dollar in assets for every dollar in liability- no fractional lending allowed. Then there is a growth minimum. The companies we work with have a guaranteed floor—this does not include company dividends that are paid to policy owners, or simultaneously investing in real estate.

We'll let you know when we find a better option for safely storing and using your cash. Meanwhile, schedule a consultation with us today so we can help you explore your options.



**UNBRIDLED
WEALTH**

No One is Born Financially Savvy.

At Unbridled Wealth, we craft strategies tailored to how much money you make, giving you the peace of mind knowing that your financial future is more **attainable** than you think.

Discover How You Can:

- Avoid Unnecessary Fees & Taxes
- Create a Guaranteed Retirement Plan
- Stop Paying Interest to Banks
- Maintain Access to Your Cash
- Leave Money Behind for Loved Ones



SCHEDULE YOUR FREE CONSULTATION

OLIVIA MCGRAW | WEALTH ADVISOR
E: OMCGRAW@UNBRIDLEDWEALTH.COM
P: (303) 596-6780



Hot Market = Buyers Waiving Rights



Mark B. Zinman,
Attorney

Zona Law Group P.C.
7701 E. Indian School Rd.
Suite J
Scottsdale, AZ 85251
Phone: (480) 949-1400
Fax: (480)-946-1211
www.zona.law

by
Mark
Zinman

Anyone trying to buy a home in the past year has faced a situation where another buyer came in with an offer that was all-cash, and significantly over asking price. While the home price trajectory may have slowed a bit recently, the last year has been incredible and unprecedented. It is the epitome of a seller's market. Of course, when you have a seller's market, you see desperate buyers making moves to get a home under contract. One such change we have seen is buyer waiving contingency – including buying as-is. This is, of course, a risky proposition and we do not suggest clients do this. Buying a home without a chance to inspect, could lead to untold potential problems. At the same time, there is some (though little) protection for buyers, even when they buy as-is.

In the sale of real properties, there are implied and explicit warranties that the seller makes to the buyer as to the condition of the home. This would include the general warranty that the property is fit for its intended use, which

is for residential occupancy. However, what happens when the buyer buys as-is? Does the seller have any liability if problems arise later?

A latent defect is defined as “[a] hidden or concealed defect. One which could not be discovered by reasonable and customary observation or inspection....” Courts have held that nondisclosure to the purchaser of latent defects *known to the vendor* “impairs the right of the [purchaser] to receive the benefits” of the contract. Rawlings, 151 Ariz. at 153, 726 P.2d at 569. This is because it is the very nature of the latent defect, the fact that it's hidden, precludes the discovery of the defect upon a reasonable inspection.

Therefore, in deciding whether a seller can be liable for defect in a property, the judge/jury looks to the following: (1) was the defect material to the transaction; (2) whether the defect is latent or patent; (3) whether the seller knew about the

defective issue; (4) whether the buyer undertook a reasonable inspection; and (5) whether the seller gave the buyer an equal opportunity to discover the defect.

In other words, if you are selling a home, an “as-is” clause may protect you from numerous claims of alleged defects of the property. The parties can even stipulate to waive any seller disclosure requirements. However, if a material defect exists, that the seller is aware of and intentionally hides it, the seller could face potential liability. On the other hand, if the seller is unaware of any problems, an “as-is” addendum is used, and the buyer had a reasonable time to inspect, the seller likely will not be liable. Now, if the buyer waives their right to inspect, that could lead to different arguments, which we do not yet believe have been litigated fully in Arizona. Therefore, we expect more litigation to come out of the recent increase in home sales.



We Represent Property Managers, Owners and Investors in All Real Estate Matters.

LANDLORD / TENANT LAW

REAL ESTATE TRANSACTIONS

DISPUTES OVER OWNERSHIP



Quick Communication
Aggressive Litigation
Intuitive Technology



ZONA LAW GROUP

(480) 949-1400

WWW.ZONA.LAW

Monthly Meetings

AZREIA Phoenix Meeting

Monday, September 13

In-Person 5:45 pm

Venue 8600

8600 E. Anderson Dr.

AZREIA Tucson Meeting

Tuesday, September 14

In-Person 5:45 pm

Tucson Association of Realtors

2445 N. Tucson Blvd.

Phoenix Real Estate Club

Tuesday, September 28

In-Person 6:00 pm

Grid.Works

5227 N. 7th St.

We are happy to continue to offer our monthly meetings and education in-person this month! Every business needs an overhaul or revamp at the very least every seven years, but ideally should be occurring every three years. Specifically, for those in retail investing, you should be taking a look at your cost and bottom-line with contactors and materials and what is happening in design to freshen up your rentals or your rehabs. Robyn Thompson, the “Queen of Rehab,” is coming to AZREIA to help you do just that. Join AZREIA in September to hear how her business has stayed up to date with trends, managed to maintain a tight bottom line, and stay in control of contractors and the entire rehabbing process! Timely, market-driven information and education makes these meetings must see. Don't miss it!

Phoenix – Current Market Trends & Activity

Updates on Market Data Analysis and the Rental Market from Alan Langston provide the absolute latest information essential to your real estate investing business.

Phoenix & Tucson Main Meetings – Critical Actions to High-Profit Rehabs and Vacation Rentals with “Queen of Rehab” Robyn Thompson

Robyn has been buying, renovating, and selling junker properties for over 20 years. She has done over 450 of them. Robyn takes the profits from her flips and buys higher end rental properties for passive income. She has also done 1031 exchanges on some of her rentals and traded up to luxury vacation rentals. She has multiple houses doing over \$600 per night.

At this meeting you will learn:

- Where to Find High-Profit Deals
- Robyn's Cutting-Edge Marketing Strategies
- Strategies to Fund Deals When You Have No Money
- Locating the Best Contractors to Get the Job Done
- The Types of Houses to Never Buy
- Prescreening Contractors

Robyn Thompson is literally the most popular speaker on rehabbing the industry has ever and she's back to share the

latest and greatest info about how to find, finance, fix and get six-figure profits from Retail Deals.

She's bought, fixed, and sold over 350 homes with a price range from as low as \$8,000 to as high as \$3.5 million. But more importantly, she's created systems that have allowed her to do as much as \$2.1 million in renovations in a single year and manage up to 22 full-time contractors. She doesn't just understand how to turn hideous houses into drop-dead gorgeous homes that sell at lightning speed to happy homeowners, but also how to run a business that cranks those out over and over.

On September 13th and 14th, Robyn shares her most up-to-date advice on how to make a six-figure income retailing just a few houses a year, and why the real-life business isn't at all like what you see on HGTV.

Market Update & Market News with Alan Langston

The latest Fix & Flip and rental data along with further analysis of our Seller's market. Plus, current events and news important to your investing.

Tucson Monthly Meeting

We will be joining in-person for all the great networking sessions including Haves & Wants and a Market Update for the Tucson area, PLUS a presentation from the “Queen of Rehab” Robyn Thompson.

See Phoenix Main Meeting

Phoenix Real Estate Club

This is some of the best real estate networking anywhere! Meet face-to-face with other investors to find what your real estate investing business needs! Haves & Wants, structured networking activities, market discussion, and Member Deals. It all still happens!



AZ.R.E.I.A., Inc. (the “Association”) does not: (1) render legal, tax, economic, or investment advice, (2) investigate its members, or (3) represent or warrant the quality of goods or services provided by its members, the honesty, integrity, reliability, motives and/or resources of its members or their officers, directors, managers, employees, agents, and/or contractors. Consult your legal counsel, accountant, and other advisors as to risks and legal, tax, economic, investment and other matters concerning real estate and other investments. Members will comply with the Code of Ethics of the Association.



AZREIA Calendar of Events

Check www.azreia.org for the current schedule.

SEPTEMBER MEETINGS		
AZREIA – Phoenix – In-Person <i>Monday, September 13</i>	AZREIA – Tucson – In-Person <i>Tuesday, September 14</i>	Phoenix Real Estate Club – In-Person <i>Tuesday, September 28</i>
SEPTEMBER SUBGROUPS – Join like-minded investors, share ideas, network, and learn in small group settings.		
<ul style="list-style-type: none"> Tucson New Investors – Online & In-Person <i>Monday, September 6</i> AZREIA Prescott – In-Person <i>Tuesday, September 7</i> 	<ul style="list-style-type: none"> Shared Living –In-Person <i>Wednesday, September 8</i> Beginning Investors –In-Person <i>Thursday, September 9</i> 	<ul style="list-style-type: none"> Raising Capital & Options –In-Person <i>Tuesday, September 14</i> Notes – In-Person <i>Thursday, September 16</i> Fix & Flip – In-Person <i>Wednesday, September 29</i>
<p align="center">Junkers to Millions Workshop with Robyn Thompson <i>Saturday, September 18, 2021 9:00 am – 5:00 pm Available In-Person</i></p> <p>“Learn How to Turn Foreclosures, Estate Sales and Unwanted Houses into Fast Cash” Robyn is the nation’s leading expert on buying properties at deep discounts, renovating them at lightning speed and selling them quickly for huge chunks of cash. Robyn has rehabbed over 390 properties in her 20 years of investing and the majority of her profits were made on properties that were in a depressed market. You will learn Robyn’s Buying Machine, the 9 Types of Houses to Never Buy, the rehab process, locating and hiring the best contractors to get the job done, prescreening & controlling, The 8 Contractors on A Dream Team, where to find properties to rehab for huge profit, and The Magic Buying Formula to ensure huge profits.</p>		
<p align="center">How to Build Massive Passive Income with Rentals & Vacation Rentals with Robyn Thompson <i>Sunday, September 19, 2021 9:00 am – 5:00 pm Available In-Person</i></p> <p>Robyn is going to spend all day teaching us how to build a Massive Portfolio of keeper properties that will crank passive income for you. She will share with us how to find the best keeper and vacation rental properties, and how to build a massive passive portfolio of properties to take care of you and your family. During the training, she is going to teach you 1) How to locate the best properties to keep that will provide the quickest payoffs and largest cash flows, 2) How to rehab & vacation rental properties, 3) How to make multiple offers on all types of houses, 4) How to build wealth from The 5 Profit Centers on Drop Dead Gorgeous Properties, and believe me you will want all of them.</p>		
<p align="center">Launch Pad Group Session <i>Friday, September 24, 2021 9:00 am – 1:30 pm Available In-Person</i></p> <p>The Launch Pad Group Session is for AZREIA Members and future members new to real estate investing who want to dramatically increase their probability of success and shorten the time to complete real estate investment deals to reach their financial objectives. Launch Pad is designed to take months off your development cycle and get you focused where you need to be focused! Virtually all new investors start without a clearly defined path. Without a path your odds of success plummet. AZREIA is here to help you get started the correct way and help you design your personal pathway to achieving your goals and changing your life. Want to get started today? You can take the Entrepreneurial Self-Assessment for free right now! Visit azreia.org/entrepreneurial-self-assessment/</p>		
UPDATED INFORMATION & REGISTRATION ONLINE AT WWW.AZREIA.ORG		

LEGALLY SPEAKING

Q: I had a flood at my condominium, but I can't tell if it came from the unit above me or from the plumbing in the wall. What rights do I have? What can I do?

A: Where the water is coming from, will determine who is responsible for your damages. For example, if the condo owner upstairs let their water overflow from their tub, they would be liable to you under a negligence theory. They allowed your property to be damaged because of the failure to act reasonably regarding the water. On the other hand,

if there was a problem with a pipe between the units, then it is likely a homeowner's association ("HOA") issue. Most condominium HOA CC&R's provide that the HOA is responsible for common area issues, including the roof and space between the units. A homeowner is responsible for things inside the drywall of a unit, and outside of that, it's an HOA matter. You would be wise to determine where the leak came from (hire an expert if necessary) and then make demands upon the appropriate party.

Mark B. Zinman, Attorney

Information contained in this article is for informational purposes only and should not be considered legal advice.

You should always contact an attorney for legal advice and not rely on information published here.



AZREIA Monthly Meetings at a Glance

September 13th Phoenix Meeting

- **Current Market Trends and Activity** Updates on Market Data Analysis and the Rental Market provide the absolute latest information essential to your real estate investing business.
- **Phoenix Main Meeting: Critical Actions to High-Profit Rehabs and Vacation Rentals** Robyn Thompson is literally the most popular speaker on rehabbing the industry has ever and she's back to share the latest and greatest info about how to find, finance, fix and get six-figure profits from Retail Deals. At this meeting you will learn where to find high-profit deals, her cutting-edge marketing strategies, strategies to fund deals when you have no money, locating the best contractors to get the job done, the types of houses to never buy, and prescreening contractors.
- **Market Update & Market News with Alan Langston** The latest Fix & Flip and rental data along with further analysis of our Seller's Market. Plus, current events and news important to your investing.

September 14th Tucson Meeting

- **Tucson Market Update:** The latest sales volume, pricing, supply and demand numbers for both the Phoenix and Tucson markets.
- **Tucson Main Meeting: Critical Actions to High-Profit Rehabs and Vacation Rentals** Robyn Thompson is literally the most popular speaker on rehabbing the industry has ever and she's back to share the latest and greatest info about how to find, finance, fix and get six-figure profits from Retail Deals. At this meeting you will learn where to find high-profit deals, her cutting-edge marketing strategies, strategies to fund deals when you have no money, locating the best contractors to get the job done, the types of houses to never buy, and prescreening contractors.
- **Haves & Wants, Power Networking and Deal Sharing:** Come prepared to listen, learn and share.

September 28th Phoenix Real Estate Club

- This is some of the best real estate networking anywhere! Meet face-to-face with other investors to find what your real estate investing business needs! Haves & Wants, structured networking activities, market discussion, and Member Deals. It all still happens!

Don't Forget to Use AZREIA's Premier Business Associates!



Heather Johnson
Heather@RentPerfect.com



Clark Sanchez (Agent)
rental@clarksanchez.com



Mark Zinman
mark@wzplegal.com



Mark Steinbeck
msteinbeck@merchantsfundingllc.com



Jack Hilton
jack@hiltoncorp.com



Jill Bright
brightj@ctf.com



Andrew Augustyniak
Andrew.augustyniak@primelending.com



Mary Saer
msaer@azgat.com



Self-Directed IRA's
Daniel Ortega
Dortega@VantageIRAs.com



David Nielson
david@boomerangcapital.com



Alyssa Bieling
alyssa.bieling@realatlas.com



Michael J. "Mick" McGirr
mick@phocuscompanies.com

YOUR LOGO HERE

Consider becoming a Business Associate with AZREIA today!
[Click here for more information](#)

AZREIA has many Business Associates to provide your needed products and services in areas such as:

| Accounting & Taxes | Community Services | Flooring | Insurance | Janitors | Legal | Market Data | Movers |
| Notes | Property Managers | Self-Directed IRA | Tenant Screening | Title & Escrow | Virtual Assistants | Wholesalers |

Visit our [Business Associate Page](#) for complete list of providers!

Membership in AZREIA has never been more valuable or more affordable!

[CLICK HERE TO JOIN OR RENEW WITH AZREIA TODAY!](#)

[Learn More About AZREIA Membership Benefits HERE!](#)

AZREIA Membership Build-Your-Own Membership	PLUS Membership Most Convenient for Highly Active Members	AZREIA Guest
<p>\$100 / YEAR</p> <p>Pay as you go for your own personalized AZREIA experience</p>	<p>\$239 / YEAR</p> <p>\$309 PLUS Family Option: Add one family member to your membership</p>	<p>\$0</p>
<p><u>Monthly Events</u></p> <ul style="list-style-type: none"> ✓ AZREIA Chapter Meeting (\$10/Meeting) ✓ Phoenix Real Estate Clubs (\$10/Meeting) ✓ Subgroup Meetings (\$5/Meeting) <p><u>The Home Depot Discounts</u></p> <ul style="list-style-type: none"> ✓ The Home Depot Rebate ✓ The Home Depot Paint Discount ✓ The Home Depot Cabinet Discount ✓ The Home Depot Appliance Discount <p><u>Education & Seminars</u></p> <ul style="list-style-type: none"> ✓ Significant Member Only Discounts ✓ \$30 Launch Pad <p>Additional Features</p> <ul style="list-style-type: none"> ✓ Discounts from AZREIA Business Associates ✓ Access to Market Updates & News Charts ✓ AZREIA Newsletter & Blog 	<p><u>Monthly Events</u></p> <ul style="list-style-type: none"> ✓ AZREIA Chapter Meetings FREE ✓ Phoenix Real Estate Club FREE ✓ Subgroup Meetings FREE <p><u>The Home Depot Discounts</u></p> <ul style="list-style-type: none"> ✓ The Home Depot Rebate ✓ The Home Depot Paint Discount ✓ The Home Depot Cabinet Discount ✓ The Home Depot Appliance Discount <p><u>Education & Seminars</u></p> <ul style="list-style-type: none"> ✓ Significant Member Only Discounts ✓ \$30 Launch Pad <p>Additional Features</p> <ul style="list-style-type: none"> ✓ Discounts from AZREIA Business Associates ✓ Access to Market Updates & News Charts ✓ AZREIA Newsletter & Blog 	<p><u>Monthly Events</u></p> <ul style="list-style-type: none"> ✓ AZREIA Chapter Meeting (\$20/Meeting) ✓ Phoenix Real Estate Clubs (\$20/Meeting) ✓ Subgroup Meetings (\$20/Meeting) <p><u>The Home Depot Discounts</u></p> <ul style="list-style-type: none"> X The Home Depot Rebate X The Home Depot Paint Discount X The Home Depot Cabinet Discount X The Home Depot Appliance Discount <p><u>Education & Seminars</u></p> <ul style="list-style-type: none"> ✓ Guest Pricing ✓ \$100 Launch Pad <p>Additional Features</p> <ul style="list-style-type: none"> X Discounts from AZREIA Business Associates X Access to Market Updates & News Charts ✓ AZREIA Newsletter & Blog