



## Next Month We Have 2 Presenters on Self-directed IRAs

Next month we are privileged to have two presenters speaking on self directed IRAs. We urge you to bring anybody you know who might benefit from the knowledge these 2 presenters will share with us. Anybody you know who has a retirement account may benefit from this presentation. Please let them know about this opportunity and bring them along next month. More inside.

**Remember First Timers are Free.**

**FREE HOME DEPOT GIFT CARDS GET YOURS TODAY!**

**First 10 only**

NICIA is partnering with National REIA to give the first 10 people who sign up for their Home Depot discount a \$15.00 gift card. So if you have not



signed up now is your chance. You have to sign up with at least one tender (credit card, debit card, checking account, etc.) to make it official. As a bonus you can also register your gift card.

Registration must be done at the meeting or with a board member to insure accuracy. As a member, you will have access to The Home Depot's Pro Xtra Loyalty program. As part of the loyalty program, you will receive a 2% rebate on your Home Depot purchases, on top of their already low prices. You will also be able to take advantage of the Home Depot Appliance program that allows you to easily order the appliances you need from the exclusive catalog designed for National REIA members. Plus, The Home Depot now offers our members 20% off interior and exte-

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## 3 Simple Steps to SD IRA Success

Jeffery S. Watson is an attorney who has had an active trial and hearing practice for more than 25 years. As a contingent fee trial lawyer, he has a unique perspective on both real estate investing, wealth building and asset protection. He has tried over 20 civil jury trials and has handled thousands of contested hearings. Jeff has changed the law in Ohio 4 times via litigation:

*Smith v. Rudler – 70 Ohio St.3d 397*

*In re Hugley – 629 N.E.2d 1136*

*Bahr v. Progressive Insurance – 2009-Ohio-6641*

*Snyder v. Snyder – 865 N.E.2d 944*

Jeff has also been a real estate investor since 1994, investing in both residential and commercial properties. He currently represents established real estate investors in commercial and residential matters when the transactions involve self-directed retirement accounts. As a frequent and popular guest speaker and teacher on stages and webinars, he has become recognized as a thought leader and innovator in the field of real estate investing, wealth building and self-directed retirement account transactions.

He is a nationally-recognized authority regarding regulatory concerns with wholesaling. He was the co-creator of the Option Contract method that revolutionized the short-sale process. Tens of thousands of investors have used documents created by Jeff.

Jeff is general counsel to the National Real Estate Investors Association. Jeff is general counsel to and a cofounder of Realeflow, LLC, which made the Inc 500 list in 2011. He currently advises four different national organizations with a combined membership of over 100,000 investors.

From 2010 to present, Jeff has led lobbying efforts in Washington, DC on behalf of real estate investors which has brought about several changes in both government regulation and policy on distressed property purchases and resales. In 2014 and 2015, his efforts on Capitol Hill helped bring about change in the U.S. tax code and helped rein-

state the Mortgage Debt Forgiveness Act. He also met with FHFA regarding disposition of defaulted notes and mortgages in a bulk format. In 2016 Jeff met with the Consumer Financial Protection Bureau regarding land installment contracts, and he is currently working to secure passage of HR5301, the Seller Finance Enhancement Act.

Jeff's efforts to secure reform in the real estate arena aren't just on Capitol Hill. In his home state of Ohio, he has met with the Ohio Division of Real Estate regarding the legality of wholesaling, and he is currently working to secure passage of Ohio SB 134 seeking to amend the Ohio Civil Rights Act as it relates to landlord/tenant relationships.

He is a part owner of Venture Land Title II, LLC, and his law firm prepares deeds and other documents for two title companies. He is also legal counsel to a number of other organizations including Eagleville Bible Church, Inc.

Jeff is the author or co-author of 6 digital books:

- ◆ “Understanding Self-directed Individual Retirement Accounts”
- ◆ “A Guide To Private Lending”
- ◆ “Short Sales Done Right– How to Profitably and Legally Navigate the Short Sale Jungle”
- ◆ “Death of the Land Trust ... in Short Sales”
- ◆ “How to Hire Your Dream Team”
- ◆ “Understanding the Foreclosure Process”

In addition to his digital books, Jeff authors an email newsletter twice a week and maintains a blog on investing, business and entrepreneurship which are read by thousands of successful investors.

Jeff, his wife Lorri, and their children reside in a small town on the shores of beautiful Lake Erie in northeast Ohio.

**To read what Jeff has to say about investing, entrepreneurship and life, you can go to [www.watsoninvested.com](http://www.watsoninvested.com).**

**Real Estate and Self-directed IRAs With a  
Special Focus on How to Create TAX FREE Income for  
a Lifetime for YOU and YOUR HEIRS!**

Joedy Patrick is the Executive Vice President for Quest IRA Inc., located in the Michigan office. As a licensed broker, real estate investor and past member of the Michigan Realtors Public Policy Committee and Land Use Subcommittee, Joedy brings a broad range of experience to the Quest IRA team. Joedy has been acquiring real estate with his IRAs for 15 years. These acquisitions include vacant land, Single family homes, and multi-unit rentals. The IRA purchases include tax auctions, short sales, debt-financed as well as REO properties.

As a seasoned IRA investor Joedy understands the self-directed IRA business from both the administrative side and the investor side of the table. Joedy's favorite IRA topics include "How to create tax free income for a life time for you and your heirs." & "Buying real estate with an IRA is easier than you think."

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### **The Deal of the Month**

One of the new features of our monthly meeting is "The Deal of the Month". This is a terrific opportunity for members to present transactions they are working on and to look for partners, buyers, investors, contractors, etc.

Ideas and proposals for "The Deal of the Month" should be sent to Mark at [Nicia@blackhallpartners.com](mailto:Nicia@blackhallpartners.com). Best form for the presentation is as a Power-Point but if you cannot do that send it any old way and we will help you get it into a good presentation form. An interesting transaction is more important than the form of the presentation.

The kinds of deals we are looking for are REAL transactions. Not something theoretical, hypothetical, imaginary or magical.

The best deals have interesting quirks-- seller financing, changing of uses, whatever. Remember this is supposed to be an educational opportunity as well as an opportunity to get your deal done.

**Please include one of your deals in a future  
“Deal Of The Month”  
Consult with [Mark@BlackhallPartners.com](mailto:Mark@BlackhallPartners.com)**

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# Newbie Mentoring Group Profile



Lisa and Dante Golston

The Newbie Mentoring Group finished up week six of its ten week long group this past Tuesday. This group focuses on the mindset necessary to become a successful real estate investor and covers various investment strategies or methods and the steps for success in each. This month we wanted to do a spotlight on two members from the group to talk about their experience thus far.

Dante Golston a Pharmacy Manager for Walgreens and wife Lisa Golston, live in Portage, IN. They became members of NICIA just this past July, their focus is single family homes and multi-unit rentals.

## **Why did you decide to join the group?**

**Dante:** “I was looking for a way to get started in real estate investing. Before joining NICIA, I had attended seminars, read investing books and other online material but I didn’t know how to use the information I was learning to make deals. When I heard about this group it seemed to be exactly what I was looking for, a mentor to hold my hand through my first investment deal.”

**Lisa:** “Honestly, this was something Dante really wanted to pursue. Real estate investing wasn’t on my radar because I was more focused on looking for work as a social worker. After we joined NICIA we decided we would give ourselves a year to get started in investing or we would move on from the idea. We just happened to come into the group right as the “Newbie Group” was being offered so we decided, why not?”

## **What’s the most important thing you’ve learned from the class thus far?**

**Dante:** “The best way to find deals is to find properties other investors don’t know about such as through word of mouth from family, friends, or church. Another great way is to find properties in terrible condition, buy it for cheap, and add value.” I also love the investing techniques I’ve picked up to buy properties with little to no money down.

**Lisa:** “To just do it. Believe me I know, if it was that easy everyone would do it but if you understand my story you’ll understand why I say this. I had only read one real estate investing book before starting this group and I didn’t even finish it to be honest but yesterday I was on the verge of intercepting a tax sale purchase. Me, the one who started with the least amount of real estate investing experiences out of everyone in the group. I was prepared to negotiate a deal with the owner of the property, get them to transfer me the deed, and then I was going to

# Newbie Mentoring Group Profile

pay their past due taxes, and take ownership of the property before the redemption period ended. Unfortunately, the deal didn't end up happening but most importantly I was prepared to do it! This group has taught me that the resources and knowledge will come but you have to take action if you want results."

## **Are you currently working on any deals in the group?**

"Yes! We are assigned homework every week so we are always working on something but we have one deal in particular and the contracts will be completed in the next couple weeks. We are going to get a fast course in the ABC's of rehabbing, which is absolutely terrifying but we are up for the challenge. We started our own business Golston Properties, LLC this past September. If everything goes according to plan with the contract we will own some rental properties and single family homes in Michigan City, IN. If that's not enough we will also be purchasing our first home early next year so we are really excited. This class has provided us with the opportunity to accomplish so many of our real estate investing goals!"

## **Do you think this group should be offered again, would you recommend it?**

**Dante:** "Absolutely. I feel like I am getting so much more than I paid for from this group. I will leave this group with much more knowledge than I started with and my first deal as a real estate investor completed." By the end of the class I know I will have enough knowledge, skills, and resources to venture out on my own and make deals.

**Lisa:** "Absolutely. I would definitely still be trying to finish that book and scared that I would fail if I tried investing. This group pushes me to still show up and put in the work even though I still have fears and there is still so much that I don't know. Through this group I'm going to own my first investment property and first home, I don't think you can ask for more than that!"

## **Are there any other services you would like NICIA to provide its members?**

**Dante:** "I would like to see more groups focused on specific areas of real estate, for example a group on note buying or foreclosures."

**Lisa:** "He might not agree but I believe one of the best things about the "Newbie Group" is Mark Reynolds (if you are reading this I'm sorry, but it's true)! I couldn't have asked for a better mentor than Mark and I know that he is knowledgeable on note buying so if he is ever teaching a group on that, you can sign me up."

**A new Newbie Mentoring Group plans to start early next year.**

**Make plans now!**



## **Christmas is Coming!**

### **NICIA Adopting 2 Families?**

### **Will you Share?**

Last year NICIA adopted one Salvation Army “Angel Tree Family”. Amy Feikes worked diligently last year to maximize the impact we had on that family. She worked hard to get that family the things they needed and wanted. It was a success. We made one family very happy last year.

We hope to do that again, only double!

With the funds that we received, we were able to help a family of five enjoy the holidays. This year we would like to adopt 2 families.

## **Speaking of Christmas**

**December 7th has been set to get together for another great Christmas Party at the Innsbrook Country Club. The price is \$35.00 per person with a cash bar. Keep an eye on your emails for more information.**

# **NICIA**

Meetings Held At

**Indiana Wesleyan University**  
8415 Georgia St, Merrillville, IN 46410  
[Members@NICIA.org](mailto:Members@NICIA.org)

Professional Housing Provider (PHP) Credits are how our National REIA keeps track of the effort you put in to increase your knowledge of the Real Estate Industry. Display your earned certificate proudly!