



In October

Steve Eslinger

Speaks On The

Dodd-Frank Act

Meet Steve Eslinger ... he has been a real estate and business attorney in Indiana since 1980. After graduating magna cum laude from the Indiana University Law School, Indianapolis, he began his law practice in South Bend as a litigator. Gradually, his practice moved into real estate, business, and estate issues.

With the implementation of the Dodd Frank Act, regulations tied the hands of real estate investors. Prior practices of investors were prohibited with the implementation of this act. Did you know that you might be faced with reimbursing your tenants up to 3 years of payments under certain circumstances? Is this still true? Everyone needs to understand how the Dodd Frank Act has the potential to impact your business. Our guest speaker for this meeting made it his mission to know and understand this bill.

Steve has been very involved in many organizations in the Michiana community. He presently serves on the Board of Directors for the Real Estate Investors Association of North Central Indiana (REIA-NCI), and the Governmental Relations Council of the Home Builders Association of St. Joseph County. Steve has also served on the St. Joseph County Area Plan Commission.

In the last twenty years, he has also been an active real estate investor. He started with multifamily units but quickly realized that he preferred single family homes. He buys distressed properties, renovates, and rents or sells. He has been involved in dozens of landlord/tenant disputes. He has learned from these practical experiences what does or does not work for landlords. He has also written two books one concerning Indiana property taxes and the other concerning investing in Indiana tax certificates. He has been a popular speaker with the Northern Indiana investment clubs bringing the insight of both a day to day investor and an attorney who deals with clients' real estate problems.

Speaking Tonight

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In This Issue

- Steve Eslinger speaks
- Don Conrad event
- Newbies Still Time
- Coming Events



Is An Economic Reset in Our Future?

Understanding and therefore maneuvering through the Coming Economic Reset:

Learn the History

Understand the Present

Plan Your Future

Don Conrad, a Founding Member of NICIA, spends a great deal of time studying the science of money. He has graciously consented to share with us his knowledge. He is going to take a few hours one Saturday this fall and speak to us on a variety of MONEY ISSUES. In this presentation we will learn:

US Money History— How it changes every 40 years!

Federal Reserve—The fuse that lit the Bomb!

The Petro \$-Nixon's best Trick

Inflation/Deflation/Stagflation-Where are We?

Gold/Silver/Bitcoin-How do they fit into Your Future?

AND Much More!

We are hoping to share this with many people. We want you to invite all your friends and relatives and associates who are interested in the future of America's economy. This presentation transcends Real Estate and will be of interest to a large segment of Society.

Don Conrad is a native of Northwest Indiana, who lives in Valparaiso with his wife and two children. He has been a NICIA member for 12+ years. Was a board member for 5 years. Don has been a RE investor for 20 years and a Martial Artist for 25 years.

Don has told me that his hobby is studying the history of money. And since he is willing to share this knowledge with us, I ask you to make plans to join us.



The Newbie Mentoring Group

The Zen of Real Estate Investing

As we announced in July, NICIA is beginning a number of Sub-groups targeted at specific skills or transaction types or investor groups. The first of these has the rather unflattering name of the Newbie Mentoring group.

This group is targeted at those who have taken some real estate courses but have yet to close their first transaction. This group is not so much about specific skills but about the mindset necessary to become a successful real estate investor. We will also cover various investment "strategies" or "methods" and the prerequisites for success in each one.

This group meets weekly on Tuesday evenings starting September 6th at Theo's Restaurant at 9144 Indianapolis Ave in Highland starting at 6:00. Expect things to wrap up at around 9:00.

Registration is \$1,000 per person or \$1,500 per couple. It includes dinner each meeting night.

This is NOT a typical real estate class. The class is not about teaching you some method or technique. It is about holding your hand through at least one transaction and getting your feet wet. If you have not bought an investment within 5 weeks after the end of the 10 weeks (but you have attended, done the homework, participated, etc.) then NICIA will refund your registration fee.

Registration fee also includes two books. The first is Robert Allen, Nothing Down. The second book is Elyhu Goldrath, The Goal. Again, copies of the books are included in the registration price.

The first meeting was this past Tuesday. It has been pronounced a great success. There is still time to join in this astonishing sub-group. It is astonishing because the goal here is to get you, the student, to buy a property. So sign-up tonight and smile. Because in 9 weeks or less you will own a property.

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. 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



What's ahead for YOU @ NICIA

				PHP Credits
September Meeting	Securities Fraud	Scott Starr	Attorney	1.5
September Saturday	The only 6 Math Formulas you will ever need in Real Estate	Mark Reynolds	NICIA President	3.0
October Meeting	Dodd-Frank	Steve Eslinger	REIA-NCI Member	1.5
November Meeting	Quest IRA	Joedy Patrick		1.5
December Meeting	Christmas Party			1.5
January Meeting	What's new in taxes?	Local Accountant		1.5

The board would like to see local news featured in our newsletter. I would appreciate any help you can give by sending links and articles and opinions to:

RENewsToday@gmail.com

NICIA

Meetings Held At

Indiana Wesleyan University
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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!