



IOWA LANDLORD ASSOCIATION NEWSLETTER
www.iowalandlord.org

August 2007

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Membership Committee Chair
 To be announced

Some committee positions are still available. Contact Connie at (515) 255-0675.



From the Desk of Your Directors

Thanks to all of you who attended the Breakfast Meeting in July and helped to make it a success. Our speaker was Des Moines Mayor Frank Cownie. Mayor Cownie gave us an update on Project Destiny, discussed how members of the Iowa Landlord Association could partner with the City of Des Moines for positive public relations and discussed the City of Des Moines's usage of its allocation of property taxes.

Our next breakfast meeting will be held 7:30 a.m. Aug. 21 at the Cub Club, Sec Taylor Stadium. Our guest speaker will be Ben Bishop, Administrator, Neighborhood Inspection Division. The cost of the meeting and breakfast is \$15. Contact Connie at 255-0675 and reserve

your seat. This will be the last of the summer breakfast meetings for this year. We expect to have another full house for August's meeting, so call now!

If you still have not received any of our e-bulletins, you might try checking your spam folders. Once you approve the person sending it, it will pass on to you. If you have any future problems, let us know and we would be happy to work with you.

We are now in the process of planning our Fall Educational Seminar and Trade Show. The date has been set for Nov. 8, 2007, at the Holiday Inn Downtown. It will be an all-day seminar with lunch included. Your vendors will also be there with their booths set up ready to answer your questions, and several guest speakers will give presentations. This seminar will again be certified continuing education credits for realtors. We will keep you updated as to all the details in the upcoming newsletters. Mark your calendars now for this Nov. 8 date. You don't want to miss this informative seminar!

(continued on page three)

Welcome New Member

First Properties—David VanZee, Ankeny, Iowa

Welcome New Vendor Member

Judgment Enforcement and Recovery Group—Michael Chepa, Arnolds Park, Iowa

New E-mail and website address

Our vendor member, Custom Window Creations, has a new e-mail and website address.

jpapian@customwindowcreations.net
www.customwindowcreations.net

Contact Jamie for all your residential or commercial siding, window or door needs.

NEW VENDOR



Armstrong Cabinets is a nationwide leader in the manufacture and distribution of fine kitchen and bath cabinets and was recently ranked "Highest in Customer Satisfaction with Cabinets" by J.D. Power and Associates.

Armstrong Cabinets' Des Moines location has been serving the state of Iowa for over 30 years, stocking select Hampton oak wheat cabinets. Our Urbandale showroom offers a wide selection of cabinetry, storage accessories, and decorative hardware. Our innovative designers and exceptional customer service set us apart as the best choice in cabinets.

Clark Anliker
Armstrong Cabinets
10141 Hickman Rd.
Urbandale, IA 50322
E-mail contact:

CLAnliker@Armstrong.com

Office phone:
(800) 482-2003

Office fax: (515)
727-6491

www.armstrong.com

ILA Legislative Report

Joe Kelly
ILA Lobbyist



Policy and politics go together. You'll sometimes hear people say, or perhaps you've said it yourself, that lawmakers should just forget the politics and enact the appropriate policy.

But what is the appropriate policy or law to enact? Iowa House members answer to about 30,000 Iowans, and Iowa Senators have twice that many bosses. In other words, there are differing opinions on what the proper policy or law should be relative to hundreds of issues facing a state legislature.

Politics is the science or art of dealing with a large number of citizens who are often banded together into various interest groups. Before a legislator determines how to vote on a particular issue, the legislator has to determine

If you're in the minority of the opinion, you have to learn to live with the decision of the majority. Or, if you feel strongly enough, you'll work for candidates who think as you do.

Landlords have been organized and petitioning the Iowa legislature for the past 16 years. It's been my honor and pleasure to have been your lobbyist for those 16 years. We've been successful on a large number of issues. We've also fallen short a few times in our objectives. One area where we've been lax is in the political arena. I'm not sure how many landlords have worked on legislative campaigns or have given money to candidates. We haven't kept track of that.

Why is this kind of political activity important? The answer is that running for office is expensive. We don't have public financing of campaigns. I doubt that many of you would like to see your tax money spent on campaigns for anyone who decided to run for office. Part of the beauty of our system is that, in order to run for office, you have to convince a fairly significant

number of people to invest in your venture. In other words, the legislator has to manage the politics before addressing the issue. As with most other statements, the previous statement has exceptions. Sometimes the issue is so personal and is such a matter of principle that the legislator will vote against the wishes of the majority of constituents. Of course, this can't happen too often or the legislator will face defeat at the next election. Sometimes a legislator will face the prospects of a defeat at the polls before taking a vote that conflicts with their principles.

We all get insular in our thinking. We can't fathom how anyone can think differently from the way we do. However, if you're an Iowa legislator, you'll be bombarded with many different perspectives on numerous issues. You have to learn how to weigh each opinion that is presented to you. In our form of government, at some point, a decision has to be reached.

number of people to invest in your venture.

In order to promote our profession, landlords have created a Political Action Committee, or PAC. A PAC is nothing more than like minded people pooling their financial resources. It has the benefit of drawing attention to a particular profession. Doctors, attorneys, teachers, farmers, unions, insurance agents, bankers, just to name a few groups—all have PACs.

If you're proud of your profession and want to make it even more effective politically, you'll consider sending in a financial contribution to the Iowa Landlords Political Action Committee, Box 13246, Des Moines, Iowa 50310. We'll see that the money is contributed to candidates who understand our issues.

Renting to Undocumented or Illegal Aliens

Don Grove of the Iowa Civil Rights Commission was our featured speaker at the June Breakfast Meeting. We would like to thank Don for his informative talk and researching the following question for us.

One of the questions we would like some clarification on is the concern for renting or not renting to undocumented or illegal aliens. Normally, landlords will ask for proof of employment and wages including proof of who they are. What can or cannot we do when confronted with this situation?

Don says: "Iowa's anti-discrimination law, the 'Iowa Civil Rights Act of 1965' prohibits discrimination in several areas, including housing. Discrimination is generally defined as different treatment based on the protected personal characteristic, such as race or national origin. Under Iowa's anti-discrimination law, citizenship or lack of citizenship or lack of "legal entry" status is not a protected personal characteristic. Iowa's anti-discrimination law does not prevent a housing provider from making an inquiry into an applicant's citizenship or "legal entry" status, so long as (1) the provider makes such an inquiry into the status of all applicants, and not just those who appear to be from a different country; and (2) the provider's purpose in making such an inquiry is legitimate, and not for the purpose of discriminating against applicants based on national origin."

Again, thank you, Don, for your presentation!

From the Desk of Your Directors (Continued ...)

Do you have a favorite vendor that you think would be a valuable asset to other ILA members? Simply e-mail us (ilaservices@iowalandlord.org) or call Connie (255-0675) and let us know who they are. It can be a plumber, lawn care/snow removal service, concrete contractor, exterminator, etc. Networking is an important and valuable landlord tool. Support the ILA vendors who support you.

ILA Picnic

You still have time to call Connie (255-0675) with the number of family members who will be attending the Iowa Landlord Association 2nd Annual Sizzle 'n Summertime Picnic on Aug. 5. ILA will provide the hamburgers, cheese, buns, plates, tableware and condiments. Our vendor member, Custom Window Creations, is bringing the soft drinks. All you need to bring is a covered dish (with serving spoon). Raccoon River Park, 1223 S. 24th Court, West Des Moines, Shelter "A" from 11 a.m. till 3 p.m. (Lunch around noon). We will have prizes to give away so call now and get in on what will be an afternoon of good food, games, family fun and sun!



New Vendor

JUDGMENT ENFORCEMENT AND RECOVERY GROUP

DEBTOR LOCATE
TRAINING AND JUDGMENT
RECOVERY SERVICES
**TRAINING THAT PAYS
FOR ITSELF MANY TIMES
OVER IS AVAILABLE NOW!**

Judgment Enforcement and Recovery Group now provides training for your collection staff that will put you ahead of the game and your debtors!

In-house skip tracing classes include:

1. Valuable resources to establish your own skip tracing tools
2. Step-by-step training for these tools
3. Methods for locating your debtors and their assets
4. Tips and tools of the trade—**INVALUABLE.**

We also offer full judgment recovery for your more stubborn cases.

Call Mike (877) 223-5413 for more information.

www.EnforceMyJudgment.com/mike/grizzly101@frontiernet.net



10863 Grinstead Lane • Oostand Park, KS 66211
Telephone: (913) 754-4300 • www.illustratus.com

August 2007

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- 2 Vendor Meeting—4 p.m.
ABC Supply Conference Room
- 5 2nd Annual ILA Family Picnic
11 a.m.–3 p.m.; Raccoon River Park,
West Des Moines
- 21 Breakfast Meeting—7:30 a.m.
Cub Club, Sec Taylor Stadium

September 2007

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- 3 Labor Day—ILA Offices Closed
- 13 Vendor Meeting—4 p.m.
ABC Supply Conference Room



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