



IOWA LANDLORD ASSOCIATION NEWSLETTER
www.iowalandlord.org

July 2008

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From the Desk of Your Directors

Hopefully by now all the spring monsoons have turned into a calm, sunny summer.

Our general membership meetings are still in full swing so don't forget to attend. Every third Thursday of the month at Okoboji Grill in Johnston. The social hour starts at 5 p.m. followed by a short meeting. There is no cost for this meeting. Be sure to call Connie at (515) 255-0675 or email her at ilaservices@iowalandlord.org for your reservation, so that we can provide enough food.

We would like to thank Steve Burgett with Transworld Systems, and Jack Adam with Flooring Gallery for their sponsorship and door prize contributions at the May

meeting.

Unfortunately the June breakfast meeting had to be cancelled due to the flooding at Principal Park. Our June speaker, Ken Tharp with Iowa Equity Exchange has graciously agreed to speak at the August 19 meeting. More details on this will appear in the August Newsletter.

The 1st ILA miniature golf outing is scheduled for July 23. See all the details on page two of this Newsletter.

Mark your calendars now for the Annual ILA Family Picnic. It will again be held at Raccoon River Park in West Des Moines on Sunday, August 24. Watch your August Newsletter for all the details of this fun filled family event.

Have a Happy and Safe Fourth of July!



WELCOME NEW MEMBER

R-D Rentals - Darrell Reglin - Maxwell, Iowa

WELCOME NEW VENDOR PARTNER

Strauss Safe & Lock Company - Urbandale (see their introduction on page 2)



Overcoming the Objection: "Let Me Think About It."

How many times have you heard that one? Just remember, silence is the key. After they say this, count to ten in your head. If they still don't say anything, ask one of these questions:

- 1) What do you need to think about?
- 2) Why do you feel that way?
- 3) What would make you feel more comfortable?
- 4) I'm not sure I understand. Is there something I didn't explain correctly?
- 5) Is there something I missed?
- 6) Could you be a little more specific?

This will lead the prospective tenant to elaborate on why he/she is hesitating to rent your unit. Then you can uncover and overcome the real objection.

ILA Legislative Report

Joe Kelly
ILA Lobbyist



Part Two of 2008 Legislative Report Judicial Branch on Scheduling Evictions

Many of you will recall that in 2006 and 2007 we had to combat efforts from the clerks of court to lengthen the scheduling time for eviction hearings. As you know, the current law requires the courts to schedule within seven days. For the past two years, the Iowa Judicial Branch, acting on behalf of the clerks of court, has sought to expand this time period to 14 days. We were successful both years in getting the language struck from the court bills in the

ILA MINIATURE GOLF OUTING

We welcome everyone to join us on our 1st ILA miniature golf outing.

This event will be held at the Longview Golf Centre, (the big white dome just north of I-80 in Johnston.) Longview is located at 10300 NW 54th Ave. Take the 86th Street exit in Johnston, go north to the second set of stop lights (Dahls and American Store), take a left onto NW 54th and go one mile. We will tee off at 6 p.m. The cost for miniature golf is \$6 per person. They do have a snack bar available for those who would like to utilize it. Bring your spouse and kids out for a fun evening.

Call Connie at (515) 255-0675 or e-mail her at ilaservices@iowalandlord.org with your reservations.

House Judiciary Committee. This year, early in the session, there was talk that the Judicial Branch would be attempting to go to ten days from seven. The Iowa Judicial Branch listened to our idea to study the issue as a part of the special Judicial Branch Task Force on the role of Magistrates. Consequently, no effort was made to change the law this year.

Judicial Branch Magistrates Study

As referenced in the previous article, the Iowa Judicial Branch is in the midst of a year long study on how to improve the workings of the magistrate system in Iowa, which was last revised 34 years ago. Thirty-one Iowans were appointed to this task force, including magistrates, judges, attorneys, legislators, and one person representing rental property owners: Lisa Raabe, whose family business, Venture Management, has rental properties in Des Moines and Marshalltown. Lisa, who has a law degree, will do a great job of representing the views of residential rental property owners.

(continued on page three)

NEW VENDOR

STRAUSS
SAFE & LOCK COMPANY
Est. 1927

Strauss Safe and Lock Company has been serving central Iowa for more than 80 years. We offer the latest in high security products including keyless locks, safes, door hardware, bath and cabinet hardware, and security surveillance systems as well as custom keying. We service everything we sell and more, and we stand behind our work and guarantee your satisfaction. Let our highly trained security consultants help you with all your security needs, 24 hours a day, seven days a week.

For a free survey or service, please contact Karen Goldsworth at (515) 276-7030 or www.strausslock.com.





Venture Management has been in business for 36 years and is a member of both the Iowa Landlord Association and Landlords of Iowa.

New Smoking Law: HF 2212

At the time this report is being written, we're not sure about the impact of HF 2212 on rental property owners. HF 2212, which takes effect on July 1 of this year, is the anti-smoking law, dealing with public properties and also dealing with places of employment.

Rental properties are not public places; however, in many rental properties, there are common areas where the public may come to visit your residents. Additionally, rental properties have employees, and much of HF 2212 has to do with protecting employees from second-hand smoke. The Iowa Department of Public Health is the agency designated to enforce the law. The IDPH is still reviewing the law, and securing legal advice, while at the same time writing emergency administrative rules so that the public and employers will have more clarity as to what the law really means. The emergency rules will hopefully be written by mid-June so that people will know what to do prior to the law becoming effective on July 1.

Revision to Electrical Licensing Law

We worked with legislative leaders to come up with a stronger definition of "routine maintenance" in a revision to the state electrical licensing law passed last year. HF 2547 has passed the legislature and was signed by Governor Culver on April 16. A precise definition of routine maintenance is important. Rental property owners, or their employees, would like to be able to do certain electrical tasks without either securing a license themselves, or hiring the work done by a licensed electrician. Here is the definition of routine maintenance which will now be the law: "Routine maintenance" means the repair or replacement of existing electrical

apparatus or equipment, including but not limited to wires, cables, switches, receptacles, outlets, fuses, circuit breakers, and fixtures, of the same size and type for which no changes in wiring are made, but does not include any new electrical installation or the expansion or extension of any circuit.

Revision to Plumbing Law

We have the same issue with regard to routine maintenance in the plumbing law that was passed last year. There was a clean up bill in 2008 on plumbing matters. It was HF 2390. Unfortunately, there was no definition of routine maintenance placed in HF 2390. Rep. Brian Quirk (D-New Hampton), who floor managed the bill in the House, has promised us that he will assist in seeing that the state Plumbing Board adopts a definition of routine maintenance in their administrative rules. The Plumbing Board will be a part of the Iowa Department of Health. The lobbyist for the IDPH has verified that the Board is aware of this issue. We will stay on top of this matter and seek your opinion as to what should constitute routine maintenance in the plumbing and HVAC categories.

Sewage Disposal Systems

SF 261 requires private sewage disposal systems to be checked upon sale of the property, whether it's residential or commercial. SF 261 passed the Senate on a vote of 35-14 in 2007. This year SF 261 was approved by the House and signed by the Governor on April 3. SF 261 does not take effect until July 1 of 2009.



July Breakfast

Summer Pest Management in Iowa

What's bugging you! Summer is a time for those numerous little pests that neither the landlord nor the tenant want. Tom Harvey, Owner of Cyclone Pest Management will educate us on how to handle your pest problems and answer any questions you may have.




We are limited as to the number of people at these breakfast meetings so call Connie at (515) 255-0675 or e-mail her at ilaservices@iowalandlord.org with your reservation now.

The cost of the breakfast is \$20 per person. We start with the breakfast buffet at 7:30 a.m. at the Cub Club at Principal Park. The meeting lasts approximately one hour.

Join in on the good food, and get answers to your pesky questions.



July 2008

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
 6	7	1 8	2 9	3 10	4 Independence Day - ILA Offices Closed	5 12
13	14	15 Summer Breakfast Meeting - 7:30 a.m. - Cub Club - Principal Park	16	17 Vendor Meeting 4 p.m. Okoboji Grill Johnston General Membership Meeting - 5 p.m. - Okoboji Grill	18	19
20  DAY	21	22	23 Longview Golf Centre - Miniature Golf starts at 6 p.m.	24	25	26
27	28	29	30	31  NATIONAL HOTDOG MONTH		



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