



IOWA LANDLORD ASSOCIATION NEWSLETTER
www.iowalandlord.org

November 2008

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From the Desk of Your Directors

We would like to thank all of you who attended our General Membership and Vendor meetings during the past year.

Due to the Fall Educational Seminar and Trade Show on Nov. 18 and the busy holiday season, we will not be hosting these meetings during November and December. We will continue to keep you updated on events and important information via our e-bulletins. If you are not currently receiving these e-bulletins, contact Connie at (515) 255-0675 or e-mail her at ilaservices@iowalandlord.org and we would be happy to add you to our list. We will resume the General Membership and Vendor meetings in January 2009.

ILA Fall Educational Seminar and Trade Show

The Iowa Landlord Association's most popular event is back and scheduled for Nov. 18 at the Downtown Holiday Inn. We have an exciting lineup scheduled for this all day event. See page three of this newsletter for a list of speakers, topics and registration information. This is one event you won't want to miss!



Don't Forget Election Day

Mark your calendars for Nov. 4. On Election Day, we will elect a president and his vice president, 33 senators, 11 governors and 435 representatives. Your vote does count. You can make a difference! Take time to vote.

Welcome New Members

Lloyd Havel - Bondurant, Iowa

Doyle Oden - Carlisle, Iowa

Vitus Gerken - Des Moines, Iowa

Greenwood Apts. - Des Moines, Iowa

Welcome, New Vendor Partner

Mediacom Communications (See details about their services in next month's newsletter.)



New Vendor



Two Rivers Group is a full-service electrical technology company. We do anything from electrical repair to complete design build projects. We also do electronic technology installation and repair, including phone and data systems, entry and access systems. We are just a phone call away.

Contact Art Jones at (515) 957-8203 or e-mail us at tworiversgroup@qwest.net.



ASK AN ATTORNEY Legal Q & A

by Mark V. Hanson
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Question: Is there any law that requires a landlord to do a walk through inspection with the tenant present for determining the condition of the premises for the refund of the security deposit?

Answer: Iowa Landlord Tenant Law does not have any requirements regarding a landlord accompanying the tenant for a move-in or move-out inspection. So this is a property management and business practice question.

It would certainly be prudent to accompany the tenant for both inspections. That way if there is some matter that needs attention, it

And remember you need to give the tenant notice of keeping the deposit within 30 days of termination and receipt of the tenant's mailing address or delivery instructions (562A.12(4)). You may retain deposit for (a) default in payment of rent or other funds owed to the landlord, (b) to restore the unit ordinary wear and tear excepted, (c) expenses incurred in acquiring possession from a tenant who does not act in good faith to surrender and vacate.

"The determination of the need for legal services and the choice of a lawyer are extremely important decisions and should not be based solely upon advertisements or self-proclaimed expertise. This disclosure is required by the rule of the Supreme Court of Iowa."

can be identified and remedied promptly. It protects both the landlord and the tenant for both to be aware not only of the condition of the property, but also that the other party is also aware of the condition at a particular point in time. And deficiencies should be written down and both parties initial or sign.

Sometimes that is not possible. Have any of you had a tenant move out in the middle of the night? If the tenant is not available to do a move-out inspection with the landlord, the landlord should document any deficiencies. Ways to do this include taking pictures and having another person with you when you first enter the rental property. If you plan to keep some of the deposit or sue the tenant for damages, you will want as much evidence as possible to prove your basis for keeping the deposit or for suing for damages.



Clocking in and Turning Back

Most of the U.S.A. will "fall back" for Daylight Saving Time on the first Sunday in November. On that morning, clocks from coast to coast will be set back one hour. Don't forget to put your own timepieces in reverse, too.



FALL EDUCATIONAL SEMINAR AND TRADE SHOW

Our Fall Educational Seminar and Trade Show will be Nov. 18 at the Downtown Holiday Inn. Registration will begin at 8 a.m. and the all-day event will conclude at 3:30 p.m.

Our speakers and topics include: Tim Norris with National Real Estate Insurance Group. Tim is a nationally known speaker on real estate investments. Joelle Stolte will be talking about the Lead Base Paint problems that plague landlords. Don Grove will lead a discussion on civil rights. Ben Bishop with the City of Des Moines Inspection Division will talk about city housing codes and Mark Hanson, Attorney with Whitfield & Eddy, will hold a legal clinic. Our lobbyist, Joe Kelly, will also be present to give us an update on legislative issues on the burner for the 2009 session.

The cost of the all-day seminar is \$50 for members and \$60 for non-members. Non-members who join the association during the seminar will attend for free. These prices include lunch and break refreshments.

Your ILA vendor partners will be set up again for their trade show. You will be able to see their products, find out about their services and connect with any that fit your business needs.

Officer Larry Rogers with the Des Moines Police Department will be hosting his Crime Free Multi-Housing booth again this fall.

The seminar will be certified for continuing educational hours for realtors. An additional \$10 charge is required for this certification.

Seating is limited so SIGN UP NOW! If you have not already mailed in your reservation form, you may register on line at www.iowalandlord.org. If you have any questions, please call Connie at (515) 255-0675 or e-mail us at ilaservices@iowalandlord.org.

Landlord Success Checklist

Be serious about your rental business and view your rental with professionalism.

Establish a line of communication with your tenant.

Be fair, reasonable, legal, and don't overreact.

Learn the landlord/tenant laws that are constantly being changed and reinterpreted.

Stay informed. Become as knowledgeable as you can about the landlording business. Attend seminars and meetings to exchange ideas with fellow landlords.

Become a part of the computer generation and log on to the ILA website. It will provide you with information and forms pertinent to your business.

Follow routines. Rent collecting, record keeping, and bill paying are functions for which routines should be established and followed. The chores we want to do least, are usually the ones we need to be most strict about.

Set your policies and stick to them. If you slack off, your tenants will too.

Make a list about what you expect from your rentals: Good tenants? Rent to be paid on time? Tenants who respect your property? You will get just what you expect to get.

Don't procrastinate. Collect the rent on time. Pay the bills on time. Respond to tenant's requests on time. Let the tenant know what you're doing about the request and when. Treat tenants as paying customers and respond accordingly.

If you expect to operate your own rentals efficiently and effectively, you must be a doer. It's easy to be a critic, but being a doer requires effort and change.



Meet a Vendor

Vacancy4Rent.com is an online advertising medium that serves landlords and apartment managers to list their rental properties. Our focus is an affordable advertising option that allows a broader exposure of rentals.

Advertisers on Vacancy4Rent.com are supplied with the easily recognizable Vacancy4Rent.com yard signs with the advertiser's telephone number. You may also submit a photograph of your property to be placed on the ad at no additional charge.

To see how we can point the way to your property, visit us on the web at www.vacancy4rent.com or give us a call at 515-288-1383 or drop us an e-mail at Service@vacancy4rent.com



November 2008

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2 Daylight Saving Time Ends	3	4 ELECTION DAY 	5	6	7	8
9	10	11 Veterans Day	12	13	14	15
16	17	18 ILA EDUCATIONAL SEMINAR & TRADE SHOW 8 a.m.-3:30 p.m. Downtown Holiday Inn	19	20	21  WORLD HELLO DAY	22
23/30	24	25	26	27 Thanksgiving— ILA Offices Closed	28	29



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