
APRIL 23, 2015 NEWSLETTER

THIS WEEK:

The next regular meeting of the Tri-Valley Executives' Association will be on **April 30th** here at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Dave Parker** of Edward Jones and Chris Rugaard, Family Law Attorney.

The TWO TRUTHS will be given by **Cory Pinter** of LogoBoss.

Dr. Barry Winston of Amador Valley Optometric will give his CLASSIFICATION.

TWO TRUTHS:

BY CHUCK EGGERS OF BARONS JEWELERS

1. The price of a jewelry appraisal depends on the approximate value of the item.
2. Nicholas Cage and Charles Bronson are among his celebrity clients.
3. He has held in his hand the jewels of the Czar, the Queen and Liz Taylor.

You'd be mistaken if you thought 2 or 3 – Chuck is just that popular. Number 1 is false; an appraisal is \$100 per piece of jewelry.

To add yourself to his VIP list of clients, buy something or have something appraised by **Chuck Eggers** of Barons Jewelers 452-1700.

MEMBER NEWS:

- Congratulations, to **Joe Goulette** of JG Construction on his recent nuptials! They said their vows last week with at a small ceremony on Mt. Diablo.

Earl Woodson of Transbay Locksmiths was named "Volunteer of the Year" by the Masons of California. Great job, Earl!

QUOTE OF THE WEEK:

FROM MARK VAN SLAMBROOK

"If you count all your assets, you always show a profit."
– Robert Quillen

UPCOMING:

May 7 – **Chuck Eggers**, Barons Jewelers

May 14 – **GUEST SPEAKER**

May 21 – **Dave Cherry**, Big O Tires

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at \$60 with 8 white marbles (\$5), 2 blue marbles (\$10) and 1 red marble (the Pot).

CLASSIFICATION:

Manuel "Manny" Martin was born in Oakland and raised in northern California. After graduating from high school, Manny went to Oakland City College and then Armstrong Business College. He started out working for Sara Lee, but then got a job with House of Seagrams. Manny was in the liquor distribution business for 21 years. In 1985 he got tired of traveling and with emerging drinking-and-driving laws, his business started declining; so he began looking around for another career.

He decided to get into real estate and settled on property management. He got his real estate license and started Amador Valley Property Management Company in Dublin. He has two children, a son, Steve, who is a vice principal at Wells Middle School, and a daughter, Deanna, that went to Chico State and now works with him doing property management. He is the proud grandpa to three wonderful grandchildren. His hobbies are boating, biking and yoga.

Manny's goal is to make investing in real estate and being a landlord painless, easy and profitable. His philosophy is to treat people how you want to be treated. When

you're nice with tenants, you can usually get them to do what needs to be done.

He feels that careful tenant screening and selection is the most important thing in property management. Manny is very experienced in judging qualifications and matching tenants to properties. However, he cannot guarantee that a tenant will stay and suggests that property owners keep 2-3 months reserves to cover expenses during vacancies. The 2-3 month reserve will allow time to find the proper tenant and not just get someone in who will pay the rent. He recommends getting the largest deposit possible, which can be up to two times the rent rate.

The second most important thing in property management is inspections. An inspection of the rental property should be done every six months to insure that the tenant is abiding by the terms of their lease, is keeping the residence in good condition, and to check for repairs, such as leaky plumbing. A letter is sent to the tenant, advising them on what they should expect during the visit and asking them to remove items in areas that need to be inspected.

Maintenance is also very important to avoid major repairs. It also shows the tenants that you're working on and watching the property, which usually causes them to take better care of the property.

Judges today are very pro-tenant. When you have to, it's easier to help the resident leave than to go to court. Offering money can usually get them to leave quietly. Three things to do when screening a tenant: 1. Evaluate their credit score – go with the higher score, but if it's low, go with your gut; 2. Get two months of most recent pay stubs to verify employment; 3. Call the prior landlord to see if they took care of the place.

In addition to tenant screening and selection, Amador Valley Property Management's services include property evaluation, comprehensive legal forms, rent collection, handling security deposits, complete accounting services, property inspections, and repair and maintenance contracting supervision.

Manny Martin is a member of the National Association of Residential Property Managers among others. To take the headache out of managing your properties, or if you

know someone who is in need of property management services, call Manny at 551-8700.
