

OCTOBER 22, 2015 NEWSLETTER

THIS WEEK:

The next meeting of the Tri-Valley Executives' Association will be on **October 29th** here at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Thomas Tong** of Thomas Watch Repair and **Dave Silva** of Silmar Flooring.

The TWO TRUTHS will be given by **Manny Martin** of Amador Valley Property Management.

Wayne Yeaw of Alpha Omega Print & Imaging will give the CLASSIFICATION.

TWO TRUTHS:

BY RAY LASALA OF DUBLIN VW

1. Ray Lasala's father is Italian and his mother is Irish, German and French.
2. He has been scuba diving down to 100' in Maui.
3. He met his wife in a poker game.

He may have felt like he had hit the jackpot, but Ray met his wife at a wedding, not a poker game.

To refer or talk to him about any make new or used vehicle, call Ray Lasala (510) 754-5870 jayraylasala@yahoo.com.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is at **\$95** with 6 white marbles (\$5), 2 blue marbles (\$10) and 1 red marble (the Pot).

UPCOMING:

November 5 – **Andy Tate**, Building Pros

November 12 – **GUEST SPEAKER:** Jack Zwissig

November 19 – **James Sievers**, Pleasanton Family Chiropractic

November 26 – NO MEETING

December 3 – **Jim Pease** of Pease Tax and Accounting Service

December 10 – **Holiday Party** at Pasta's, NO A.M. MEETING (Sign-up will be going around)

December 17 – Annual "Dirty Santa" **Gift Exchange**

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, and 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, giving them a choice of dates/times, 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.

INSPIRATION FOR THE WEEK:

BY MARK VAN SLAMBROOK

"The meaning of life is to find your gift. The purpose of life is to give it away." – Pablo Picasso

NEW MEMBERS:

Classification: Chiropractor

Member: Pleasanton Family Chiropractic

Represented by: **James Sievers, D.C.**

Address: 5776 Stoneridge Mall Rd. Ste. 220, Pleas. 94588

Phone: 925-462-2633, 925-825-1453

E-mail: adiochiro3@gmail.com

Classification: Handyman

Member: Building Pros

Represented by: **Andy Tate**

Phone: (925) 216-5505

E-mail: andy.bldgpros@gmail.com

Classification: Plumber

Member: Westphal Plumbing

Represented by: **Keith Westphal**

Phone: (510) 825-3746

E-mail: westphalplumbing@gmail.com

Classification: Auto Dealer

Member: Dublin VW

Represented by: **Ray Lasala**

Address: 6085 Scarlett Court

Phone: 925-829-0800, 510-754-5870

E-mail: jayraylasala@yahoo.com
