

JANUARY 14, 2010

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **January 21** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Lawrence Ling** of QES Computers and **Mike Wallace** of Roman Holiday Salon.

The VALUE will be given by **Dave Sanchez** of B&S Hacienda Auto Body.

DID YOU INVITE A POTENTIAL MEMBER TO THE MEETING THIS WEEK?

MEMBER NEWS:

- Our **condolences** and sympathy go out to Mona Fox of Design Works, whose mother passed away. Mona will be taking some time off from the TVEA, but will be back as soon as she is up to it.

- Please remember Dale Vaughn-Bowen (the wife of Jim Bowen of Pleasanton Auto Repair), in your **thoughts and prayers** as she battles breast cancer.

- **Get well** wishes go out to Ron Johnson of ABI Business Sales, who has been down with the flu.

- **Dave Cherry** of Big O Tires is back from his leave-of-absence. Gill (who some of you may know) will be going to the Ceres store as their permanent manager.

THE WEEKLY "POT" REPORT:

TVEA's 50/50 raffle is up to **\$131.00**.

CLASSIFICATION:

Manuel "Manny" Martin was born in Oakland and raised in northern California. He is married with two children, a son who is a vice principal at Wells, and a daughter 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.

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.

Manny's goal is to make investing in real estate and being a landlord painless, easy and profitable. 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 recommends 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.

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 the property, which usually causes them to take better care of the property.

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.

INVOICES:

Invoices for the first quarter dues went out a couple of weeks ago. Remember to pay by **January 20th** to save \$25.00.

DID YOU GIVE A REFERRAL THIS WEEK?

ELECTIONS:

It's time to choose a new Board. It's an easy gig – get involved!

Our President-elect is **Mike Peel** of Hometown Real Estate. If you are interested in getting more involved or want to know more how the organization works, please contact Cristin.

Joey Minahan of the Door Doctor has been nominated and we'd like 2 more new nominees for elections in March.

NEW MEMBER:

Classification: Acupuncture

Member: Dr. Sun's Acupuncture Center, P.C.

Represented by: **Haili Sun**

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