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JULY 26, 2012

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**NEXT WEEK:**

The **next meeting** of the Tri-Valley Executives' Association will be held on **August 2<sup>nd</sup>** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be general contractor, **Phil Maser** of The Maser Company and **Sharon Mace** of A Special Touch Funeral & Cremation Services.

The SPOTLIGHT on **A Special Touch** will be given by **Larry Smario**.

The CLASSIFICATION will be given by **Mike Peel** of Keller Williams Tri-Valley Realty.

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**POT REPORT:**

This week's TVEA 50/50 raffle is at **\$63** with 8 marbles: 6 white (\$5), 1 blue (\$10) and 1 red (winner takes all).

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**SPOTLIGHT:**

BY DAVE CHERRY

**Endre Selmeczy, DMD** is complete family, cosmetic and sedation dentistry. Dr. Selmeczy uses state of the art dental equipment and stays up to date with all of the latest procedures and technology. He is certified to use IV sedation for fearful patients. The office is welcoming and the staff is courteous and focused on the highest level of comfort for their patients. For any cosmetic or health issues with your teeth, or to refer Dr. Endre, call Livermore Sedation Dentistry at 447-8344 or email him at [selmeczy@pacbell.net](mailto:selmeczy@pacbell.net).

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**HAVE YOU INVITED A GUEST THIS WEEK?**

Please make sure to let Cristin know that you'll be bringing someone and make sure there are no Classification conflicts.

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**CLASSIFICATION:**

**Manuel "Manny" Martin** was born in Oakland and raised in northern California. He is married with 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.

After graduating from high school, Manny went to Oakland City College and Armstrong Business College, and served in the Army as an X-Ray Technician.

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



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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.

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.

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