



**Newsletter of the
St. Louis Real Estate Investors' Association**
Not-for-profit: Serving Missouri & Illinois since 1977

VISIT www.STLREIA.COM

Monthly meetings *including* the 3rd Tuesday of each month (except December)

**SPECIAL STLREIA
PRESENTATION
Apr. 20th, 7-9:00pm**

**Come Join Us for Note School!
Do you want to know...?**

**How to Become a Deal Architect, Find Killer
Deals and Money -- During a Pandemic?
If so, then things are going to go well for you!**



From Brian Lauchner, you'll discover how to figure out where and what the deals are during a pandemic, double your offer versus acceptance rate for your Wholesale or Fix & Flip business, increase cash flow, minimize risk, take the stress out of Real Estate and most importantly, how to become a "Deal Architect".

You will also know why so many enjoy hands-off investing and don't even deal with property. You can choose to not deal with the property, the tenants, or turnovers. You can enjoy true passive income simple by being the bank.

STLREIA has a special exclusive evening AND an All-day event on Saturday the 24th, scheduled with Brian Lauchner of NoteSchool. Just imagine the information you gain from NoteSchool completely transforming your business instantly. NoteSchool was strictly designed for investors like you with families like yours. Do not miss this one opportunity this year.

Register Now: [Zoom information:](#)

[You are invited to a Zoom meeting.](#)

When: Apr 20, 2021 07:00 PM Central Time (US and Canada)

Register in advance for this meeting:

<https://us02web.zoom.us/join/zoom/register/tZlOd-GrqTMqHdXQZ2GGGlj1i4AqWpSkUJ->

After registering, you will receive a confirmation email containing information about joining the meeting.

**STLREIA Professional Premiere
Series continues...
with weekly updates from
Davis and Travaglini, LLC!**

We Will Be Meeting Online

Visit STLREIA.com, Meetup & watch your email for details about how to access the meeting!

Are you a landlord? Do you have tenants? Do you have non-paying tenants? Can you even evict them right now? Are the courts open? How long is it taking to get a judgment? If you get a judgment or a court order, now what? Will the sheriff enforce the evictions in this current chaotic environment?

For the answers to these questions and *more...*

...Be sure to tune in to STLREIA's **exclusive – broadcast** each Friday at 11:00am** with Davis & Travaglini LLC – St Louis area Leading Attorneys, Katharyn Davis, Christina Travaglini & Christopher Basler. You better know how the COVID-19 disaster is affecting Your real estate investments!

STLREIA is your *Only* source for these latest, up-to-date provisions. Don't rely on hearsay and rumors. And don't be ignorant when it comes to the law and your investments!

Don't be left out! Register today - www.STLREIA.com
You'll be glad you did!

**Missed an episode? Replays are available on STLREIA.com



Is Investing in Rental Properties Worth the Risk?

By Think Realty (*reprinted from our friends at Think Realty*)

Rental properties can provide a way to supplement your income and over time can lead to your only source of income. However, as with any investment, there are some risks. Listed below are a few pros and cons to owning rental properties.

Fixer Upper

If you're investing in real estate to make money. You can set goals to buy properties in need of tender loving care (TLC) with a sound structure. That is where going back to college will come in handy. Understanding the differences between [civil engineering vs architecture](#) will give you a leg up on other investment companies. Unlike other investors who may pass up on a property because of its looks, you can tell whether or not restoring it is worth the investment.

Buying Below Retail Value

You're investing in real estate to turn a profit. Unfortunately, you can still buy in too high and even lose money if you don't do your research ahead of a purchase. Buying any home at retail value and then investing thousands more to bring it up to code can be the right thing to do, but you have to know what you're getting yourself into. It's important to know the property values in areas you buy to make a well-informed decision.

Up and Coming Neighborhood

Unless you review the proposed legislation of each city and town ahead of buying a property, you won't know whether the neighborhood property taxes will rise. Plans to add a park, a mall or put in a new bridge that provides access to a major highway are a few reasons they can increase. Property taxes and insurance premiums can go up because of weather-related events. Being in a flood zone or prone to hurricanes or tornadoes are some common reasons. Make sure you know what zones the house is in so you have a full picture of those costs.

Overhead Costs

Before buying a rental property make sure to factor in every out-of-pocket cost. The mortgage, taxes and [insurance](#) are standard. You also need to pay for water, repairs and if you use a property management company to find tenants, a fee to them as well.

Vacancy

Unfortunately, you can have a beautiful, turn-key home that's ready for tenants and it remains empty for several months. There are no guarantees that you'll have tenants immediately. During that time, you will be responsible for paying the lender without any income to offset costs. For that reason, many real estate investors use management companies to advertise the property well in advance of listing it on the market.

Bank Foreclosure

Lenders don't care that you're off to a slow start. They want their money per the signed contract. If you suffer this setback, and a property does [go into foreclosure](#), buying other properties in the future on credit will be more difficult. Make sure before you buy your first property that you have substantial savings. This will allow you to make your mortgage payment despite the absence of tenants or buyers.

Property Damage

If you want to rent, that's good but there is something to keep in mind. Not all renters respect other people's property. Sometimes, even when using a property management company to prescreen tenants, you end up with less than desirable occupants. They might pay late, miss payments, put holes in walls, and leave your property a disgusting mess. Unfortunately, there are laws in many states that protect squatters, and going after a tenant for damages costs valuable time and money. You can't guarantee that you'll find good tenants, but using a [property management company](#) will increase the odds of a favorable turnout. Rental properties offer a way to supplement your income, put money away for retirement and can become a sole source of income. Weigh the pros and cons associated with renting properties carefully before purchasing your first home. Whatever you choose to do, make sure you have a plan and do your research. It will save a lot of headaches later.

More Information about Note School: What You Will Learn at the One-Day Presentation



- How to “Double Your Profits Without Having to Spend an Extra Dollar on Marketing.”
- How to double your offer versus acceptance rate when making offers on properties (wholesalers and fix & flippers will love this!)
- How to fix the elephant in the room, inventory.
- How to do what 95% of the other real estate investors in your area know nothing about.
- How to become the 'Deal Architect', so you are the highest paid player in every deal you are involved in.
- How to create multiple streams of passive cash flow that fuel your lifestyle all through retirement (I'm not talking about being a landlord... this is true 'set it and forget it' income.)
- Understand why non-performing notes are the new REO.
- How to wholesale a note for an “assignment fee” and that it's much easier to flip” a note than a house.

Brian Lauchner purchased his first piece of real estate in 2008, and quickly jumped full time into real estate as a wholesaler and rehabber. He then expanded into other strategies including land trades, private lending, rentals, and buying/selling on terms through owner finance. He's seen first-hand how becoming a deal architect is required to get deals done at today's seller's “kitchen table”. Brian also realized the reality of wealth building using real estate secured assets which inspired him to dream of connecting people and educating others. Brian has been teaching and consulting investors since 2017 and is very excited to bring his passion and experience to the Note- School team. Brian is a family man first. He's married to his high school sweetheart Chelsea. They have two amazing kids.

Is AI Next In REI Education?

(reprinted from our friends at Think Realty)



Over the past year, real estate investment (REI) organizations have scrambled to remain relevant and operative as the pandemic has shut down and altered in-person meetings. Mostly gone are the three-day live bootcamps, the annual conferences in vacation spots like Las Vegas and Orlando, and even the REIA meetings at hotels.

In their place are webinars and Zoom meetings. No doubt these changes have pushed some people out of business, but others have thrived. There are benefits to hosting meetings online. You can join from anywhere; it is much easier for an investor from out of town to regularly participate in activities in markets where they invest. You don't have to travel, so a meeting takes up only the time of the meeting. You don't even have to put on pants (but please manage your video appropriately). And you can reach a higher number of attendees.

From an instructor point of view, it has become easier to create permanent content just by recording the meetings and making them available to students who couldn't make the meeting time. This further increases the number of students and allows an instructor to teach once and let students learn multiple times. But not all the value from REI is easily maintained in a virtual environment.

When I go to conferences, I am usually less interested in the sessions than the people. The most value I receive is from individual conversations with other attendees. I meet new partners, new friends, and new investors. And even with my introverted tendencies, I just enjoy the conversations and learn unexpected things. These interactions are far more challenging in a virtual environment. You can have breakout sessions in Zoom (and they help) but individual conversations are not easily possible. It's just not the same trying to get to know someone through the chat window.

And the most intensive real estate instruction was usually one-on-one coaching. It's much harder to brainstorm and mind map online. Even the Q&A portions of normal real estate instruction are challenging, especially with larger groups. And networking (beyond just meeting individuals) is really hard. It's almost nonexistent. These drawbacks may reduce student engagement even while attendance is up. Is there some way to improve these aspects of real estate investment education in a virtual environment?

Maybe. Computer intelligence has come a long way. A computer can win Jeopardy and beat chess grandmasters. Recently there was a breakthrough and those at the forefront of the field believe a computer will soon pass the Turing Test (a computer responding to questions cannot be distinguished from a human). Are there ways that a computer can help with some of these challenges in REI education?

As an educator (and a student) of REI, I know that most of the questions from most of the students are common questions. But they need the answer when they ask and it needs to be tailored to their specific question, not a generic FAQ, or a referral to recorded lecture number. An REI instructor who can provide these sorts of answers, perhaps through an artificial intelligence (AI) engine, will dramatically increase their value to students and increase the engagement of their students. I'd buy that education; I wouldn't have to sit through a long lecture to get the one answer I'm looking for.

Such an engine would also be a huge benefit in coaching. A student in real time could ask questions and get answers. A coach could later review the session and tweak the responses. A good AI could even provide some of the emotional support and encouragement that a coach provides. I would only recommend this in addition to live calls with the coach. But having an AI available to a student whenever they need it rather than in a weekly call could be transformative.

And what if a Zoom call would allow attendees to hover over one of the Brady Bunch windows and see a short bio of the person there? It could identify who you want to reach out to later and give you some context for the speaker, like when you join a group conversation at a conference break.

To take that a big step further, how many times have you been at a conference and met someone and they find out you are interested in, for example, investing in Maryland or buying self-storage? They respond, "I just met Sally Investor and she's also interested in that. Let me introduce you." It's much harder to do that at a virtual conference. But an AI could mine the conversation and suggest introductions between individuals who should meet (and are willing to be matched). This is sort of an eHarmony for investors but could be a real win for investors attending virtual conferences.

I hope that more live events come back. There is something about the energy of the room, having lunch with people who are just as excited as you are, and having detailed conversations with others who share your interests that can't be duplicated with technology. But adding an AI to virtual classes and online conferences could restore much of the value that has been lost during lockdowns and provide next generation improvements to REI education.

ASSOCIATION PURPOSE

The purpose of this organization is to provide education in the area of real estate investing in order to enhance the opportunity for members to achieve their individual and financial goals, to promote a spirit of understanding and cooperation between beginning and more experienced investors, and to encourage the exchange of ideas between investors.

***DISCLAIMER**

The St. Louis Real Estate Investors Association does not officially endorse or promote any method of investing or statements made by persons or organizations that come before the Association to speak. It does not assume any liability for investments or statements of any kind for its members. Association Officers urge all persons to seek advice from qualified and competent Professionals.

STLREIA functions are not endorsed or co-sponsored by the St. Louis Association of REALTORS.

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Your #1 Source + the Very Best Value
for Your Results in Real Estate
Investing today!**

Membership is *Still* less than 10 cents per day!

STLREIA Provides You with More Cutting-Edge
Education Online & Offline than any other area REIA

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