



## Meeting Agenda:

- Kelly Igoe will bring her presentation on FRAUD.

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## FRAUD IN OHIO

DATE: Thursday, 09/10/2009.

Location: Geib Family Center, East High Ave.

New Phila' 7:00—9:00 PM.

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*What are you doing to protect yourself from fraud?*

### Speaker Biographical Information:

**Kelly Igoe** is an Attorney at the Division of Securities. Prior to joining the Division, Kelly worked as an Assistant County Prosecutor and an Assistant Attorney General, where she gained extensive knowledge in criminal and administrative law. She has also worked in the securities industry as an Institutional Equities sales person for Lehman Brothers, Inc. out of Chicago Illinois. Kelly received her Bachelor's of Art in Psychology from Saint Mary's College, in Notre Dame Indiana, and her law degree from Capital University in Columbus.

### Outline of Presentation:

Did you know that the Division of Securities licenses your stockbroker, investment adviser and financial planner? You can check to see if the professional you are using or what to use is licensed and in good standing.

How to identify a scam! What to look for in an opportunity that is suspicious and should cause you think twice before giving up your money.

Self Defense tips to avoid scams for the young and old investor.

Other fraud in Ohio and who to contact for help.

Learn about the biggest cons going on right now in Ohio.



Kelly Igoe

Attorney and Coordinator of  
Outreach and Education

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### September MEETING SPONSORS:

Door prize: TBA

Refreshments: TBA

## *A note from our President....*



The housing market is improving quicker than expected with existing home re-sales posting the largest monthly increase in at least 10 years in July as first time buyers rushed to take advantage of the tax credit that expires at the end of November. Home sales

rose 7.2 %. It was the fourth straight monthly increase and the highest level of sales since August 2007. Prices have dropped low enough for those who were priced out of the market before to be able to jump in and buy a home.

Sales of foreclosures and other distressed properties made up about a third of all transactions last month, down from nearly half earlier this year. Buyers are snapping up foreclosed properties at deep discounts and banks are being pressed to release more foreclosures onto the market. Foreclosure buyers have to be quick these days. Some houses go under contract less than 90 minutes after they are put on the market. For a good house in a good neighborhood there is no lack of buyers. Many houses generate multiple offers and in a bidding war they will sell above asking price, in some cases substantially above.

July also showed an increase of nearly 7% in some type of foreclosure activity from June and marks the third time in the last five months we have seen a new record set for foreclosure activity. Despite continued efforts by the federal government to patch together a safety net for distressed homeowners, we are seeing significant growth in both initial notices of default and in bank repossessions. Foreclosures are expected to peak sometime in 2011 and will take another couple of years for this inventory to clear out before prices begin to rise again.

The Treasury Department announced that only 9 percent of eligible home owners have been helped by the federal program to modify home loans and prevent foreclosure. It scolded banking giants Bank of America and Wells Fargo, both of which received federal bailout money, pointing out that these banks have been among the least willing to assist troubled borrowers. It was the big national banks which led the way into the sub-prime mortgage mess, including BOA, Wells Fargo, Chase, Citigroup, Country Wide, IndyMac, etc. aided by AIG and some of the large Wall Street investment banks.

Homeownership rates are declining and will likely continue to

fall through 2020 predicts a University of Utah analysis. Homeownership will fall steadily by about half a point per year. Homeownership peaked at nearly 70% of families in 2004 and 2005 as a result of buyers getting sub-prime mortgages who should not have been homeowners. By the second quarter of 2009 it had declined to 67.4 % according to the US Census Bureau.

"We will return more to what was normal in the 1960s" says Dowell Myers a housing demographer. "People did not buy homes then as an investment; they bought them to raise families." What does this mean to us as real estate investors? It means there will be fewer homeowners in the future. They will however have to be living somewhere. Fewer homeowners means more renters. More competition for rental units will drive up market rent. I have mentioned before about the "Perfect Storm", lots of foreclosed houses selling for discounted prices with low interest rates. Now is the time to buy more investment property.

I recently rented a nice 3 BR house just outside of New Philadelphia. My cell phone would not stop ringing. There was a lot of competition for this house. These renters told me they looked at some really bad rental houses and they were disappointed they did not get this house. Earlier in this article I mentioned that good foreclosed houses generate multiple offers. Good rental units will attract multiple qualified tenants for you to pick from. The previous tenants moved into a rent-to-own house. They had two cats but left the place clean and looking and smelling good. They got their entire deposit plus the extra pet deposit back. They were never once late with their rent. If you learn to better screen and manage your tenants they will stay longer, pay you on time, take care of their home and your house and leave it in good shape. Come to the TuscREIA meetings, network and get to know others in our group, ask questions and learn.

I sent the overflow calls to the TuscREIA website to see what was there. Have you been putting your vacant units on the website? For \$1/day with long descriptions and add up to 5 pictures, it is a bargain. Everyone has a digital camera or can borrow one. Terri Jones can tell you what to do to get it on the website. The TuscREIA officers and board members are here to help you if you need it.



**Jack Lewis,  
2009 TuscREIA President**

## TuscREIA CONTACT INFORMATION—January thru December 2009

### 2009 Officers

President	Jack Lewis	330/340-1861	jacklewis20@roadrunner.com
Vice President	Andy Lee	330/339-4708	andylee@roadrunner.com
Treasurer	Chris Hopkins	740/922-4028	cmhopkins@roadrunner.com
Secretary	Jack Jones	330/339-3227	jackj1968@yahoo.com

### 2009 Advisory Board

Patty McCreery	740/922-0319	Tom Wiegand	330/364-6873
Mike Baker	330/343-3332	John McCreery	740/922-0319
Linda Sherer	740/922-1168	Bryan Mitchell	330/756-2695

<a href="#">Newsletter Articles &amp; Info</a>	Terri Jones	330/339-3227	taej_tdsone@yahoo.com
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## **BENEFITS & SERVICES PROVIDED TO TuscREIA MEMBERS**

**WEB SITE:** [www.tuscreeia.com](http://www.tuscreeia.com) Current forms, newsletters, evictions, court forms, benefits, for sale/for rent ads, & contacts are all located on the web. Contact Terri Jones [taej\\_tdsone@yahoo.com](mailto:taej_tdsone@yahoo.com) for your user name & password.

**NEWSLETTER:** Members will receive a newsletter prior to each general meeting. Information within the newsletter will update members on items of interest since the last meeting.

**ADVERTISE YOUR BUSINESS:** Members can place an ad in our newsletter and on our web site for their businesses. Drop off, email or fax your Ad. (i.e. business card or other). Please call Terri Jones for advertising fees.

**CREDIT REPORTS:** Price \$11.75 per person beginning 04/01/09. Fax a completed 'Application to Rent' (Rev 11/2004) to our 24-hour fax line 330/308-5303. **PLEASE NOTE**, the information sent to us MUST be readable. The applicant must supply us with complete name, social security number, birth date and current physical address. Signatures of all applicants and the owner/agent along with a return fax number or email address must accompany the request. An Invoice will be sent along with your credit report and must be paid within 30 days or a 10% increase will be added. We suggest you receive an application fee for this service.

**EVICTIONS:** We currently run a report approximately every 60 days for Tuscarawas County. If you think you are missing an update check our web site [www.tuscreeia.com](http://www.tuscreeia.com) or please contact Carol Beavers-Beule @ 330/364-2097 or email [tdsone@roadrunner.com](mailto:tdsone@roadrunner.com). The information is supplied by Tuscarawas County Public Records. TuscREIA provides this information as a 'Business Tool' and should not be held liable for discrepancies. Any errors should be dealt with directly through the county courts.

**NEW MEMBER PACKETS:** New members will receive our 3-Ring Notebook with all forms, master evictions and legal notices. Contact Jack Lewis 330/340-1861 or email [jacklewis20@roadrunner.com](mailto:jacklewis20@roadrunner.com) for further information. Questions regarding rentals, procedures, evictions, etc., please feel free to contact any officer or advisory board member for help.

**WEB SITE:** A permanent user name & password will be given to each new member which will enable the member to access the 'Members info' section of the web site. The password also acts as the members personal 'Membership Number'.

**BUSINESS MEMBERSHIP:** There are 3 levels of Business Membership to choose from. Contact Jack Lewis 330/340-1861 or email [jacklewis20@roadrunner.com](mailto:jacklewis20@roadrunner.com) for the Business Membership Application and further information on which level best suits you.

## Secretary minutes....

For July TuscREIA hosted a pair of representative's from the new Menards store in Navarre which has offered up some special pricing and rebates for our group. We were informed that Menards has trucks in Tuscarawas County every day so delivery is not a problem and we would have a single point of contact for all our home improvement needs. Our rep is a local man from Dover and his name is Scott Evans and his manager's name is Matt Mrotz. Menards gave away several gifts through a drawing which consisted of two five gallon buckets of paint which were won by Jeff Koerber & Janis Hunter, a \$50 gift card for the store which was won by Wes Albaugh, a hat the winner was Phil Schmacher and a Menards coffee mug won by Terri Jones. Menards is very interested in doing business with the members of TuscREIA and we encourage all our members to stop buy and see Scott or Matt at the store. Refreshments were provided by Wendell Wendling & Bill Ringley. 33 members attended.

The officers and board members met on August 13 2009 with a special guest: Marcy Bragg from Urban Hope of North East Ohio which is sponsored by The Salvation Army. She presented us with information about the up coming classes they have scheduled in Massillon. There is a link on the TuscREIA website for additional information and times. Marcy's contact phone numbers are also there for your further information.

A speaker on current 'Frauds in Ohio' which are being used on landlords will be our topic for September. Please bring your questions and prepare for an interesting evening on how to protect yourself from fraud.

Jack Jones, 2008 & 2009 Secretary



The Center at Goodwill Industries offers a plan, direction and support for aspiring or existing entrepreneurs. The next session begins September 15, 2009. The website is [www.defineyoursuccess.org](http://www.defineyoursuccess.org). Please feel free to call me with any questions. Thanks

Marcy A. Bragg

Director of the Center for Entrepreneurial Success

Goodwill Industries of Greater Cleveland & East Central Ohio, 408 Ninth St. SW, Canton, Ohio 44707

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**S. PENNY TRIPLETT, Realtor / Broker**  
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Penny writes a weekly article in the Real Estate section of the Times Reporter.

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2009 TuscREIA  
General Meeting Schedule.

Announcing the 2009 TuscREIA Schedule. Mark your calendars and plan to join us. We will continue to meet at the Linn, Hert, Geib Family Center on East High Avenue, New Phila OH. Our meetings will start promptly at 7pm and end at 9pm. Door Prizes & Refreshments from our Business Members will be provided. Watch your 'Unit's of News' newsletters & our web site [www.tuscreia.com](http://www.tuscreia.com) for a listing of speakers & topics for each meeting.

Sept. 10th.

The 12th Annual Holiday Dinner location, date & time to be announced.

WE'RE LINKED.....

Go to the bottom of our home page [www.tuscreia.com](http://www.tuscreia.com)

We have members business cards displayed. Click on the business cards and it will take you to the advertisers web site. Take a second to check out our business links.

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[TuscREIA Members on the MOVE.](#) The following are current TuscREIA Members who have thrown their hats in to the coming election to run for an open political seat. Please take a second to read the following bios and remember them on election day.

**Harry 'Butch' Watkins.** I'm running for re-election for Claymont Board Of Education.

Graduate of Uhrichsville High School, 1961, and Mount Union College, 1965. Life resident of the Twin Cities, married with 3 children, 3 daughters in law and 8 grandchildren. Self employed insurance agent.

Public Offices: Claymont Board of Education - 1974 to 1990 and 2006 through 2009. City of Uhrichsville - 1968-1970 and 1994 - 1999 Councilman at Large, Service Director 1999 - 2000.

Community Service: Claymont Foundation - Board of Trustees January 2008 to present, Clayland Lions - Member since 2002, President July 2008 - July 2009, Twin City Chamber of Commerce - Board of Directors Jan. 1978 to October 2000, President 4 times, Citizen of the Year in 1999, Twin City Hospital - Board of Directors - January 1972 - December 1975, Claymont Jaycee Housing Board - Oct 1975 - Sept 1978, served as Secretary, Claymont Jaycees - Charter Member Feb. 1967 - Sept 1978, Charter President 1967, District Vice President Ohio Jaycees 1970, Miss Clayland Pageant - Board of Directors March 1968 - June 1978, Pageant Director 1968.

Other: Life Member Uhrichsville Elks #424, Exalted Ruler in 1969, Member Dennison Eagles Aerie 582, Member Uhrichsville Moose Club.

**Phil Schumacher** is a candidate for the Tuscarawas-Carroll-Harrison Educational Service Center Board of Education. He is a graduate of Tuscarawas-Warwick High School and Ohio State University. He has served on the Indian Valley Board of Education and has served for 20 years on the Tuscarawas-Carroll-Harrison Educational Service Center Board of Education.

He is married to Karen Schumacher and they have two adult children and 1 grandchild. He has been employed in the field of education.

**Chris Hopkins** of 2477 Unger Road SE, Gnadenhutten is seeking her first term as a Warwick Township Trustee. She is one of five candidates for two open seats.

"I am interested in moving Warwick Township forward in a positive way. I would very much like to see the township have a website where residents can go to find minutes from the various meetings, information on what the Fire Department has going on, email addresses and contact information for all three trustees, and just general information on Warwick Township. It is difficult to do economic development without a website.

"I have grant writing experience and solid marketing experience that I feel can benefit our township. It would be nice for our township to have a quarterly newsletter for residents to keep them updated on various issues facing the township. This is another item that could be included on a website. Communication is very important."

Chris and her husband, Jim, have lived in Warwick Township for nearly 30 years. They have two grown sons and six grandchildren. The couple are members of TuscREIA and Chris serves as Treasurer and on the Advisory Board. Additionally, she served 16 years on school board and various other county boards and is a member of St. James Lutheran Church in Tuscarawas.

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Jack & Terri Jones, Managers

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