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MARCH 14, 9-4pm
 Pasadena Convention Center
 300 GREEN ST, PASADENA • 91101

CALIFORNIA'S PREMIER INCOME PROPERTY
 MANAGEMENT EXPO

Seminar Schedule

9:45 am STAGE 1

WHAT DO I NEED TO KNOW TO MAKE INFORMED INVESTMENT DECISIONS IN THIS CURRENT ECONOMY?

FOR REAL ESTATE INVESTMENTS & 1031 EXCHANGES

Speaker: Elizabeth Harris | Exeter 1031 Exchange Services, LLC
 & Robert "RUSTY" Tweed | Tweed Financial Services, INC.



- Will 1031 tax-deferred Exchanges will be discontinued?
- Should I sell my property before it's too late?
- Get information that will potentially help you make important decisions about your investment future.
- A timely discussion about the current status of the real estate market
- Strategies to help eliminate property management headaches
- Potential opportunities targeting monthly cash flow of up to 7% annually
- Do's and Don'ts of IRS 1031 Exchanges to defer capital gains tax
- How to find replacement property that may increase your income and shelter more income from taxes while improving diversification

10 am STAGE 2

Sell High, Tax Low: WHAT EVERY REAL ESTATE INVESTOR SHOULD KNOW

Speaker: Tony Watson | Robert Hall & Associates

- Top 5 Deductions
- Buy vs. Rent - residential vs. commercial
- Flipping for Tax Savings
- Short-term vs. Long-term - tax implications of both
- 1031 Exchange-how does it work?
- In-state investing vs. Out-of-state
- Entity Selection - S-corp/C-corp/LLC
- Can I pay myself a reasonable salary?
- Can I rent back my in-home office?
- Trust vs. insurance policy vs. incorporation



11 am STAGE 1

FINDING THAT GREAT TENANT: HOW TO AVOID LAWSUITS & LOST INCOME!

NEW LAWS THAT YOU MUST KNOW

Speaker: Dennis Block | Dennis P. Block & Associates

THE LAW FIRM OF DENNIS P. BLOCK AND ASSOCIATES is a firm specializing in residential and commercial eviction of tenants and is the leading eviction law firm in tenant eviction in the State of California. To date, the firm has handled over 175,000 tenant evictions.



STAGE 2

THE 3 BEST OPPORTUNITIES TO INVEST IN RESIDENTIAL ASSISTED LIVING IN 2017!

Speaker: Gene Guarino | Residential Assisted Living Academy

Come and learn the 3 best opportunities to invest in senior housing today. Whether you want to be a "hands off" investor earning larger than average ROI or be an "owner operator" earning significant residual income generating \$5,000 to \$20,000 net cash flow per month from a single family home. Learn the best options available for 2017.



12 pm STAGE 1

Can Property Owners Survive California's Hostile Business Environment?

Speaker: Jon Coupal

President of the Howard Jarvis Taxpayers Association

Owners of income-producing property face difficulties throughout the country, but California presents unique challenges. It's high tax, heavy regulatory policies have taken a heavy toll on the ability to do business as well as resulting in inadequate housing stock to meet California's needs. Mr. Coupal will discuss a handful of specific threats to the industry as well as review the tools available to all property owners to protect their interests, including the famous Proposition 13.



STAGE 2

2017 REAL ESTATE MARKET PREDICTIONS (& THE BEST INVESTMENT STRATEGIES)!

Speaker: Kathy Fettke | Real Wealth Network

In this exciting and informative presentation, Kathy Fettke will share her research and predictions for the real estate industry in 2017 and beyond. More importantly, she'll share insights on where to find the best real estate deals for both cash flow and capital appreciation.



1 pm STAGE 1

Legal Issues Traps & Trends STUFF YOU GOTTA KNOW TO THRIVE AND SURVIVE AS A LANDLORD

Speaker: Stephen C. Durringer | Durringer Law Group

Topics covered in this session:

- Landlord Tenant Law Legislative Recap - What's New for 2017
- Rental Housing Issues and Trends That Will Affect You!
- Fair Housing Issues Investigations are up, Testers are calling you; Don't make these mistakes!
- The Latest and Greatest Tenant Screening Practices!
- The Management Practices the Best of the Best Use!



STAGE 2

What's the Soft Story Ordinance all about?

Speaker: DILIP KHATRI, PhD, SE
 Principal Khatri International Inc.

Topics covered in this session:

- What's a Soft Story?
- History of Soft Story construction in the L.A. Area.
- Seismic Risk Factors and Collapse Mechanism.
- City of L.A. Seismic Ordinance.
- Structural Design Concept.
- Costs: Design, Construction, and Permits.
- Timeline and Procedures to complete the Retrofit.



2 pm STAGE 1

Top 5 Strategies that will Increase Your Property's Value Including a "Property Valuation Workshop!"

Speaker: Brian Gordon & Vincent M. Medina | Lotus Property Services

Brian & Vince developed a successful system of property management that creates value added opportunities for underdeveloped markets. Through their exclusive Development & Management Program, Brian & Vince have created a vast network of thousands of investors.



STAGE 2

Political Activism 101

Speakers:

Michael Millman, Attorney
 Arnie Corlin, Deputy Police Security Expert
 Elaine Golden-Golden Gealer-Industry Activist
 Wes Wellman-Industry Activist

We are an apartment association of rental property owners who united after radical rent control was enacted in 1979. We incorporated as ACTION Apartment Association, Inc. so as to accurately describe our activities as a full-service trade association representing Santa Monica and the entire Westside of Los Angeles.



3 pm STAGE 1

Maintenance, Habitability, and the Landlord's Right of Entry

Speaker: Mike Brennan | Brennan Law Firm

By attending this seminar, you will discover how to develop a proactive approach to handling habitability issues throughout the tenancy in order to place yourself in the best position possible when defending a tenant's claim of an uninhabitable rental unit during an eviction or lawsuit. You will also discover your legal rights to enter the unit to make repairs or provide necessary services throughout the tenancy, even if your tenant attempts to deny access.

