

NEWSLETTER



Website: reiawaynecounty.org
Wayne County REIA



Wayde Koehler, President
(313) 819-0919



P.O. Box 5341
Dearborn, MI 48128

February Edition

2025

Topic: Run Your Rentals Like a Business (Pt. 1)

Presenters:

Mr. Mohammad (Mo) Chandoo, Liberty Tax

Mr. Jeremy Paul and Dr. Carol Ann Paul, Property Management of Great Lakes

The topic for our monthly Tuesday meeting will be the first in a two part series about how to run your rental like a business. We will be discussing the nuts and bolts of operations.

All Are Welcome to Join Us, Tuesday 2/4/25

Monthly Meeting: First Tuesday Each Month

Leon's Family Dining

23830 Michigan Ave., Dearborn

(313) 563-3713

(East of Telegraph on Michigan Ave.)

Free for Members

\$20 for Non-members

Program

5:30 PM Networking & Dinner (Purchase on Your Own)

6:00 PM Welcome & Introductions

6:15 PM Run Your Rentals Like a Business

7:30 PM Q & A

8:00 PM Closing Remarks

"Home is not a place it's a feeling." - Cecelia Ahern

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Next Meeting



Directors Board:
Tuesday, February 11th, 2025
Time: 6:00 PM
Location: Leon's Family Dining


Board of Trustees: (left to right) Maria King VP, Elizabeth Walker Trustee, Jeremy Paul Treasurer,
(back row) Wayde Kohler President, Jerry Kirschner trustee, (Missing from pic) Mike Sloan, Secretary



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HOW TO REMOVE CIGARETTE SMOKE SMELL?

A landlord asked this week on our Q&A Forum: "How do I get rid of the cigarette smoke smell in a house?"

Several landlords who have had to deal with this problem on various levels responded with different approaches and resources to get rid of cigarette smell that have worked well for them. If you have smokers like many if not most of us do in your property, I would encourage you to read the discussion and the responses to see the different options shared by landlords for eliminating the smoke smell after the fact.

However, I want to bring to your attention one of the savvy responses by one rental property owner, which was as follows: "You have two choices: (a) Clean, paint, and lose how-many-lost rent dollars during that time to do all this from vacancy or (b) Rent "as is" with a "Smoker's Welcome!" rent premium.

Smokers are kind of a pariah group on the whole, and a lot of landlords don't want to rent to them. This makes it hard for them to find rentals, so your rental home could command a premium. Sort of like how we charge extra for pets."

One Landlord emailed this:

Cigarette Smoke smell (by Mike [IL]) Posted on: Oct 23, 2023 4:59 PM

Message:

My second property was a smoker's house. The wife died of lung cancer. Father and son continued smoking for 15 more years, 50 years in total. Ceilings were nicotine stained yellow. People could smell the smoke before they stepped into the foyer. This required a lot of elbow grease to fix.

To get 95% of the nicotine off, I used TSP in a garden sprayer. I removed all carpeting first. Spray the ceilings with the TSP solution and wipe them with an O-Cedar

Hardwood Floor 'N More Microfiber Dust Mop. Then rinse the microfiber head, ringing out the brown juice. Lots of rinsing and spraying and repeating. After the ceilings do the walls, woodwork, windows and doors. I lost track of my hours, But equivalent to hand washing every square inch of the 2,700 square foot house 4+ times.

The existing semi-gloss paint on the trim and doors cleaned off easily with the TSP and looked good. All drywal surfaces got primed using my Graco X5 Airless Paint Sprayer to apply Kilz Restoration Primer. Then sprayed final coats too.

I thought the smell was gone but had friend give it a smell and thought there was a slight odor. Use his Ozone machine for 3 days, moving it around each day. It was time-consuming, but I've never had any complaints after that.

CASH FOR KEYS

A summary of Mashvisor's 2020 blog

A 10% SUMMARY OF...

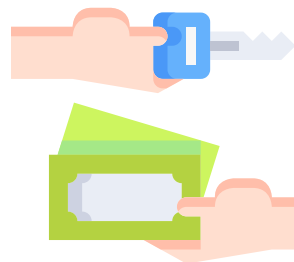
Mashvisor: Blog Published February 4, 2020

Although five years old, Mashvisor's guidance about how to swap cash for keys as a strategy when dealing with bad tenants is still relevant today. In Mashvisor's (2020) blog he writes that cash for keys is a legal and practical strategy for landlords to resolve tenant issues by offering them money to vacate the property instead of undergoing a lengthy and expensive eviction process. This approach can also be used by mortgage lenders to expedite foreclosure situations. While legal across all states, specific regulations—like those in California—may govern how and by whom such agreements are made.

To read the full blog click or scan the QR code below.



<https://tinyurl.com/5n89yd2z>



TIPS AND TRICKS

Initiating a cash for keys eviction can be simple. Mashvisor (2020) suggests:

- Establish a legal cause for eviction.
- Issue an eviction notice to communicate intentions.
- Propose a cash for keys offer as an alternative to eviction.
- Formalize the agreement with a detailed cash for keys letter outlining terms, payment method, and deadlines.

THE BOTTOM LINE

Cash for keys offers landlords a cost-effective and time-saving alternative to evictions while also benefiting tenants by providing financial assistance to relocate.

HOW TO USE A PLUNGER CORRECTLY

There's nothing more frustrating than a clogged drain or toilet. While plunging a toilet or drain, might seem simple, if you're not using the right plunger it can be more troublesome than necessary.

So, if you're a new homeowner or dealing with newly unruly drains, this guide is for you. Here, we'll do the dirty work of filling you in on all things plungers. You'll learn everything you need to know, from how to plunge a toilet or drain to the various types of plungers. Keep reading to get our ultimate guide on how to use a plunger correctly.

DIFFERENT TYPES OF PLUNGERS

While plungers may seem like a one-size-fits-all tool, in reality, there are actually a variety of plunger types for various purposes. That means having the right tool makes all the difference when it comes to unclogging drains or toilets. Knowing which plunger to choose ahead of time will save you time, and stress.

So keep reading to learn about the different types of plungers available today and their best uses.

CUP PLUNGER (SINK PLUNGER)

When you imagine a plunger, it's likely you're imagining a cup plunger, which is the most common type. It comes with a simple design that has a flat, rubber cup attached to a straight handle. This plunger is designed for flat surfaces, making it ideal for sinks, bathtubs, and showers. The flat base creates a seal over the drain, allowing you to create suction and dislodge clogs. While often used for a toilet, it can be less effective due to the bowl's curvature.

FLANGE PLUNGER (TOILET PLUNGER)

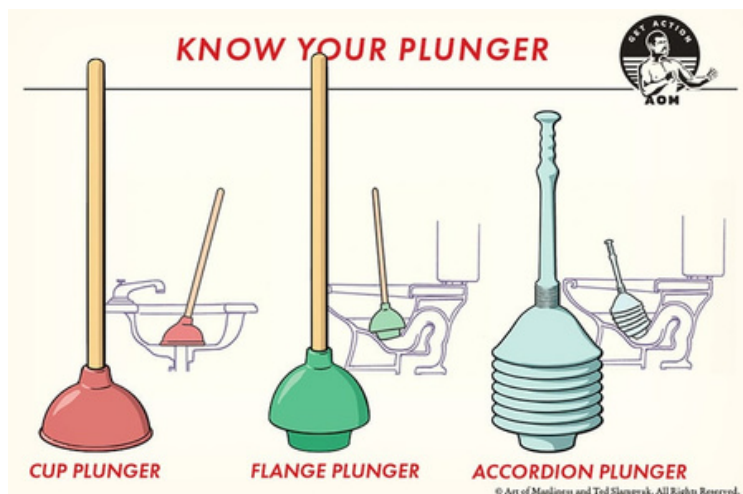
A flange plunger is the most ideal type for toilets. It has a similar cup shape to the sink plunger but with an added soft rubber flap (the flange) that extends from the bottom. This flap fits snugly into the curved drain of a toilet, allowing for a better seal than a standard cup plunger. The flange can also fold inside the cup for sinks and drains in a pinch, but it's primarily intended for toilets.

ACCORDIAN PLUNGER

When dealing with a tougher clog in a toilet, an accordion plunger is best. Made from hard plastic, the accordion plunger has a series of ridges or folds that compress when pressed down, providing more force than traditional plungers. This design generates significant pressure to clear tough clogs. While highly effective, it's a bit more challenging due to its rigid structure, and getting the proper seal can take some practice.

BEEHIVE PLUNGER

The beehive plunger is a modern adaptation of the traditional flange plunger, designed to work more effectively with newer, high-efficiency toilets. Its bell-shaped design resembles a beehive and provides an excellent seal for various toilet bowl shapes and sizes. Like the flange plunger, it can be used for toilets but offers more versatility and sealing power.



HOW TO CHOOSE THE RIGHT PLUNGER

Like any tool, the plunger you select will vary on the job or task at hand. A flange or beehive plunger is best for toilets, while a standard cup plunger usually does the trick for sinks and bathtubs. However, investing in an accordion plunger might be worth considering if you're frequently dealing with stubborn clogs or live in a home with older plumbing.

PLUNGING A TOILET & DRAINS 101

Whether you're dealing with a clogged toilet, sink, or shower drain, knowing how to use a plunger properly can significantly affect how quickly and effectively you can clear the blockage.

Here's a step-by-step guide to help you tackle both toilet and drain clogs using the right type of plunger.

Step 1: Choose the Right Plunger

Use the information you learned above, to select the best option for the type of drain or toilet you're unclogging.

Step 2: Prep the Area

To avoid any messy overflow, make sure the toilet bowl isn't filled to the brim with water. If the water level is too high, you can remove some of the excess water with a bucket or cup. However, you do need some water in the bowl to help create suction—about halfway up the plunger cup is ideal.

Step 3: Create a Seal

Insert the plunger into the toilet, ensuring the flange is positioned inside the drain hole. The cup should cover the drain completely to create a tight seal. Make sure the plunger is fully submerged; without enough water, you'll just be moving air, which won't be effective.

Step 4: Plunge Properly

Once you have a good seal, gently push down on the plunger, then pull back up. The first few pushes should be gentle to prevent splashing and to help build suction. Afterward, plunge more forcefully, using a steady rhythm. Push down and then pull up quickly without breaking the seal.

Step 5: Assess the Drainage

Pull the plunger away after about 10-15 plunges and see if the water drains. If the clog is cleared, the water should flush down normally. If it doesn't, repeat the plunging process. Sometimes, it takes multiple attempts to dislodge a stubborn clog.

Step 6: Clean Up

Once the clog is cleared, flush the toilet a few times to ensure everything is flowing smoothly. Be sure to clean and disinfect the plunger and the surrounding area with hot water and disinfectant.

The same step-by-step process can be used to unclog drains, too. However, here are a few drain-specific tips to ensure you're using the plunger correctly.

1. If the drain has a stopper or screen, remove it to expose the drain opening.
2. For sinks with an overflow hole (a small hole near the top), use a wet rag or tape to block it off. This prevents air from escaping and helps create a stronger vacuum.
3. Plunge for about 20-30 seconds at a time.
4. In some cases, you might need to alternate plunging and letting water slowly drain to dislodge more stubborn clogs.
5. Water, not air, creates the pressure needed to dislodge clogs, so make sure the plunger is submerged.
6. Slow, even strokes are often more effective than quick, erratic plunges.
7. Some clogs can take time to clear. If plunging doesn't work immediately, give it a few attempts before moving on to more drastic solutions like a drain snake.



REIA of Wayne County Volunteer Board Members

Wayde Koehler.....313.819.0919.....housemgt@comcast.net
Maria King.....248.259.3268.....kingm625@yahoo.com
Mike Sloan.....313.618.5277.....sloanmaintenance.llc@gmail.com
Jeremy Paul.....734.770.1455.....pauljer9my@gmail.com
Jerry Kirschner.....248.867.0744.....gkirsch888@aol.com
Liz Walker.....313.443.8505.....beneficialinvestments@gmail.com
Dave Moody.....734.362.3328.....dave@rrepros.com

All Around Town With Real Estate Investor Groups

(Call group to confirm meeting dates before attending as they are subject to change.)

REIA of Wayne County

Meets 1st Tuesday of the month
Location: Leons Family Dining 23830 Michigan Ave.,
Dearborn
Time: 5:30 PM
Call Wayde Koehler at 313-819-0919 for more details

Oakland REIA

Meets 2nd Thursday of the month
Location: Troy Community Center in meeting room
Time: 6:00 PM
Call Brian Sullivan at 248 327-0588 for details

Metro Detroit Investors Meet-Up

Meets 4th Thursday of the month
Location: McVee's Pub & Grub
1129 Long Lake Rd., Troy
Time: 6:30 PM

Pontiac Landlord Group

Meets 1st Thursday of the month
Location: Fino's 450 Perry St., Pontiac
Time: 6:00 PM
Call Ken Moses 248-672-9699 for more details

Monroe County Landlord Association

Meets 4th Thursday
Location: Quatro's on Telegraph Rd.
Time: 6:00 PM
Call Debbie Peters at 734-457-5086 for more
information

Jackson Area Landlord Association

Meets 4th Monday of the month
Location: The Napoleon Café, 6816 W. Brooklyn Rd.

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What is LeaseGuarantee?

LeaseGuarantee reimburses you for losses incurred from legal fees, damages, and unpaid rent. It is valid for 12 months and can be renewed.

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- ✓ Get more protection than a security deposit.
- ✓ Fill your vacancies faster. Don't waste time waiting for the best tenant. LeaseGuarantee eliminates your risk.
- ✓ Use LeaseGuarantee instead of a security deposit, in addition to a security deposit, or as a means to reduce your required security deposit.

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\$199/year for \$1,000 protection
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\$1,196/year for \$10,000 protection

* Rates may vary based on the tenant's screening report.

Visit [AAOA.com/LeaseGuarantee](https://www.aaoa.com/LeaseGuarantee)
or Call (866) 579-2262

How it Works

1. Screen Tenant & Select Protection

All tenants screened with AAOA are processed through the LeaseGuarantee Analyzer to see if they qualify.

The screening must include credit and eviction data to determine eligibility.

After the screening is ordered you will have 10 days to get LeaseGuarantee.

2. Landlord or Tenant Purchases

You may purchase LeaseGuarantee or invite your tenant to purchase it by clicking on the tenant screening report results.

3. Your Rental is Protected!

LeaseGuarantee includes all individuals on the lease agreement up to the amount you selected for 12 months and is renewable.

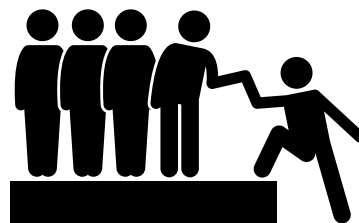
Reimbursement is simple. Just submit a copy of the court judgment, lease agreement, and rental application. No additional fees required!



REIA Membership Benefits

- Socializing, Networking, Networking and Networking
- Strong focus on landlord needs including specific rehab and rental presentations
- Monthly newsletter and guest speakers
- Opportunities to personally meet and talk with local business owners/contractors
- Free 3 month subscription to Mr. Landlord newsletter
- Investors can build a rehab and investment team through referrals from other investors
- Contractors get a great source on which to build long term repeat customer business
- Access to court-approved forms
- Liaisons with local and state government through RPOA
- Discounts with Sherwin Williams Paint & Office Max
- Strategies to maximize saving at several big box chains

BECOME A MEMBER TODAY



100% of your membership fee goes to operating the organization. Our board is all voluntary and there is no payment of any kind going to leadership. All fees are used to offset costs of speakers, cost of hosting and maintaining website, insurance, newsletter, picnic and holiday events and along with other REIA's in the state we help support a Lobbyist in Lansing that advocates for landlords and property investor interests.

(These are just some examples of how your membership fee helps maintain this association.)

ANNUAL MEMBERSHIP \$135.00
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(YOUR MEMBERSHIP IS TAXDEDUCTABLE!)



Contractors

Note: REIA of Wayne does not support or make any recommendations regarding contractors. It is up to you to do your due diligence when hiring any contractor. This is for information purposes only.

Painting

Diamond Painting.....248 935-4514
Dante's Painting (Edmond).....586 610-1812
Sergio Guerrero.....313 282-9119
Ishtar Construct & painting....313 720-3556

Heating and Cooling:

Pollard Heating and Cooling...313 551-4011
Main Heating and Cooling.....248 650-8511
Mega Rooter H & C.....313 254-3529
Expert Heating and Cooling...734 672-1818

Concrete

J Nelson Concrete..... 313 212-3927
Asphalt repair, seal, top..... 248 818-5149

Plumbing

Waterwork Plumbing.....248 542-8022
Bennies Plumbing.....313 388-5561
Shaws Plumbing.....313 285-4361

Locksmith

American Lock & Key.....734 281-1454

Electrician

King Billy's LLC.....313 333-6467
Haddix Electric Co.....313 386-7299

Appliance Repair

Keith Devoy
Appliance Repair.....313 689-2446

Handyman

American Skilled Svc..... 313 264-9579
Handyman Service Plus.....313 242-7372

Lawn Service

J & A Lawn Svc (Jason).....727 906-7958
Classic Cuts (Liz).....313 989-8713



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Roofing

Jeff Williams Roofing.....734 341-3843 Tub Reglaze

Kanga-Roof.....566 255-0308

Tub Reglaze

Surface Solutions.....734 455-0200

TNT Refinishing.....810 358-0744

Michigan Tub Refinishing.....313 304-9639

Pest Control Service

Stop Pest Control.....313 914-2981

Construction/Remodeling

Ideal Home Improvement.....734 624-3454

Ishtar Construction.....313 720-3556

Tree Trimming/Removal

Jaun's Tree Service.....301 804-7504

Paul Harris-Tree Trimming.....734 775-6974

