

MAINTENANCE MANIA!



March 24th, 2020 - 9am-4pm - Pasadena Convention Center

SCHEDULED SPEAKERS

STAGE 1 (HALL A)

2020'S NEW LAWS AND THE REGULATORY ENVIRONMENT IMPACTING HOUSING PROVIDERS

9:15 am Daniel Yukelson | Apartment Association of Greater Los Angeles
Daniel Yukelson is currently the Executive Director of The Apartment Association of Greater Los Angeles (AAGLA). As Certified Public Accountant, Yukelson began his career at Ernst & Young, the global accounting firm, and had served in senior financial roles principally as Chief Financial Officer for various public, private and start-up companies. Prior to joining AAGLA, Yukelson served for 12 years as Chief Financial Officer for both Premiere Radio Networks, now a subsidiary of I-Heart Media, and 3 years for Oasis West Realty, the owner of the Beverly Hilton and Waldorf Astoria Beverly Hills where he was involved with the development and construction of the Waldorf.



WHERE TO FIND 8-12% CAP RATE RENTALS + BASICS ON 1031 EXCHANGES

10:00 am Rusty Tweed | TFS Properties
In this talk, Rusty will go over up-and-coming markets outside of California, focusing on key real estate markets in the US that have strong, stable growth. As well, Rusty will be walking through the 1031 Exchange process & showing investors how to best take advantage of this IRS rule! Speaker Bio: With over 25 years of real estate experience, Rusty Tweed is an expert in commercial real estate & incorporating advanced tax strategies. Rusty has been mentioned in numerous articles in magazine publications & is a keynote speaker on 1031 Exchanges. Rusty has assisted his clientele in well over 100+ property exchanges and has been involved in more than \$500M in successful 1031 transactions.



AB 1482: OPERATING UNDER STATEWIDE RENT CONTROL

11:00 am Mike Brennan | Brennan Law Firm
Mike Brennan represents landlords in every aspect of landlord-tenant matters, including initial lease negotiations and drafting, to unlawful detainer litigation in a professional, efficient, and cost effective manner with experience and a proven track record of success in virtually every aspect of landlord-tenant litigation.



SOFT-STORY RETROFIT MISTAKES YOU'LL WANT TO AVOID

12:00 pm Alexander Rodriguez | Soft Story Retrofit Pros
Seismic retrofits for soft-story buildings are significant investments but well worth it. So how can you make sure you're getting the right solution? You'll want to avoid certain mistakes to ensure that your retrofit performs as intended when it matters most - During an Earthquake!



SURVIVING STATEWIDE RENT CONTROL- AB1482

1:00 pm Dennis Block | Dennis P. Block & Associates
 * Items that are required for your lease agreement.
 * Allowable rent increases.
 * Reasons to evict.
 * How to achieve market rent.



2:00 pm SECRETS OF THE PROS: STRATEGIC PROPERTY MANAGEMENT TO AVOID LAWSUITS

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.



SCHEDULED SPEAKERS

STAGE 2 (HALL B)

10:30 am REAL LIFE TAX STRATEGIES FOR REAL ESTATE INVESTORS

Tony Watson | Robert Hall Taxes & Associates
During this presentation, Tony Watson of Robert Hall & Associates will present real life tried-and-true tax strategies used in the real estate industry. Whether you're an investor, agent, or lender, you will be able to use these tips and tricks to navigate through the 2020 tax year and retain more of your real estate wealth into the next decade!



11:30 am UNRAVELING THE MYSTERY OF 1031 EXCHANGES

Mark C. Turok | Exeter 1031 Exchange Services
Unraveling the Mystery of 1031 Exchanges is a basic to intermediate level presentation on 1031 Exchanges that will help attendees unravel the mystery of doing 1031 Exchanges. What is a 1031 Exchange? What are the advantages? How do you structure one? What should you watch out for? The presentation will include the requirements, structures, processes, strategies, and compliance issues necessary to successfully complete a 1031 Exchange. This is not just any presentation; it's an educational workshop where you can roll up your sleeves, learn and ask as many questions as you like. If you've built equity in your portfolio and are thinking of selling, looking for exit strategies for highly appreciated real estate, or looking for alternative investments, we encourage you to attend. You'll discover how a 1031 Exchange can help you preserve wealth by deferring your capital gain and depreciation recapture taxes. Join us and learn how.



12:30 pm WIDGET'S TIPS & TRICKS: SMART SAFETY TIPS FOR PROPERTY MANAGERS

Patti "Widget" & Chris Verzosa | Widget's Way & Skyguard Surveillance
Learn how to identify suspect applicants and avoid dangerous situations to protect yourself and your investment.



1:30 pm TAPPING INTO A \$27 TRILLION POOL OF FUNDS FOR YOUR PROJECTS

Kaaren Hall | uDirectIRA
 * How can you use SDIRAs to raise capital for your real estate projects?
 * How can you use your retirement to invest in active and passive real estate?
 * Can I partner my SDIRA with other investors?
 * Can anyone Self-Direct their IRA or 401(k)?
 * What are the rules of Self-Directed investing?
 * Name the #1 misunderstanding about Self-Directed IRAs
 * Can my IRA borrow money?
 * Can I take a loan from my IRA?
 * How can I learn more?



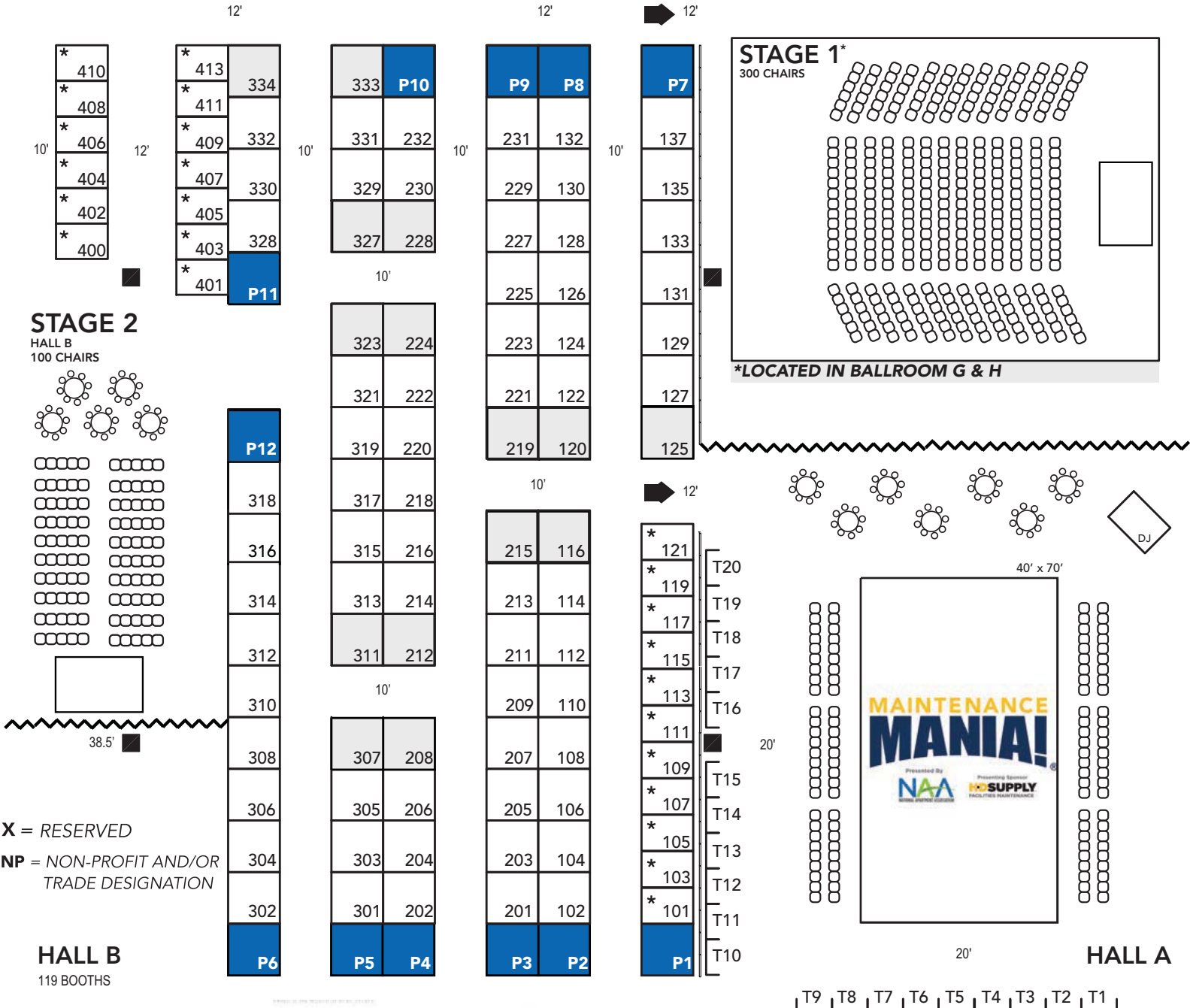
2:30 pm BUILDING WEALTH THROUGH COMMERCIAL REAL ESTATE

Bob Wess & Elizabeth Reynolds | KW Commercial
 * Learn the best ways to maximize your income with commercial investment property.
 * Why multi-family apartments are still one of the best investment choices.
 * And, what other commercial property type is a sound investment choice.



FREE EVENT! REGISTER ONLINE TODAY!
WWW.INCOMEPROPERTYEXPO.COM

CONCESSIONS



X = RESERVED
NP = NON-PROFIT AND/OR TRADE DESIGNATION

HALL B
119 BOOTHS

HALL A

ACE Hardware, SKY PROPERTIES, Inc., Dennis P. Block & Associates, BEHR, CHASE, FARMERS INSURANCE, FULLER Insurance Agency, AMERICAN RETROFITERS, LIVABLE SMART UTILITY BILLING, NorthOak PROPERTY MANAGEMENT, OPTIMUM | SEISMIC MAKING OUR CITIES SAFER, FAST EVICT.COM, MTD KITCHEN, Brennan Law Firm, ALPHA STRUCTURAL, INC. GENERAL ENGINEERING CONTRACTORS STRUCTURAL ENGINEERS