

JUMP

TRIPS



AREA

ASSOCIATED REALTY OF THE AMERICAS

AUGUST 2019 NEWSLETTER • SPECIAL EDITION



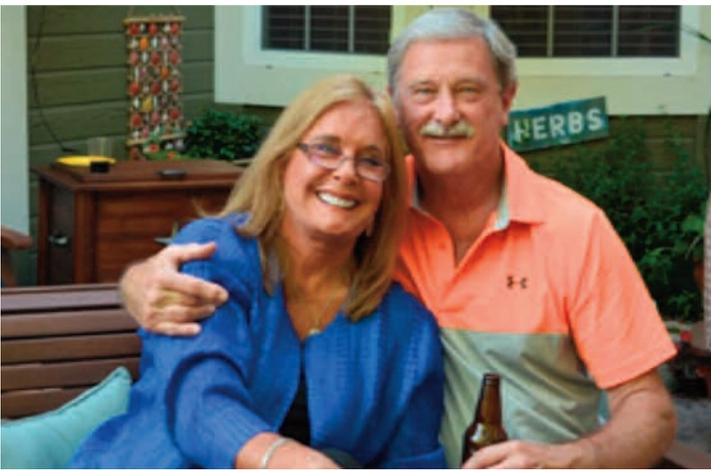
THE PRE-EVENT

# Barbecue

AT

# Ron & Gail's





# Basquing In Boise

With the Help of our Sponsors: CSSI – Pillar to Post – American Home Shield – RPR  
OUR SINCERE THANKS!



As we begin a very special thanks to **Linda Neil** and **John Glaab** who donated a two week stay at their residence, Cass Serena, a former colonial hotel, located in a city, Uruapan, Michoacan, Mexico, 150 years older than the United States. Congratulations to **Brad Bergamini**, we are looking forward to your report about your stay. We also wish to thank two of our other Mexican partners, **Jay West** of Cabo San Lucas and **Joan Mantecon** of Stinson Beach for their participation.



**Brad Bergamini** of Prescott, AZ was the Grand Prize Winner of the trip to Uruapan, Michoacan, Mexico!



Also, thanks to **Captain B.J. Harris** of St. John, U.S. Virgin Islands, for donating a week in St. John plus an evening cruise as a guest on board her Schooner, The Constellation.



And that is not all, a day trip on the inland waterway Nera Ponce Inlet, Florida. A gift of **Katy** and **Don Bullock**.



*adventure  
awaits*

## AREA HONORS

Each year AREA honors several members for their personal efforts to make our organization the valuable asset to our personal business growth that it has become.



### MEMBER OF THE YEAR

*Ken Libby, Stowe, VT*



### NATIONAL HERITAGE AWARD 2019

*LA BAYSIDE PLANTATION Jeanerette, Louisiana*

### SPECIAL SERVICE AWARDS



**Hagan Stone**  
*Nashville, TN*



**Gail Hartnett**  
*Boise, ID*



**Evan Fuchs**  
*Bullhead City, AZ*



**Jeanne Radsick**  
*Bakersfield, CA*



**Hans Hansson**  
*San Francisco, CA*

### LIFETIME ACHIEVEMENT AWARDS



**Sherri Meadows**  
*Ocala, FL*



**Diana Bull**  
*Santa Barbara, CA*



**Dennis Badagliacco**  
*San Jose, CA*

### SPECIAL RECOGNITION

for Continuing Service to the Betterment of the real estate industry



**Fiona Theseira**  
*San Diego, CA*



**Pat Ohmberger**  
*Lincoln, NE*



**Chris McElroy**  
*Fort Collins, CO*



**Sharon Keating**  
*Jefferson City, MO*



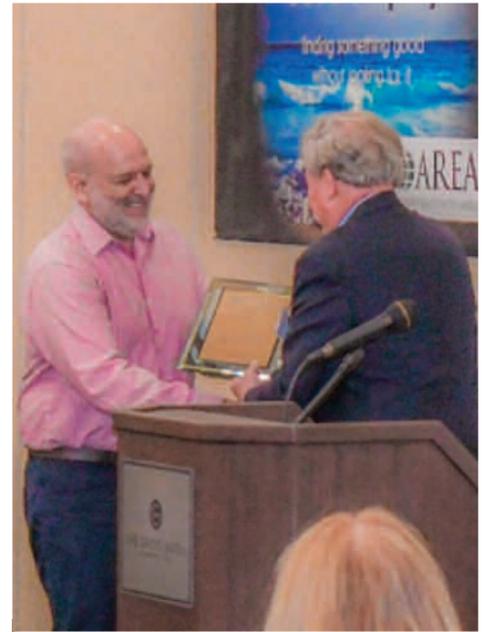
**Patti Fitzgerald**  
*Palm Beach, FL*

## AN EDITORIAL

When the dust has settled, it is so very nice to reflect, as participants, what an absolutely perfect event the **2019 AREA Retreat** became. Boise is a lovely community, the Grove Hotel was an ideal venue, the barbecue at **Ron** and **Gail's** an absolute delight; the cocktail reception world class; the food and service were wonderful, the staff, so friendly and helpful, the Basque Event, very lovely and well done; the Jump afternoon team event, perfect in every way ... and then there were the presentations, the great-in depth discussions, the touching opening given by **Mr. Ogden**, the inspiring talk provided by **Evan Fuchs**, the great input from our wonderful sponsors, **CSSI** and **RPR**, whose principals attended and participated in the event. The great presentations by so many and the realization that AREA has come of age. And then, the breathtaking gifts provided us and their wonderful donation to Mr. Ogden, by **Linda Neil** and **John Glaab**, who, working with **Jay West** and **Joan Mantecon**, provide a safe and secure landing for you and your clients in Mexico. There is not enough room in this newsletter to do the event justice, so, in a few days, we will be providing an in depth look at the Retreat. We know that all cannot attend. So, we missed you and thought about you and worked to create future opportunities that will be of value to us all, while having the very best time one could have imagined. Thank you for being members of AREA. We are honored by your membership and continuing participation.



*Thank you Gail!*



**Evan Fuchs** – “Surround Yourself with People Who are Better than You.”



And a special thank you to **Moana Andersen** who presented a number of very deserving members with a gift from the Islands. This, also in addition, to her Hawaiian Welcome!

**Nathan Ogden: A story of courage, perseverance, compassion, love, family – “Never say No!”** His Staff who assisted him before, during and after his presentation.



Nathan's 11 year old daughter who was with him the entire time.



# Panel Discussions



*"This was a wonderful event ... the best ever."  
The Phil Schaeffers of Tustin*



*Hagan turns the meeting over to Gail – Great job Hagan*



*As Ken Libby draws a laugh ... his fellow panelists enjoy the moment!*



*Jef Conn – Na Varo Johnson – Hans Hansson*



*Our Keynote Speaker, Leslie Rouda Smith, draws another laugh  
And then, a highlight of the program as Trinkie and Hans spoke about  
The value of residential and commercial members teaming up.*



*Ron joins in to a panel discussion on "Future Trends"*



*Elizabeth Allardice makes a point from the audience.*





RPR's Jeff Young describing a fish he recently caught in Lake Michigan



Gainesville's Craig Wilburn: "Yes, his fish was pretty big, but mine weighed a lot more."



Sharon Keating of Jefferson City: "Sounds fishy to me."

PARTY TIME!

# Basquing

LET'S ALL

# Jump In!



Bonding time at the Jump with Cindy, Craig and Ken



Colin making a potato and then showcasing it on Facebook



Gail, Fiona, Tammy and Jeanne with our Host just prior to dinner and dancing



Southern cooking at the Jump



Cindy comforts Ken after he ate one of her potatoes



Game Time FAMILY FEUD STYLE



Teamwork



Brad Bergamini and Cathy Colvin



He Just Lost!



Teamwork

IDEAS FROM PILLAR TO POST

## FALL HOME MAINTENANCE

**W**ith autumn just around the corner, now is the perfect time for your clients to get their property in shape and help avoid problems in the months ahead. Here are the essentials to tackle before cold weather sets in.

Caulk and seal around exterior door and window frames. Look for gaps where pipes or wiring enter the home and caulk those as well. Not only does heat escape from these openings, but water can enter and cause mold problems and even structural damage.

Check the roof for missing or damaged shingles. Water, wind, ice and snow can cause serious damage to a vulnerable roof, leading to a greater chance of further damage inside the home. Always have a qualified professional inspect and repair the roof, but you can use binoculars to do a preliminary survey from the ground.

Clear gutters of leaves, sticks, and other debris. If the gutters can accommodate them, leaf guards can be real time-savers and prevent clogging. Check the joints between sections of gutter, as well as between the gutter and downspouts, and make any necessary adjustments or repairs.

In cold-weather climates, garden hoses should be drained and stored indoors to protect them from the elements. Shut off outdoor faucets and make sure exterior pipes are drained of water. Faucets and pipes can easily freeze and burst, causing leaks and increasing the potential for serious water damage.

Have the furnace inspected to ensure that it's safe and in good working order. Most utility companies will provide basic, no-cost furnace inspections to their customers, but schedule early as there can often be a long waiting list as the weather cools down. Replace

disposable furnace air filters or clean the permanent type according to the manufacturer's instructions. Using a clean filter will help the furnace run more efficiently, saving money and energy.

A wood-burning fireplace can be a real pleasure on a chilly fall evening. For safety, have the firebox and chimney professionally cleaned before use this season. Creosote, a byproduct of wood burning, can build up to dangerous levels and cause a chimney fire that can spread to the rest of the house.



With these easy steps, your clients will enjoy the comforts of home all season long and know that they're protecting their investment, too.

### PILLARTOPOST

*Silvi Stermasi*  
Marketing Coordinator, Pillar To Post Inc.  
416-620-3564

AREA Would Like to  
Thank These  
Proud Sponsors  
of the 2019 Retreat



# Appreciating Depreciation

By CSSI

You can become a Tax Hero to your current and potential real estate clients. I'm talking about a hero status so big that your clients think you should start wearing a cape.

You don't need to become a tax professional to be a Tax Hero. Just make them aware of one simple tax code that most are missing.

In the first year of ownership, this one change potentially saves a commercial building owner \$40,000 – \$100,000 per \$1 Million of building owned or purchased. It's like buying a building and getting up to a 10% off gift card.

To become a Tax Hero, just say this to your client:

- "100% Bonus Depreciation.
- When you buy a building,
- about 20% of the building qualifies for 100% Depreciation.
- It's worth about \$60K per Million in the 1st year.
- I got a guy that you can talk to.
- I'll send you his number".

That's it. Congratulations on achieving Tax Hero Status.

At the Boise Retreat there were overachievers everywhere. Overachievers want to know how and why this new tax code works. I'll try and keep it simple.

- In the new tax code, Congress wanted to encourage business owners to buy more stuff to stimulate the economy.
- So on purchased items that have to be capitalized and depreciated over a period of 20 years or less, Congress said you can have all of your depreciation deductions in the first year.
- Bonus Depreciation is the New Black. It is like everything went on sale.

Every tax professional knows how to take these deductions on items like equipment,

computers, furniture and fixtures. But not all know how to get 20% of the building to qualify for this same bonus depreciation in the first year?

This is where you might want to recommend a tax specialist.

Instead of selecting the old straight-line depreciation method that views the building as one whole piece and depreciates the building over 39 years, the owner can select a depreciation method that groups or "segregates" the values of the parts and pieces of the building into categories that depreciate on a 5, 7, 15 and 39 year basis.

About 20% of the building fits into the 5, 7, and 15 year categories. And Congress said that anything purchased that has a depreciable life of 20 years or less can be 100% Depreciated in the first year. That averages \$40,000-100,000 of cash flow in the 1st year per \$1M of building.

And now AREA has "Got some Guys", cost segregation specialist that perform an engineering-based study of the building, identifying and valuing all the parts and pieces that qualify, photo documenting the building, and producing a study to supply the numbers that allows the tax professional to file for these deductions which are automatically accepted. A long shiny cape would look good on you. Don't forget to give them our number...Hero. David Deshotels and Na Varo Johnson of CSSI - Cost Segregation Services, Inc. attended the Boise Retreat and look forward to being "the guys" to assist you and your clients' cost segregation needs.

**For a no-cost analysis contact:**

**David • 225.933.6215**

**deshotelsd@costsegserve.com or**

**Na Varo • 415-969-6160**

**expertmgmtpros@gmail.com**