

THE UPDATE

The Voice of the Washtenaw,
Livingston, Monroe, and
Lenawee County's
Rental Housing
Industry!



Volume 34, Issue 9 - September 2017

Always available at www.wa3hq.org

Fall Events

Pub Crawl in Downtown Ann Arbor

9-21-17



5-6:30

* Haymakers

6:30-7:30

* Ann Arbor Brewing

7:30 & Beyond

* Grizzly Peak

**\$15 Property Professionals,
\$30 Business Partners**



SOLAR CONTRACT CARPET



Wine & Euchre Night

10-19-17

**Immediately following Reverse Trade
Show- Free Event**

Euchre Tournament with simple instruction session offered before we play and on page 11! Come even if you don't know how to play.



Ann Arbor Student Housing Fair

10-18-17

Rogel Ballroom- Michigan Union

\$75 Member 4-foot table

\$100 Member 6-foot table

Nonmembers: \$1000 per table

Members Only Registration from now till September 26

Real Estate Continuing Education Class for Property Management

10-26-17

9am-4pm @
Kapnick Insurance
\$65 Member cost



**Qualifies as 6 CEC's for your NAA
Designations of CAM, NALP, CAMT**

Reverse Trade Show

10-19-17

3:30-5:00 pm @ All About Furniture
**Perfect opportunity for Suppliers to
meet with Key Decision Makers.**
*One-on-one meetings to present what you
have to offer over a dozen local properties.!*

**\$200 per business partner - Registration
starts September 1**

**(100% Tax-deductible donation to
Grace Outreach of Michigan).**

Membership 101

10-24-17

FREE to all Members
4:30 to 5:30 p.m. Hidden Valley
Apartments

**How to get the most from your
membership!**

All new members are automatically enrolled in this event.

Please let us know if you cannot attend!



President's Message: by Michelle Foley

I'm not sure where the summer went. It seems like it just flew by. Fall weather seems to already be here. I am not ready for the cooler temps but I am looking forward to College football and hockey.

We have some exciting events coming up the next couple of months. Please make sure that you register for a table at the Ann Arbor Student Housing Fair on October 18th. They will go fast. It's a great opportunity to start building the waitlists for next fall. We also have the Reverse Trade Show/Wine and Euchre night on October 19th. Even if you have never played Euchre come. We will have instruction prior to the tournament. There is no need to not come since it is such an easy game to play. It's a great time had by all.

Don't forget if you need continuing education there is a Real Estate Con-Ed for Property Management on October 26th. This qualifies for the state required 6 hours and is a different class than last year. See page 4 for the topics. Even if you don't need it for the Real Estate part, it is a good Fair Housing primer for your new employees and qualifies for 6 hours in CEC for all NAA designations. The last General Membership Meeting is November 16th and will be a full legislative update on what is happening in Washington DC and Michigan with our guests Greg Brown from NAA and David Gregory from Kelley Cawthorne in Lansing.

Our next event is the Pub Crawl on September 21, 2017. Please look for reminders and I hope to see lots of people there.



2nd Annual GRACE OUTREACH OF MICHIGAN GIVEAWAY DAY

Save The Date

OCTOBER 7, 2017



The Grace Outreach Board of Directors has selected Michigan Ability Partners as our Giveaway Partner this year. MAP houses our Veteran Community. Anyone wishing to help with necessary supplies and can participate in the giveaway day, please contact the office at 734-663-1200 or info@wa3hq.org. We will soon be publishing a list of supplies we are hoping to gather before October 7th. If you can participate on that day and have the necessary items available, please hold onto the items. We will be setting up a time to meet at the location (TBD) and you can show up and help set up the household. Time to commit is about one hour.

Thanks to all of you considering attending.

Sincerely, Alice Ehn, Chris Heaton, Amy Khan, and Cindy Reach.

Office Message: By Alice Ehn and Jenelle Franklin

The Legislative Committee has been working all summer long with the City of Ann Arbor Inspection Department to provide to all Ann Arbor rental housing providers an appropriate checklist that you can work from for your periodic inspections. The inspectors are going to be required to only look at the items on the checklist when they come to your locations. If you pass on the first inspection, you will receive an extra year on your inspection cycle, thereby pushing your next inspection out 3.5 years instead of 2.5 years. The Rental Housing Services Department will continue to give recommendations on the inspection forms of things that could make your property better and safer, but making notes on the inspection does not stop the Certificate of Compliance process and are just that....NOTES.

Along with the inspection you will receive a survey form in which you will have an opportunity to give feed-



back to the inspection department on your experience with the department and the inspector that came to your property. We have assurances from the Rental Housing Services Department that they want to do better. Please let us know if our efforts are improving your experience or not. We have re-established our quarterly meetings with them and we can keep you anonymous during our discussions.

Given how hard we have been working for the Ann Arbor Rental Housing providers, it is surprising we do not have more new members. Especially when we are making huge positive impacts to Ann Arbor's rental housing's bottom line. NOW is the time for all of you to reach out to your peers in the industry and prove to them that this extra year extension is worth the due dollars to the association.

The Membership Committee is going to host a Membership Blitz on October 11th. They will be inviting the Campus Area Owners and managers to the Housing Fair at the Michigan Union on October 18th. Your non-member peers are freeloading on your dues dollars. Help make that stop by reaching out. If you want to participate in the Blitz, call the office.

Produced By: Washtenaw Area Apartment Association, 2008 S. State Street, Suite C, Ann Arbor, MI 48104
734/663-1200; FAX 734/821-0497 Email: info@wa3hq.org

Deadline: 15th of the month for next month's publication to newsletter@wa3hq.org. Submit all materials to Alice Ehn, Executive Officer

2017 Directors:

- Michelle Foley, Interim President, Mill Creek Town Houses, 734-971-1730
- Kristin Lewis, Secretary, Village Place Apartments, 734-379-1120
- Kim Thompson, Treasurer, Oxford Property Management, 734-995-9200
- Michelle Milliken, Membership, Paul Davis Restoration, 734-930-0303
- Jason Wilhoite, Marketing, PPG, 734-417-4758

- Nikki Moodt, Education, The Hayman Company, 248-879-7777
- Amy Khan, Program, CPR Property Management, 734-216-5370
- Melissa Gumenick, Legislative, Oxford Property Management, 734-995-9200
- Tom Ewing, Legislative, Ewing Investments, 734-646-5548

PMAM REPRESENTATIVES: Robert Carson, Continental Management, rcarson@continentalmgt.com

Property Mgmt. Assoc. of Michigan - Association Guidance, Tracy Kaechele - tracy@pmamhq.com

National Apartment Association - 4300 Wilson Blvd, Suite 400, Arlington, VA, 22203 - 703/518-6141, FAX 703/248-9440 - www.naahq.org

By I. Matthew Miller, Swistak & Levine, P.C. PMAM Legislative Committee Chair

In 2015, the three major credit-reporting bureaus – Equifax, Experian, and TransUnion – settled a number of lawsuits brought by 31 state's attorneys general relating to consumer problems with the credit reporting bureaus and how they operate.

One of the violations asserted in the lawsuits was that the bureaus were reporting debts on consumers' credit reports when those consumers did not actually owe the reported debts. One of the ways this happened was that the credit reporting bureaus combed the civil judgments entered in courts and reported the names of the judgment defendants on their credit reports. As someone with a generic name like "Matt Miller" understands, sometimes the judgment was reported against the wrong person with the same name.

As of July 1, 2017, as a result of the settlement, the credit bureaus have stopped reporting civil judgments on credit reports unless either a date of birth or a social security number is placed on the face of the judgment next to the debtor's name. If neither appear on the judgment, the bureaus will ignore the judgment and will not report it on a consumer's credit report.

In Michigan, it is illegal to publish anyone's social security number in a court filing. Therefore, if a creditor wanted a judgment to appear on a consumer's credit report, the creditor must include the debtor's date of birth on the judgment.

Also, after 90 days, the credit bureaus agreed to "update" the record or else it will drop off the report. It is not clear how that updating is supposed to occur or by whom. But if no updating occurs, the judgment will be automatically removed from the credit report after 90 days even if a date of birth was originally provided.

The bottom line is that unless creditors put dates of birth on Michigan judgments, those judgments will not show up on a credit

report. This has both good and bad points for landlords.

On the bad side, landlords often rely upon credit reports to choose their tenants and now credit reports will not show eviction judgments, or any other kind of civil judgment. This means that landlords either: 1) Have to make sure their credit application companies are using sources other than the three bureaus to get eviction and judgment information; or, 2) Need to make sure that a prospective resident application asks about prior eviction judgments. The application should also clearly warn a prospect that lying upon the application is a basis to terminate the tenancy later if it comes to be discovered that there were prior eviction judgments in this applicant's history which the applicant did not disclose.

Landlords also sometimes get old debts paid because a consumer owes a debt which he must remove from a credit report in order to buy a car or lease a new apartment. That is no longer likely to occur.

On the good side, this change negates the growing trend across Michigan of courts wanting to participate in what they have named "Eviction Diversion." "Eviction Diversion" is a process in some courts which encourages the parties to a landlord-tenant case to dismiss the case but still requires the tenant to pay the rent due within 10 days. If the tenant pays, the case remains dismissed. If the tenant does not pay, the landlord sends the court an affidavit, a judgment, and an order of eviction to be entered simultaneously.

The alleged purpose of "Eviction Diversion" is to protect the tenants' credit by not having judgments appear on the tenants' credit report. Now that judgments are no longer reported to the credit bureaus, the reason for "Eviction Diversion" no longer exists.

Michigan law does not provide for the entry of an immediate order of eviction except in certain special cases, like trespassing or because of a health hazard. Entering an immediate order of eviction with a judgment on a non-payment of rent case is not legal, yet the courts are doing it anyway. Further, bankruptcy law protects landlords if a tenant files bankruptcy after an eviction judgment enters. But if a tenant files bankruptcy after a case is dismissed while a payment is pending in "Eviction Diversion," there is no similar protection.

Hopefully, with this change, "Eviction Diversion" will fade away. Landlords (except perhaps in Kalamazoo County, where there is a slightly different program) should stop participating in the program because the basis for it no longer exists. There is no reason not to take a judgment because doing so will not affect the tenant's credit unless a date of birth is placed upon the judgment. Landlords and courts should follow the law, enter judgments and writs as permitted by statute, and not use this program to dismiss cases.

If you have any questions, please feel free to contact I. Matthew Miller at mmiller@swistaklevine.com.

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Provided by NMHC as part of the NAA/NMHC Joint Legislative Program

Additional guidance on June 30 for apartment owners and managers regarding implementation of the 2013 Violence Against Women Act (VAWA). On Nov. 16, 2016, HUD had published a final rule to fully implement the requirements of the 2013 Act. The rule prohibits housing providers from denying or terminating housing assistance on the basis that an applicant or resident is a victim.

The rule affects all owners and management agents of properties under Multifamily Housing's rental assistance programs and became effective last January. The [Notice](#) should be used in conjunction with the final rule and includes information on core protections, notification requirements, emergency transfers, certification of abuse, as well as documentation and timing issues.

NAA/NMHC previously challenged HUD's prior rule allowing victims to self-certify, noting the opportunity for fraud. While the final rule allows for some self-certification, housing providers may now require third-party documentation under certain circumstances, with the criteria further defined in the Guidance document. Our team also urged HUD to incorporate VAWA notification requirements into existing HUD documents. However, the HUD rule requires covered housing providers to distribute separate certification notice of VAWA rights at the time of application, move in and termination. At our suggestion, HUD explicitly noted that not all private sector housing providers have the ability to accommodate an emergency transfer request to move victims to a different unit. External emergency transfer criteria outlined in the Notice recognize the realities of the private apartment market.

Click on the image below for access to the HUD VAWA training video.





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2017 Continuing Education For Real Estate License Specifically for Rental Housing Providers

Thursday, October 26, 2017

9:00 AM - 4:00 PM

Kapnick Insurance

1201 Briarwood Circle

Ann Arbor, MI 48108

\$65
Member,
\$95
Non-
Member
[Register Here](#)

Topics Covered:

A. Fair Housing

B. Legal Trends

C. Legislative Issues

- Real Estate License
- Emotional Support Animals
- Medical Marijuana
- Bed Bugs
- Eviction Via Email
- Senate Bill 555, Public Act 30
- SB 26, Public Act 502
- SB 126, Public Act 56
- Late Fees
- Occupational Code

D. Lease Agreements

E. Empathic Listening

F. Case Studies

G. PMAM

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Qualifies as 6 CEC's for your NAA Designations of: CAM, NALP, CAMT






WEBINAR

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Influence of gap size around swinging doors on fire and smoke development

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Builders Hardware Manufacturers Association (BHMA) • Steel Door Institute (SDI)

Date and Time

Thurs., Sept. 7, 2017
12:30 - 2:00 PM ET



Instructors:

Drew Martin,
Consultant
Arup
Drew.Martin@arup.com



Keith E. Pardoe
President
Pardoe Consulting, LLC.
kpardoe@pardoeconsultingllc.com

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DIGITAL LEARNING CORNER SNAP CHAT



WHAT IS IT?

Mobile app that allows you to send videos and pictures. Snapchat is also a fun messaging app.

THE STATS

More than 60% of U.S. smartphone users aged 13 to 34 are Snapchatters.

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New Benefit — Association Bucks



Association Bucks can be turned into benefits.

NOW EVEN EASIER!

Apply your benefits when registering for WA3 events.



When you earn Association Bucks from participating in the Membership Drive, a benefit is added to your account profile. Amount earned will be sent in confirmation email with the coupon below.

Apply your benefit as payment when registering for events or education!

- ◆ Go to www.wa3hq.org
- ◆ Login to Member's Only.
- ◆ Click on event or education you would like to register for and a new url event portal will open
- ◆ Login into the event portal also. Hint: you only need to do this the first time and the system will remember
- ◆ To register for the event, complete registration under your company username and input yourself as an attendee. Select "Next"
- ◆ Payment option "Apply Benefit" drop down window will appear
- ◆ Select "Association Bucks" and enter amount to be used towards purchase
- ◆ Apply payment. If no balance remains, you are now ready to attend the event.
- ◆ If balance remains, choose secondary payment option to complete registration.

Washnetan Area Apartment Association

TWENTY-FIVE DOLLARS VALUE

\$ 25

Association Bucks



HERE'S HOW IT WORKS:

- Every New Business Partner Member (Vendor) who joins: You receive \$25 cash or Association Bucks and 1 point
- Every New Property Professional Member: You receive \$25 cash or Association Bucks and 1 point for every 50 units the property professional member joins (For example: if they join 200 units - you will receive a \$100 referral fee or Association Bucks and earn 4 points)

PLUS:

- Reach 5 points and receive a \$200 bonus on top of the referral fee
- Reach 10 points and receive an ADDITIONAL \$300
- Reach 15 points and receive an ADDITIONAL \$400
- Reach 20 points and receive an ADDITIONAL \$500

RULES:

- Contest and points accumulations start immediately through 12/31/17
- You must call the office and give the name/company of who you referred to the Association. Prospective new member MUST tell WAAA who referred them when they sign up
- Any person receiving \$600 or more in referral fees/bonus will receive a 1099 at the end of the year. Bonus/Fees/ Association Bucks will be paid only after new member has paid their dues.
- Association Bucks are good for General Membership Meetings, Events, or Locally sponsored Education classes.



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Fuller Creative Services community photo session \$275 (regularly \$375). Rental Home photos sessions only \$150 (regularly \$200) per property. Order Give-away Gifts and Save \$25 on your first order over \$300 (new customers only). Contact Fuller Creative Services for more details (734) 626-7501 or fullercreativeservices@gmail.com.

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Call today for your **FREE** mold inspection

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to go to
coupons on
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Business Partner members that want to participate in this discount program to be listed and have a coupon on our website, contact Alice Ehn at 734-663-1200 or info@wa3hq.org

New Members to Welcome

PROPERTY PROFESSIONAL MEMBERS

AJP Rentals

Anthony Procassini

2009 Marra Drive, Ann Arbor, MI 48103-6487

Phone: 734-996-9222

Email: procassini@gmail.com

Cascade Pointe Apartments

Kathy Banker

974 Savannah Court, Saline, MI 48176

Phone: 734-664-0205

Email: info@mineighbor.com

BUSINESS PARTNER MEMBERS

Belfor

Audrey White

28400 Schoolcraft, Livonia, MI 48150

Phone: 248-763-3146

Email: Audrey.white@us.belfor

Statewide Member

Suite Solutions

Tom Hamway

4102 Monroe St, Toledo, OH, 43606

Phone: 419-344-5450

Email: thamway@suitesolutions.tv

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Free refrigerator and LED light bulb replacement programs

Qualification Criteria

- ◆ You must have DTE Energy for your **electrical** service.
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Household Size	1	2	3	4	5	6
Max Annual Income	\$47,600	\$54,000	\$61,200	\$68,000	\$73,450	\$78,900

One refrigerator per DTE account.

You must have an old refrigerator that was manufactured **before December 2000** that you are willing to replace.



Up to 20 existing incandescent light bulbs can be replaced with ENERGY STAR compliant LED bulbs



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RED CARPET SERVICE





Committee Members

The Board of Directors is putting out a call for people to serve on the working committees of the association.

- Those that really need your help are:**

- ☐ Education Committee
- ☐ Legislative Committee
- ☐ Marketing the Association to the community
- ☐ Membership Committee
- ☐ Program Committee

Go to the Member's Only section of wa3hq.org and put in your username and password. (Don't know your username and password?? (There is a button for that too). Click on the STAY INFORMED link and select what you are interested in. You can pick more than one. You can join a committee...even if you just have 1 hour per month. Every committee has one time things that can be done to help out. If you join a committee the chair will contact you to find a task that fits your schedule. Then you can attend the FREE Volunteer Leadership Orientation Day to learn more about it.

Get involved today and help move the association forward.

**SAVE NOVEMBER 14 DAY TO LEARN HOW TO
BE AN EFFECTIVE LEADER IN THE
ASSOCIATION. ANYONE INTERESTED IN
LEARNING MORE ABOUT ASSOCIATIONS IS
WELCOME.. SEE BELOW**

- ◇ There is one (1) opening on the Board of Directors for our non-profit 501C3. It is a brand new organization with the mission of helping the rental community.
- ◇ Looking for those available to help set up an apartment on October 7th and to shop for necessary items.



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Leadership Orientation Day - Nov 14

The PMAM is hosting a **FREE Leadership Orientation Day** for **November 14, 2017 from 10:00 am to 3:00 pm** at the **Lansing Brewery**.

This 5 hour training is designed to help anyone who is thinking about becoming a leader within their local association and anyone that is **already serving on a committee or board**, gain a greater understanding of their leadership role. It will give a sense of what to expect and how to be the best leader to move their association forward.

It is FREE leadership training.

You do NOT need the orientation class to get started. It will however help you understand where you fit in. **GIVE BACK TODAY**

NEW TEXTS UPDATES



Pull the
reminders out of
the mess of
emails in your
inbox!

Stay up to date by
signing up.

Send email to
info@wa3hq.org
for text message alerts.

Alerts may include
Newsletter and upcoming event notifications
as well as emergency cancellation texts.

Standard rates apply.

- **September 21, Pub Crawl** — *Locations: Grizzly Peak, Ann Arbor Brewing and Haymakers. Only \$15 for Property Professionals, \$30 for Business Partners.*
- **October 12 and 13, GLAStar Education and Awards.** *Amazing education...see below for speakers you will learn from.*
- **October 18, Ann Arbor Student Housing Fair at the Union....***get your community name in front of students*
- **October 19, Reverse Trade Show** (to benefit Grace Outreach of Michigan) & Wine and Euchre Night (*immediately following RTS*)
- **October 26, Real Estate Continuing Ed for Property Professionals**
- **November 6 to 9, NAA Assembly of Delegates**
- **November 16, Annual GMM**

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Keep your laundry rooms running smoothly and profitably with WASH.

With WASH managing your laundry rooms, you'll get:

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- Six-month, no obligation trial on all new laundry room leases.

The bottom line is that when your laundry room contract comes up for renewal, we want you to switch to WASH. WASH offers superior laundry equipment, and service and support that is unparalleled in the industry.



September 2017

Monday	Tuesday	Wednesday	Thursday	Friday
				1 Vendor Registration open for Reverse Trade Show
4	5	6	7	8
11	12 Membership Committee Legislative Committee Program Committee	13	14 Education Committee BOD Meeting	15
18	19	20	21 PUB CRAWL	22
25	26 PMAM Legislative PMAM BOD Meeting	27	28	29

Consider Volunteering PMAM Board Vendor Positions Open

PMAM is currently seeking Business Partner candidate applications to serve on the PMAM Board of Directors for the 2018/2019 term.

All APPLICATIONS must be received at the PMAM office no later than 5pm on October 2nd.

Email: Tracy@pmamhq.com

2017 GLAStar Education Conference & Awards

Thursday & Friday, October 12-13, 2017
Kellogg Center, East Lansing

Featuring National Speakers:

Ercell Charles
Alexandra Jackiw
Steve Ockerbloom
Russ Webb
Don Willard
Chris King-Dye
And Keynote Speaker
Jon Petz

One Day Workshop **\$129**
Two Day Workshop **\$149**
Awards Dinner **\$75**
(per person)
Non-Members add **\$30**

Attend both days and earn
9 Continuing Education Credits!



To Reserve Your Tickets:
Register at pmamhq.com

For Questions, call
517-721-1293

or e-mail
info@pmamhq.com



Reverse Trade Show

In support of Grace Outreach of Michigan



The
Washtenaw
Area
Apartment
Association
is gearing
up to fill
another cup
full of hope

October 19, 2017

3:30-5:00 p.m.

***Inside the All About
Furniture Showroom***

**Suppliers' chance to speak
with key decision makers
from local property
professionals**

**\$200 Supplier entry fee per person -
must stay together**

**Suppliers: Rotate between stations.
Everyone: Ask those burning
industry questions**

**Property Professionals:
We need only 1.5 hours of
your time**

**Decision Makers will be presented with
the products and cost-effective services
available today!**

***All proceeds go to our
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100% tax deductible***

Free Wine & Euchre Night October 19, 2017 Immediately following the Reverse Trade Show



At: All About Furniture-

5301 Jackson Rd, Ann Arbor

[Watch this instructional video](#)

Or

**Join us for simple lessons prior to the
tournament.**

**Euchre lessons from 5:30 to 6:00
Tournament starts at 6:00**

The Ten Commandments of Euchre

**[These commandments were compiled
in 2000 A.D. by Harvey Lapp](#)**

- 1) Thou shalt not pass a biddable hand.**
- 2) Thou shalt counteth upon thy partner for one trick.**
- 3) Thou shalt not trumpeth thy partner's ace.**
- 4) Thou shalt trumpeth thy partner's king.**
- 5) Thou shalt leadeth trump to thy partner's order.**
- 6) Thou shalt not leadeth trump to thine opponent's order.**
- 7) When thou hath ordered trump, leadeth thy right bower to smite thy foes.**
- 8) Ordereth not the right bower unto thy partner's hand unless thou canst go alone.**
- 9) Goeth alone whenever thou canst, unless thy team hath eight or nine points.**
- 10) Thou shalt not complaineth about the cards the Lord thy Euchre God hath bestowed upon you.**