



Northeast Florida's Oldest and Largest Not-For-Profit Real Estate Investment Association

WELCOME!

The Jacksonville Real Estate Investors Association extends a warm “**WELCOME**” to you and we thank you for your interest in membership with us.

JaxREIA has been the premiere REIA and part of Jacksonville history for over 40 years! Our membership continues to change, reflecting the interest in real estate investments as a path to long term wealth. We have trained thousands of investors over the span of our existence. Currently we have over 400+ active memberships, and show clear signs of further growth. With constant new leadership in place, JaxREIA is focused on initiatives that will make our association stronger, by providing improved services, greater opportunities and education of outstanding quality to our membership.

We are pleased that you have chosen to participate with us as we look forward to achieving greater successes. We know your experience with our group will be an exciting and rewarding one. “***Nothing ventured, nothing gained***”: We offer the learning opportunity but YOU must elect to get involved! **The more you volunteer and network with our group the more you will learn.** We guarantee that your future years with us will offer opportunities to expand your knowledge and show you how to use real estate as an investment on your road to financial freedom.

JaxREIA appreciates our members. If you require further assistance with anything, please contact us at (888) 545-REIA (7342), or email ExecutiveDirectorjaxreia@gmail.com. You can also ***join or update your member information*** or view class schedule information and download our monthly newsletter by logging onto www.JaxReia.com. Please join us for our upcoming events! You can plan to pick up your name tag at our Main Meeting registration desk at the next meeting! We will see you at one of our events soon!

JaxREIA Board of Directors

Jacksonville Real Estate Investors' Association
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JaxREIA.com



Mission Statement

To offer education, motivation and networking opportunities to Real Estate Entrepreneurs and help them reach their financial goals using sound, honest business practices. We also strive to promote REIA members as positive, ethical contributors to the economic and social well-being of our community. We encourage each member to learn and execute DUE DILIGENCE in their decisions they make in all investments.

Organizational Structure

JaxREIA is a non-profit corporation in Jacksonville, FL. We are directed by a Board of Directors and elected officers, all who serve without pay. We have highly active, motivated and organized committees of volunteer members who assist in running the organization. Membership participation is encouraged and appreciated and members are encouraged enhance their development by volunteering their services at meetings and other areas.

History of JaxREIA

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Since its non-profit status in 1985, JaxREIA has provided quality education and services to our members and the community at large. JaxREIA has evolved into one of the premier real estate investors' associations in the nation, with members from diverse backgrounds and education levels. The success of JaxREIA has been based primarily upon our members' achievements and their desire to share and volunteer with the Association.

This year is proving to be an exciting time in the history of the association. Our membership continues to grow and shows clear signs of further rapid expansion. With new solid leadership in place, JaxREIA is focused on initiatives that will build a stronger association by providing improved services, greater opportunities and education of outstanding quality to our membership.

Membership

Whether you are just getting started in real estate investing, or you've done a hundred deals, JaxREIA can help you DO MORE, MAKE MORE and have MORE FUN along the way!

Who are our members?

- Full-time, part-time and beginning investors
- Real Estate Brokers, Agents and Property Managers
- Landlords
- Attorneys, Accountants and Insurance Agents
- Title Companies, Appraisers and Surveyors
- Money Lenders and Mortgage Brokers
- Fumigator, A/C, Carpet and Cabinet Makers
- Process Servers and Credit Check Services
- Renovation Specialists
- People that work daily jobs and continue to develop RE investments

People like YOU who want to enjoy the many benefits of real estate investing!

Benefits of Membership

Membership in a REIA is one of the most important keys to your success as a real estate investor, and here's why...

EDUCATION

- **Quick Start Classes** – A series of 8 weekly classes designed to acquaint the novice and intermediate investor with real estate investing fundamentals.
- **Master Series Meetings**– A monthly meeting devoted to a more in-depth study of real estate- related topics. These are often presented by local professionals such as lawyers, accountants, appraisers, home inspectors, etc.
- **Main Monthly Meetings** – These meetings feature both local and nationally recognized educators who share their expertise in various ways to invest and prosper in real estate and to keep abreast of new and current market trends and conditions.
- **All Day Seminars** – When national speakers are scheduled for the main meeting, they frequently will offer an all day seminar on their specialty. These seminars are a very intense fact-filled day of education.



Benefits of Membership

NETWORKING

- **Networking** – JaxREIA has over 400+ active memberships ranging from novice investors to members with several decades of investing experience. Active members serve on committees, attend social events, participate in networking discussion groups, and learn how other investors turn problems into opportunities.
- **Networking Discussion Groups** – A great way to meet experienced investors, like-minded individuals and build friendships! JaxREIA has 4 geographic networking discussion groups, as well as a group dedicated to Landlording issues.
- **Online Discussion Forums** – A members-only opportunity to receive real estate related advice, share tips, find buyers and sellers, and stay connected between meetings.
- **Buy My Property Table** – Members may display For Sale or For Rent flyers at each of our monthly meetings. Just watch your phone ring off the hook!

INFORMATION, MOTIVATION AND RESOURCES

- **E-Newsletter** – Our members rely on our monthly publication, *Investor Insights*, containing real estate information, articles of interest and special offers from Corporate Sponsors.
- **Website** – Technology is a huge part of our business and life today. We offer SELF serve access to members-only areas of our state-of-the-art website! This resource offers past Newsletters, Articles and Member Only Discussion Forums for your questions and property listings.
- **Corporate Sponsors** – Our Corporate Sponsors are available at main monthly meetings to discuss their services. They advertise in our newsletter and on our website to offer their products and services, often at great discounts, to our members.
- **Discounts** – Receive discounts from JaxREIA Corporate Sponsors, for seminars, workshops, and other association-related events. Newsletter advertising is also available to our members.

Types of Membership

General Membership is available to individuals interested in real estate investing. Membership includes a partner or child less than 18 years. Dues are \$299 for one year, \$175 for your second year renewal, and \$99/year for year three and years after thereafter.

Corporate Sponsor Membership is open to organizations or businesses that provide services and goods to real estate investors. *Businesses or organizations that sell education are not allowed to be Corporate Sponsors. They are invited to participate in our Speaker Teaching program. Contact our Executive Director for more information and qualifications regarding speakers!*



Frequently Asked Questions

Why should I join JaxREIA?

Being a member of JaxREIA is all about education and learning from each other and the experts. JaxREIA is dedicated to bring in only the best national and local educational speakers in order to keep us informed on up-to-date real estate investing innovations, laws and techniques. In addition, where else can you network with "hands on" investors that are willing to share their knowledge and experience? If you are considering the world of real estate investing, you owe it to yourself to become a member of JaxREIA.

What if I don't have any Real Estate experience?

Not a problem. As many of JaxREIA's members are new to real estate investing, no doubt you will discover that other members share your interest and desire to learn how to become a successful real estate investor. If you are still in the exploratory stage of real estate investing, joining JaxREIA is a great thing to do. To meet your needs, JaxREIA offers a diverse schedule of events tailored to the educational needs of a beginning investor. Also, you will find out the experienced investors are eager to offer advice and insights to further assist you on the road to success.

I'm an experienced real estate investor. How can I benefit?

You know you never quit learning. Exposure to like-minded investors sharing ideas and business practices helps us in countless ways. If you learn **ONE** thing from your association with us you can pay for your membership multiple times over. Long term members have known this for years.

The networking in our Association is priceless. You will find members who will be interested in buying your properties and selling your properties. Others share tips that help you make your investments more profitable.

We now have a high tech world! Our state of the art website offers you a 'no meeting' method of communicating with other members through our forums, discussion groups and other means. We also have newsletters and archived resources for your member only access on your member site. You control your profile information and can maintain your own membership access, passwords and payments all online in one place! Just log onto JaxREIA.com to access your member benefits!

We have a number of Vendors that give JaxREIA members significant discounts. For an active investor, the discounts alone will recoup the cost of a year's dues.

Internally JaxREIA now offers a 10% discount on most speaker products sold at a JaxREIA sponsored event. This discount is not always allowed (depending on the speaker) but is allowed in most cases. This one benefit alone can save you several years of membership cost!

Our Association offers the advanced investor, who is so inclined, a chance to give back and share with the next generation of investors. Our experienced investors find this sharing non-threatening and very rewarding.



I'm a Previous JaxREIA Member. I let my membership expire because the costs went up! What do I need to do to renew my membership?

Times and events change. Business is dynamic! So is JaxREIA! The new leadership at JaxREIA has recognized that as an experienced investor you have gained a vast amount of experience. You learned this from real world experiences. On the surface you know a lot of what JaxREIA offers. But you also realize the *exposure* to other like-minded investors, experienced and novice is valuable.

We welcome you to take advantage of our past member pricing for only **\$99/year**. A Previous Member whose membership has expired and was a member in good standing for at least **TWO** previous years can renew membership at our website and get back in the action. Previous membership **will be verified**. They will have new opportunities to learn and share for a very small cost. Membership has benefits!

Our new website and the technology associated with it allow members to share information with other like-kind experienced investors. Member-only forums, discussion groups and access to previous newsletters and other resources are invaluable. Your membership gives you this access to our evolving technologies.

Jacksonville Real Estate Investors' Association Main Monthly Meeting

Our Main Monthly Meetings are held the first Thursday of every month at our office, which is located at 103 Century 21 Drive in Jacksonville, FL. Guests may attend for \$25 each.

Registration begins at 6:00 p.m. Each month's meeting includes:

- **A Networking Session** which takes place from 6:00 pm to 6:30 pm. Enjoy refreshments and network with other investors in the North Florida and South Georgia area. Many of our Corporate Sponsors will be hosting tables, making it convenient to talk with them about specific questions you may have. This is an excellent time to build your Real Estate team of professionals.
- **JaxREIA News and Corporate Sponsor Announcements** begin at 6:30 p.m. Learn about the latest JaxREIA benefits and events. Listen as our members share their real estate success and lessons learned.
- **Featured Speaker/Event** begins at approximately 7:00 p.m. A local or national speaker delivers an educational, entertaining, and informative presentation on an area of interest to the real estate investor.



Jacksonville Real Estate Investors' Association QuickStart Series

All QuickStart classes meet at our training offices at 103 Century 21 Drive, Suite 202 on the second floor (upstairs). Our instructors begin promptly at 7:00pm.

Every Tuesday in an 8 week rotation.

QS 1

Introduction to Making Money in Real Estate

Instructor: Bob Sargent

What will you do TODAY to change the future for the better? Explore various strategies for making money through smart real estate investments.

QS 2

The Ins and Outs of Short Sales Negotiations

Instructor: Jeff Dube

Learn where to find them, what to do with them and how to avoid the most common (and expensive) mistakes investors make.

QS 3

Finding the Funds to Buy or Sell... If the Deal Makes Sense, Then Money Is No Object!

Instructor: Christian Rambler

Financing requires diligence in planning and staying on top of the choices that are out there. Learn about your finance options and how your finance choices affect your Real Estate business. Christian will help you understand the 4 pillars of loan qualification: Credit, Collateral, Cash and Capacity.

QS 4

Retailing Houses and Delayed Purchase Programs

Instructor: Bob Sargent

Selling houses retail as either the homeowner OR as the investor is not just luck. It's a system, and Bob knows the rules. There are many parts of this process to consider. Bob discusses good strategies for retailing houses in today's market including delayed purchase programs.



QS 5

Understanding the Purchase & Sale Contract and Closings

Instructor: Laura Riebsame

Understand what closing costs mean... It's ALL Negotiable! Know the legalities of a contract and understand your responsibilities. Unravel the mysteries of the "HUD-1" settlement statement. Laura will take you through Step-by-Step closings. Learn about the appraisal, survey, WDO, title insurance, and MORE!

QS 6

Landlording

Instructor: Jeff McDonald

As one of JaxREIA's most successful landlords, Jeff McDonald will teach you how to survive and prosper in today's unique rental market.

QS 7

Contractors and Rehabs

Instructor: Cameron Gaskill

At some time in your investment career you will need a contractor. Do you need permits? Does licensing matter? How do you make punch lists? How do you know you are getting competitive quotes? How can you 'partner' with your contractor by getting a good deal? Are there ways to save and make you money? Cameron has rehabbed hundreds of homes and will share his experience with you in this class.

QS 8

Technology Tools for Your Real Estate Business

Instructor: Jack Bobeck

This class brings you in touch with the ever changing world of technology. You will be shown how to use a core WEBSITE to market and expand your business. Then add social media sites like Facebook, LinkedIn, Twitter, and YouTube to grow and promote your real estate investment business. Other topics covered will include: Email Marketing, Branding, and Promo's, Automation plus much more! If you have not attended this class you really need to check it out. Technology never stops progressing, and neither will this class.

Summary

This informational packet is just a recap of what JaxREIA offers. Our success together means all members should get involved and volunteer. The best learning experience is a teaching experience. You get back what you give. We look forward to your involvement and sharing your experiences!

