

2021

Landlords of Iowa Annual Convention

**Thursday October 14 and
Friday 15th 2021**

**Best Western Longbranch Hotel &
Convention Center**
90 Twixt Town Rd NE,
Cedar Rapids, IA 52402
Phone: (319) 377-6386

All Fees are per person

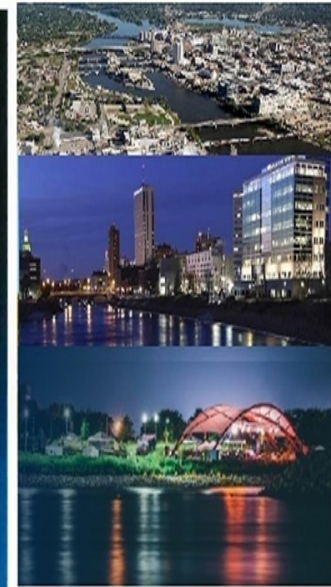
- Registration member \$99
- Registration Non-member \$149
- One day only member \$79
- One day only Non-member \$129

There are 5 CEUs available from this Convention.
If you are interested in acquiring these CEU's
here is the procedure.

When you attend the convention you will need to
sign up for CEUs before each session that awards them.
There will be a table in the convention room to sign up.
Sheryl Jahnel (319-360-9333) will be available to help
you sign up at the table.

You will need to sign out after each session that
awards them also at the same table.

Photos Provided by Cedar Rapids Chamber of Commerce



Convention Schedule
Thursday October 14th

8:30 am		Registration	
1:00pm	1:15 pm	Welcome Address	Mayor Brad Hart
1:15pm	2:15pm	Speaker	Jodie McDougal
2:15pm	2:30pm	Break	
2:30pm	3:30pm	Speaker	Debra Krebill
3:30pm	3:45pm	Break	
3:45pm	4:45pm	Speaker	Stefanie Munsterman– Scriven
4:45pm	6:30pm	Hospitality Suite	
6:30 pm	7:30 pm	Dinner	
7:30 pm		Ice Cream Social	

Friday October 15th

8:00am	9:00am	Light Breakfast	Rolls, Juice & coffee
9:00am	10:00 am	Speaker	Gregory Usher
10:00 am	10:30 am	Speaker	Jill Altringer
10:30 am	12:00 pm	Speaker	Mr. Landlord
12:00 pm	1:00 pm	Lunch	
1:00 pm	2:30 pm	Speaker	Anne Sadovsky
2:30 pm	2:45 pm	Break	
2:45 pm	3:45pm	Speaker	Mary Spain
3:45pm	4:00 pm	Break	
4:00 pm	5:00 pm	Speaker	Gregory Usher

Notes

Welcome Landlords!



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Notes



Mayor Brad Hart
Cedar Rapids Mayor.

Program: Welcome Address



Jodie McDougal

Real Estate, Landlord, and Litigation
senior partner at the Davis Brown Law Firm

Our “Go To” legal advisor for Landlords of Iowa
Always the greatest support

1. Nonpayment Evictions in light of the CDC order & CARES Act.

- The end of the CDC Order
- CARES Act considerations

2. Top mistakes in handling assistance animals

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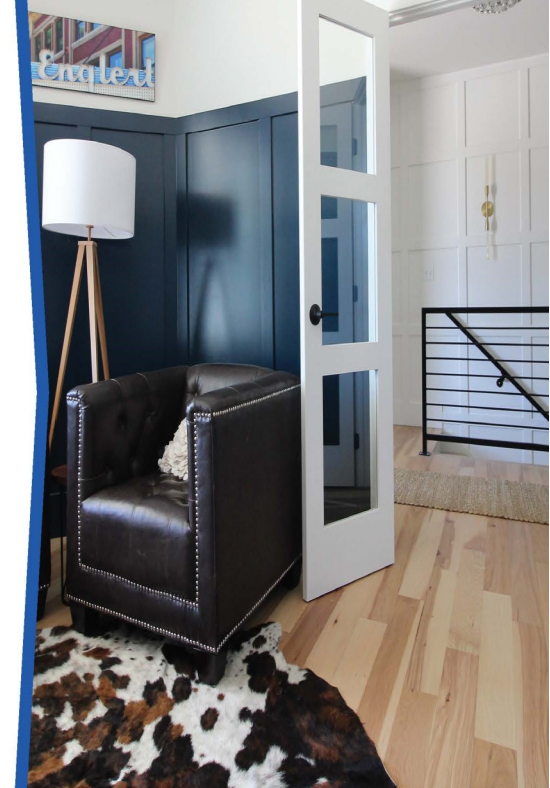
LOCAL FLOORING EXPERTS. BY DESIGN.

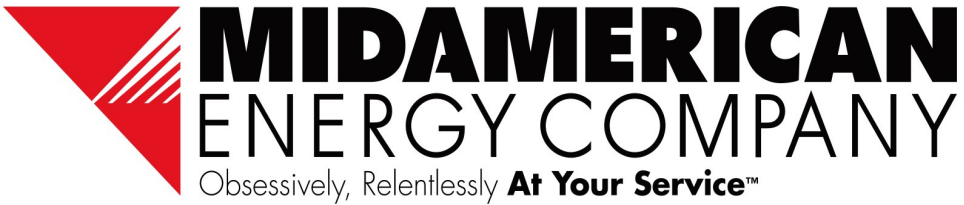
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Deb Krebill

Marion Fire Chief

puts out fires for a living and as she will tell you, she wouldn't have it any other way.

Program: Fire and Safety Issues in Rental and Multi family

Get a New Lease on Fire Safety

You have invested a lot of money on your properties, and we do not want that to go up in smoke. How can fire be avoided in rental properties? How can damage be minimized if a fire should start? How can a property owner protect themselves from liability? There are many questions that many of you need answered, to better protect your assets when it comes to fire. Sure, there are plenty of regulations for landlords and property owners when it comes to fire safety, but, obviously those are not enough, as most fires in Marion, Iowa, are in rental properties! State of Iowa has changed some of the regulations concerning smoke detectors, there are cost-effective ways to keep a small fire from causing more smoke and water damage, etc. Come and hear how to prevent fire, so you can maintain your lease on life....





Stefanie Munsterman-Scriven

**Executive Director, Cedar Rapids Civil Rights
Commission**

Dynamic, award- winning, goal-oriented professional with proven track record of identifying and addressing the complex needs of diverse populations to promote positive change.

Program: Current Issues in Fair Housing, Reasonable Accommodations and Companion Animals

What is a Reasonable Accommodation?

Guidelines for Companion Animals.

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Attorney Gregory Usher,

a civil litigator with Nazette, Marner, Nathanson
 & Shea, LLC

Program: Session 1: Explaining each section of the lease
 supported by Landlords of Iowa and distributed from our
 website.

Session 1: Do you know Landlords of Iowa has developed
 a lease that has been reviewed by our legal staff?
 Do you use a written lease? Have you ever read it, start
 to finish? Read through the lease you're using before
 the meeting and bring any questions you have. You can
 become an expert on your own lease at this session.
 We have a lease that is available to our membership at no
 extra charge.
 He will also cover service and companion animals,
 including new information.

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Jill Altringer

Landlords of Iowa Lobbyist

Started out as a patent lawyer and ended up getting involved in government relations

Program: Legislative updates & current issues

Jill will review the laws that are important to us in 2021.

She will introduce our legislative path for 2022.

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Jeffrey Taylor

Chief Executive Officer of Mr. Landlord
**A national property management consulting
firm - providing coaching tips to over 100,000
landlords annually and assisting owners with
1 to 1000 rental units.**

Program: Landlord Hot Topics

Mr. Landlord * In addition to speaking to real estate investors and apartment/landlord associations, Jeffrey has been requested to speak at major conferences and conventions. Jeffery is a consuming researcher and shares the latest management ideas and solutions from rental owners and managers across the country each year in order to help landlords achieve maximum control of their properties, maximum rental income, maximum resident retention and cooperation and to simply make the most of the assets that God has given you!



Anne Sadovsky

A national speaker that has been in the apartment industry five decades and is a former V.P. of Marketing and Education for Lincoln Property Company.

Program: Dealing with Angry People and deescalating volatile situations

Today more than ever before in this lifetime human-kind is living in fear; getting angry and frustrated easily. Businesses are losing customers and employees. Recently a manager said to me "I think about quitting every day; this class changed my attitude and behavior." Too often we allow others to 'pull our strings' and act negatively ourselves. These behaviors trigger expensive complaints and a hostile environment. Learn to take responsibility for being a peacemaker and a communication specialist. With this class you will become more likeable and a peacemaker, not only to others, but to yourself. Conflict is at least a four billion dollar a year challenge! More than 20 million cases a year end up before a judge. The results are loss of productivity, emotional unrest, loss of relationships, happiness, peace of mind. You will learn usable techniques and how to calm people during trying times. Being peaceful and not escalating tension is also a matter of your own safety. You will realize that it is often better to be kind and empathetic than to be right!

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Mary Spain

Current owner, distributor and publisher of The Greater Des Moines Area Vendor Guide. Just celebrated 1 year in print! Mary launched the Apartment Finder which was later purchased by Apartments.com. Mary has years of multi-family property experience. A licensed Realtor, she is managing several multi-family communities under Optimum Real Estate Management/Artisan Management Group.

Program: Application screening

How to get the best renters without violating fair housing.



Attorney Gregory Usher,
a civil litigator with Nazette, Marner, Nathanson
& Shea, LLC

Program: Session 2: Eviction Process in this Strange and Trying Time

Session 2: The Eviction Process in This Strange and Trying Time. Navigating the choppy waters of an eviction can be tough. Landlord-tenant laws are complex. Know the 3 types of eviction notices and Iowa laws. Learn the ins and outs of the eviction courtroom.

Courtesy of Landlords of Linn County

For all convention attendees a hospitality suite is available on Thursday from 4:45 pm - 6:30 pm. Following dinner on Thursday we will have an ice cream social in the hospitality suite located in the Wagon Wheel room.

Iowa Landlord Chapters

Ames Rental Association

Central Iowa Property Association

Dubuque Area Landlord Association

Greater Iowa City Apartment Association

Landlords of Linn County

Muscatine Landlord Association

North Iowa Landlords Association

Pottawattamie County Landlord Association

Siouxland Rental Association

Southeast Iowa Property Owners