



# REALTY INVESTMENT ASSOCIATION OF CALIFORNIA

Success Through  
Cooperation  
**SINCE 1968**

# GOLD SHEET

Visit our web site: [riaoc.com](http://riaoc.com)

2019 PRESIDENT – MANNY HERNANDEZ

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Distribution: RIAOC • Southern Calif. Real Estate Offices • Associations • Marketing Meetings • The Internet

## HAVES ↓ MULTIPLE DWELLING UNITS ↓ HAVES

LA DOWNEY DUPLEXES Looking for cashflow? Various duplexes in Downey for sale! Stark, Michael 949 574-9474 00/00

## HAVES ↓ COM'L. OR IND'L. BLDGS., MOTELS, MOBILE HOME PARK ↓ HAVES

ORG STANTON WAREHOUSE Spacious warehouse for lease, offices, gated parking area. Stark, Michael 949 574-9474 00/00

## HAVES ↓ LOTS, LAND OR ACREAGE ↓ HAVES

SB GAVIOTA 48 ACRES Beautiful horse property across Hwy 101 facing Pacific Ocean Hernandez, Manny 562 665-4394 00/00

## HAVES ↓ BUSINESS OPPORTUNITIES ↓ HAVES

## HAVES ↓ LEASE, FINANCIAL NOTE, TRUST DEED ↓ HAVES

## WANTS ↓ ↓ MULTIPLE DWELLING UNITS ↓ WANTS

## WANTS ↓ COM'L. OR IND'L. BLDGS., MOTELS, MOBILE HOME PARK ↓ WANTS

LA PASADENA OFFICES Client wants office bldg. Pasadena, Glendale up to \$12 Mill. Stark, Michael 949 574-9474 00/00  
S.CA ORG/LA/RIV NET LEASE Net lease properties in Org, LA & Riv Cty. Cash buyer. Carlson, Joel 714 271-7322 00/00  
S.CA ORG/IE/LA MOTELS Drive-up. 60-90 room motels. Owner operator. All areas. Hernandez, Manny 562 665-4394 00/00

## WANTS ↓ LOTS, LAND OR ACREAGE ↓ WANTS

## WANTS ↓ BUSINESS OPPORTUNITIES ↓ WANTS

## WANTS ↓ LEASE, FINANCIAL NOTE, TRUST DEED ↓ WANTS

## OFFERING ↓ REAL ESTATE RELATED SERVICES ↓ OFFERING

ALL ANY 1031 EXCH. Call Safe Harbor Exchange –Fast quality 1031 Accommodating Wyland, Mark 866 331-1031 00/00  
ANY ANY FAST CASH Private money, any property, any borrower, fund in 2-3 weeks Frunz, Bob 714 639-3607 00/00  
ORG ANY PROP. MGMT Local independent Coml. Ppty. Mgr. Experienced/licensed Elliott, Lew 714 639-3212 00/00  
S.CA ANY ESCROW Coast to Coast Escrow Services Burnett, Dean 949 251-8448 00/00  
S.CA LA/OC NOTARY Notary signing agent loan documents. By appointment only. Le, Yen-Suong 562 301-8822 08/17



For the latest news in commercial real estate, the latest activities at RIAOC and more detailed information, please visit our website [www.riaoc.com](http://www.riaoc.com). Click on the **MEMBERSHIP** tab for an application to join RIAOC.



## PROGRAMS

*The views expressed by the speakers are their own and do not reflect the views or positions of RIAOC or its management. Any discussion of legal or tax rules by the speakers or included in course materials offered to attendees is for the purpose of discussion only and is not intended to be relied upon by any attendee as constituting specific legal or tax advice.*

**August 13** – Brian Colburn, Sitch Radio  
“How to Increase Your Market Share  
And Visibility through Podcast”

**August 20** – Dennis Wilson,  
Title4U.com

**August 27** – Nick Lieberman’s Program

September 3 – No meeting

**September 10** – Program by Eric Bell

**September 17** – Program by Nick Lieberman

## RIAOC Meeting Format

RIAOC meets Tuesday mornings at  
**Zion Lutheran Church – Zion Room**  
**222 N. East St., Anaheim 92805.**

RIAOC will not meet on Jan. 1, Jan. 22, Feb. 19, May 28,  
Sept. 3, Oct. 15, Nov. 12, Dec. 24 & 31, 2019.

- 7:30 a.m. Networking and Early-Bird sign-ups
- 8:00 Deadline for package distribution. Bring 100 copies of your package for the marketing tables. Marketing forms for RIAOC use can be found at [www.riaoc.com](http://www.riaoc.com) under “Marketing.”
- 8:30 sharp, General Meeting is convened
  - Early-Bird presenters
  - Announcements, Legislative & Legal Updates
  - Real Estate Financial Update
- 9:00 Guest Speaker presentation (schedule printed in Gold Sheet & web site weekly)  
Gold Sheet ad deadline for next week’s issue
- 9:30 General Meeting concludes
- 9:30 Monthly Workshop (on 1<sup>st</sup>, 3<sup>rd</sup> & 4<sup>th</sup> Tuesdays)
- 9:30 Board of Directors Meeting (2<sup>nd</sup> Tuesdays)

## MONTHLY WORKSHOPS (Held regularly on 1<sup>st</sup>, 3<sup>rd</sup> & 4<sup>th</sup> Tuesdays with the exception of dark meeting dates)

1<sup>st</sup> Tuesday: **Listing Corner Workshop**, 9:30 AM (Get help with listing real estate, preparing a marketing package, and the “ins and outs” of the Investment Real Estate area of the real estate business.)

2<sup>nd</sup> Tuesday: **Board of Directors Meeting**, 9:30 AM

3<sup>rd</sup> Tuesday: **Communication Workshop**, 9:30 to 10:30 AM (Learn to effectively communicate in today’s market!)

4<sup>th</sup> Tuesday: **“Think Dirt” Land & Marketplace Workshop**, 9:30 AM (Subject: Your Haves & Wants, with emphasis on LAND. Also, questions and answers on any land subject with an emphasis on EDUCATION.)

## REGARDING MARKETING PACKAGES

**Marketing Form Requirements:** It is the policy of RIAOC to promote professionalism in the marketing of investment real estate; therefore RIAOC provides and encourages the use of its standardized marketing forms. However, in an effort to increase property inventory at RIAOC meetings, any form providing information on an investment property listing will be acceptable for distribution with the inclusion of the following information: (1) Property address (except Bus Ops), (2) Price and terms, (3) Type of listing, (4) Commission, (5) Contact information for listing agent.

**Those Who May Distribute Fliers at RIAOC:** Effective March 8, 2010, Non-RIAOC members may distribute fliers promoting information on an investment property listing or a transactional-related affiliate service for a \$10 “table fee” per meeting.

## Gold Sheet Advertising

**“Haves and Wants” for the Gold Sheet are submitted between 8:00 and 9:30 a.m. at the RIAOC meetings for Multiple Dwelling Units, Commercial, Industrial, Motels, Hotels, Mobile Home Parks, Land, Lots, Acreage, Ranch, Business Opportunities, Leases, Financial Notes, Trust Deeds, or a Real Estate Related Service. There is a nominal charge of \$3 per ad per week or \$20 for 7 weeks.**

**DON’T BE LEFT OUT!** Make sure you are still on the e-mail list for important reminders from RIAOC. Submit your current email address during the meeting **at the membership desk.**

For information regarding RIAOC membership and the Gold Sheet visit [www.riaoc.com](http://www.riaoc.com).  
Real estate licensees and industry related affiliates are welcome to attend the regular Tuesday meeting at 7:30 a.m.  
Meeting location: Zion Lutheran Church “Zion Room,” 222 N. East St., Anaheim. (Just north of Lincoln Av.)