



Greater
Springfield Apartment &
Housing Association

Housing news



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Contact us:
Phone: 417.883.4942
Fax: 417.886.3685
Email: info@springfieldhousing.net
www.springfieldhousing.net



A MESSAGE FROM SANDY

Dear SAHA Members:

The warmer days are ushering in changes; flowers are blooming, the sun is shining, and we have a new look for our logo! We hope you enjoy the fresh look of the logo!

Thank you, SAHA Owner Members, for participating in the quarterly vacancy and rent survey! Springfield Apartment & Housing Association members will receive an email from us announcing when results are available. (Please send your email address to us if you have not received recent emails with "Springfield Apartment & Housing Association" in the subject line, so we can keep you informed.)

The speaker for The Greater Springfield Apartment & Housing Association ("SAHA") program on Thursday, May 15, 2008 will be Judge Mark Powell of the Greene County Associate Circuit Court. Judge Powell will present "*Courtroom Procedures*", so bring your notebook and get ready for an information-packed presentation while enjoying lunch at noon at the Golden Corral on Primrose.

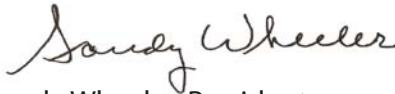
The Associate divisions of the Greene County Circuit Court have general jurisdiction over the following cases:

- * Civil—Any cause of action under \$25,000
- * Small Claims
- * Criminal Misdemeanors and Felonies
- * Traffic Tickets

After the May 15 meeting, Summer Break begins, lasting from June through August. Expect to see the next issue of *Housing News* August, though we will keep you posted of current events via email. Monthly meetings resume September 18 with the SAHA Trade Show/Vendor Social at Clarion Hotel at 5:30 p.m.

There is still time for you to register for the 2008 NAA Education Conference & Expo that will be held June 26 - 28 in Orlando, Florida. For more details about this industry event, visit www.naahq.org/educonf.

See you May 15th!



Sandy Wheeler, President
Springfield Apartment & Housing Association

SAHA is a non-profit, professional organization dedicated to the betterment of the rental housing industry. Our members strive to provide and promote quality affordable housing. SAHA serves these members through Education, Legislation and Communication.

Springfield Apartment & Housing Association Presents

Courtroom Procedures

Speaker: Judge Mark Powell, Greene County Associate Circuit Court

When: Thursday, May 15, 2008 at Noon

Where: Golden Corral (2020 E. Primrose)



~ Mark your calendars ~

Summer Break (June, July & August)

September 18, 2008 ~ Trade Show/Vendor Social
5:30 p.m. at Clarion Hotel. Speaker TBA

HELPFUL TIPS ON MANAGEMENT FOR LANDLORDS!

20 WAYS TO RENT YOUR HOME FASTER

1) Pricing Matters

There are many ways to price your home competitively in the marketplace. Some tools to help you along the way are: RentSlicer.com, RentOmeter.com and Oodle.com

2) The time of the Month Counts

The best times to gain a tenant are March, April, May, June, July and August. These are the main months when renters move due to seasons, schools, etc.

3) Throw some Make-up On

Have you ever toured a model home for sale? What do you notice? Are there magnets on the fridge? Are there clothes in the hamper? Are the walls scratched? The answer is no. Why? This is what sells homes. Touch up with paint and remove all clutter and you will see a big difference.

4) Replace Light bulbs and Fixtures

A rule of thumb is more light is better than less. Make sure all lights actually have light bulbs. If you were like me, I had 1970's fixtures. Do you still wear 70's clothes? I hope not. Your old fixtures should go too.

5) Good from Far, Far from Good

When you went on your first date, did you wear the same dirty old sweat pants as you do now. Don't worry, I still wear mine. We all know first impressions count and people DO judge a book by its cover. With that said, make sure your address numbers are hanging straight, you touch up the paint, you mow the lawn and pull the weeds. Add a few fresh plants, it won't kill you but it will help rent your home faster.

6) The Internet is Dead

Actually it is far from dead. The internet is the most cost effective way to advertise your property. There are many great sites to post to including some favorites like RentVine, RentalHomesPlus, Craigslist, BackPage and others. Rent Marketer takes the pain out of posting to many rentals sites as they do all of the posting for you to currently over 55 rental sites.

7) Would you Like an iPod with That?

A trick from apartment communities is to offer an incentive to sign the lease now. Some ideas on incentives are offering 1 month free, receive a free iphone or other electronic goodies, free pizza certificates, etc.

8) My Granite, Stainless Steel Beauty

Doesn't the sound of Beautiful, Charming, Great Location, Spacious, Attractive, Gorgeous, Fantastic and Lovely feel like nails being dragged down an old chalk board. According to Steven D. Levitt, the author of Freakonomics, he suggests that homes that tend to not have many specific attributes worth describing, like those above, correlate to a lower sales / rental price. Spacious homes are often decrepit or impractical. Great neighborhood signals a buyer that, well, this house isn't very nice but others nearby may be. What are some of the words or adjectives that are used to help increase the value of ones home and decrease vacancy rates for rental properties? Here's the breakdown: Granite, State-of-the-art, Stainless Steel Appliances, vaulted Ceilings, Maple, Gourmet, Corian, Wood Floors.

9) Clean Your Room

Did your mom ever tell you to keep your room clean? It wasn't for sanitary reasons but rather just in case

she left your father she would be able to sell the home faster. I need to stop projecting. No, in all seriousness, be sure to dust and clean everywhere, including behind the fridge. You never know where people might look.

10) Toilet Paper (not the kind in the airport bathrooms)

The small things count. Women in particular like it when the toilet paper is rolled nicely and if it has a triangular shape towards the end like you see in hotels. Men are just glad it has a bathroom.

11) You Smell Good

Fragrance is extremely important when a tenant is touring the home.

12) Photos are Worth, well You Know

Adding photos to your online and offline ads are very important. Studies have found that photos can increase lead generation by more than 400% as compared to not having photos at all. All of the suggestions within the top 20 need to be applied when taking photos. No clutter, clean, lots of light, etc.. Top rooms tenants are most interested in when viewing photos are front of property, kitchen, living, master, bathrooms and backyard if it has one.

13) Virtual Tours Make Momma Happy

We are not quite to the futuristic virtual tour I proposed here but virtual tours are becoming better. You can use a professional service or do one yourself and upload it to youtube.

14) I am old and Don't have that Internet!

Those young whippersnappers with their internet thingie. If you don't have access to the internet and you just don't care to learn, there are

VENDOR OF THE MONTH



Gershman Mortgage

Gershman Mortgage is a St. Louis based company with over 50 years in the mortgage banking business. The commercial lending division of Gershman specializes in financing for multifamily/elderly properties, assisted living facilities, nursing homes, residential care facilities, and Critical Access and Acute Care hospitals. Gershman has the ability to originate, underwrite, fund, and service its mortgages, using commercial financing as well as tax free and taxable bonds.

Continuity and foundation for the company comes from senior management who each average over 25 years with the company. Gershman is a privately held company stressing personalized and responsive services to clients. Long term client relationships that have developed between Gershman and its clients have resulted in a nationwide business as clients have expanded beyond the Midwest.

Gershman works with mortgage programs including FHA, Fannie Mae, Freddie Mac and other mortgages offering construction, acquisition, refinancing, and substantial rehabilitation financing. All mortgages are non-recourse with features including:

- Up to 40 year full amortizing terms on new construction & sub rehab projects, 35 years for refinancing.
- All financing is non-recourse.
- Up to 90% Loan to Value for new construction & sub rehab, 85% LTV for acquisition & refinancing
- Fixed rates, beginning with 1st day for new construction and substantial rehabilitation projects, with interest only during the construction period.
- Either straight percentage or yield maintenance provisions for prepayment with options for lockout and prepayment periods.
- Full mortgage assumption for approved borrowers.



Gershman is represented in Springfield by Ron Weis. Ron has over 20 years experience with multifamily and healthcare facilities, including experience developing new construction and acquisition/rehab properties and providing third party capital needs assessments. Ron can be reached in Springfield at 417-877-0463.



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417.300.0666**

some off line tips you can do to generate more awareness for your property. You can add a sign in your front yard. You can add an ad in the local paper. You can send out flyers to all of your neighbors. You can add flyers to your local grocery store.

15) Water the Lawn

A dead lawn is a dead rental close. Don't attract the bad tenants with a dead lawn.

16) Clean the Windows

Windows get dirty over time. Windex them before a showing to enhance the properties look and feel.

17) Let There be Light

A mistake when showing a property is to not open the blinds up enough to let light in. This is an easy way to let more light in.

18) Are you Going to get That?

According to the National Association of Realtors, 50% of email leads are never even opened. A majority of phone leads go unanswered. Studies also show that if you respond to emails immediately and answer phone calls, you

are much more likely to get tenants to fill vacancies.

19) Get a property manager

I personally use a property manager to manage all my properties. This makes it much more easier for me to concentrate on other things like acquiring new properties. A property manager has lots of contacts and past tenants that they can contact to help fill your vacancy faster. Total cost of a property manager is usually 1/2 of first months rent and then 10% of gross rent each month after that (For more information on property managers go to Professionalproptmanagers.com).

20) Rent to Own Option

A rent to own option could be a good way to get quality tenants into your home. Each month a percentage of their rent can go towards their down payment to purchase the home at a predetermined amount over a predetermined amount of time. Find more information on rent to own options. Filling tips from Rentmarketer.com

These tips are from contributors to the MrLandlord.com website and newsletter. For a free sample newsletter, call toll-free, 1-800-950-2250, or visit their informative website at mrlandlord.com to register to win a free landlording book.



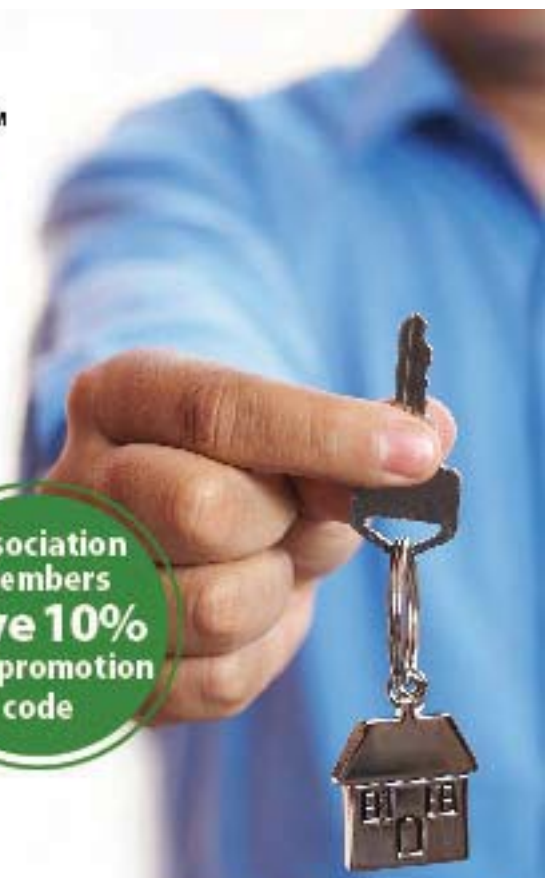
**Screen your residents...
before you hand over the keys**

Product packages include:

- | | |
|----------------------|-------------------------------------|
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| • Criminal Statewide | • OFAC – US Treasury Dept. Database |
| • Credit Evaluation | |
| • Address Search | • SSN Fraud Check |

**Questions? Contact Customer Service
(888) 401-7999**

www.ScreeningWorks.com



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Gen. Colin Powell, USA (Ret.) to speak at NAA Education Conference

Get Educated and Invigorated!



2008 NAA Education Conference & Exposition

June 26-28, 2008

Orlando, Florida

NAA Hotels:

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Disney World Hilton Resort

Gaylord Palms Resort & Convention Center

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Nine Education Tracks:

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- Human Resources
- Specialty Housing
- Independent/Small Owner
- Personal Development
- Marketing & Leasing

KEYNOTE SPEAKER



Gen. Colin Powell, USA (Ret.)
Leadership: Taking Charge
Thursday, June 26 – 1:00pm

More than 50 Education Sessions, featuring presenters such as:

- Marshall Goldsmith, best-selling author of "What Got You Here Won't Get You There"
- Nicholas Boothman, a leading expert in the world of face-to-face communication
- Ann Clurman, Yankelovich, Inc., described by Fortune magazine as "one of America's leading analysts on consumer trends"

For a complete schedule of events, please visit
<http://www.naahq.org/meetings/2008Schedule.htm>

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4300 Wilson Boulevard
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703/518-6141
www.naahq.org/educonf



Do You Know Who Your Residents Are?

Tips on Criminal Screening.

While the subject of "criminal screening" may sound cold or even offensive to some applicants, it's important to remember this: whether property owner or resident, we all want safe and peaceful places to live. In the multi-family industry, criminal screening has become one of the most important components in accomplishing this goal. Criminal screening protects your residents and your property. It's a key marketing point to let applicants know that they'll be living in a safe environment. And, in some cases, you may need to conduct criminal screening to comply with state and federal regulations.

However, this sort of screening--unlike credit checks--is still in its infancy. So how do you know if your criminal screening policy is effective, yet fair and consistent? Consider the following tips.

1. **Carefully define your criminal criteria.** Determine what offenses are unacceptable. For example, you may identify specific types of misdemeanors, such as those that are violent towards people, or felony convictions within the last 5-10 years. Contact RentGrow for additional criteria information.

2. **Educate yourself on discrimination laws.** This site is a great resource. Remember, look only at the records. Don't make assumptions based on things like a name or a personal characteristic that someone may or may not be a criminal. Consistency protects you, so treat all applicants equally. For example, you can't reject someone based on a criminal screening if you're not screening everyone. Make sure your policies are documented and that they fall within any federal, state, or county guidelines.

3. **Verify that you have the right applicant.** You should always verify the applicant's identity before you even begin the process of criminal screening (or credit checks). For example, say your applicant's name is Chris Smith. While your applicant might be female, the record that comes up might be for a male. Methods for verifying an applicant's identity include checking government-issued IDs, such as drivers' licenses, social security cards, or passports. Cross checking can also be valuable. At RentGrow, we can cross check references before you even see the records at your request. We also offer TotalScreen® Address Search so you can learn about their identity instantly.

4. **Streamline the criminal screening process through a third party, such as RentGrow.** Set specifications with your screening partner to filter results based on your specific criteria. This helps take the burden off your leasing agents and lets them focus on the job they do best--attracting residents.

5. **Look beyond the data.** Choose a screening partner who can help you interpret results and whose service provides a recommendation to accept or decline the applicant.

6. **Keep in mind that for affordable properties, certain rules exist for resident selection:**

- Owners must develop and make public written selection policies.
- The plan must include any preferences in the admission of residents.
- The restriction or preference must cite the supporting documents to ensure nondiscrimination.

7. **If you handle the criminal screening process in-house, use consistent staffing and follow consistent procedures:**

- Limit access to staff who have been fully trained in order to eliminate inconsistencies.
- Provide written, step-by-step instructions for staff to ensure consistency.
- Use standard forms so that each applicant is subject to the same practices and will receive the same consideration.
- Use objective criteria.
- Follow a formal written process for collecting information. Owners should be careful about informal information "gossip" about an applicant. Such information is discriminatory and will affect applicants inconsistently, since the owner does not collect this for all applicants.

Remember, information collected from the criminal screening process enables property owners to make informed and objective decisions. An effective screening policy will also ensure fair, consistent, and equal treatment of applicants. Last, but certainly not least, criminal screening will help create a safe place for residents to live--and peace of mind for you.

Source: RentGrow, Inc., "In The Know Tips and Tools from your Resident Screening Partner". www.RentGrow.com. Reprinted with permission.

SAHA Yellow Pages — 2008

Product & Service Providers

AIR DUCT CLEANING

Over-All Service Specialists 417-866-6276
Lockwell Heating & Cooling 417-868-8100

APARTMENT DIRECTORIES

Apartment Finder/Max Media 800-795-5207
ForRent.com 757-351-7359
Metro Housing Finder 417-889-3880
Savage, Inc. 316-264-0800

APPLIANCES/PARTS

Metro Builders Supply 417-300-0666
Surplus Warehouse Springfield 417-862-0100

ATTORNEYS

Law Offices of James R. Cox
James R. Cox 417-863-0200
Lowther, Johnson Law Firm
Craig Lowther 417-866-7777
Neale & Newman L.L.P.
Brian Asberry 417-882-9090
O'Reilly & Jensen L.L.C.
Craig Preston 417-890-1555

BANKING

Citigroup/Smith Barney 417-885-1618
Empire Bank 417-841-4485
Great Southern 417-888-4345
Guaranty Bank 417-885-0506
Metropolitan National Bank 417-823-9944
US Bank 417-868-4473
Wood & Huston Bank 417-881-6400

BUILDING MATERIALS

Surplus Warehouse Springfield 417-862-0100

CABINETRY & FINE WOODWORKING

Cabinet & Bath Supply 417-725-2525
Shriver Companies 417-932-4432

CABLE SERVICES

Media.com Communications 417-875-5500

CARPET/CARPET CLEANING

Midwest Carpet 417-869-3030
Ozark CleanPro 417-425-4722

COMMERCIAL MORTGAGES

Gershman Mortgage 417-877-1320
Mid America Mortgage Services 417-882-7373

COMMERCIAL REALTORS

Pellham Commercial Realtors 417-890-6868

ELECTRICIAN

Fitch Electric 417-889-8008

EXERCISE EQUIPMENT

Advanced Exercise Equipment 417-838-9726

FLOOD & FIRE CLEANUP

KennCo Contractors 417-881-8147
ServiceMaster 417-868-8111
Servpro 417-865-7711

GLASS

All Glass 417-849-2548

HEATING & COOLING

Air Services Heating & A/C 417-866-1460
Lockwell Heating & Cooling 417-868-8100
Over-All Service Specialists 417-866-6276
SS&B Heating & Cooling 417-866-0990

INSURANCE

Mike Breeding — State Farm 417-882-2800

INTERNET TECHNOLOGY

U-Link LLC 417-818-2507

JUDGMENT COLLECTIONS

Missouri Judgment Collections 800-417-8387

LANDSCAPE MAINTENANCE

US Lawns of the Ozarks 417-353-1601

LAUNDRY EQUIPMENT

John Morris 417-881-1215

Kee Wes Service 417-862-8464

Metro Builders Supply 417-300-0666

LIGHTING

Metro Builders Supply 417-300-0666

MINI STORAGE

Sun West Storage 417-864-7722

MOVING SERVICES

Two Men and a Truck 417-866-0376

PAVING

Springfield Striping & Sealing 417-831-5114

PEST CONTROL

All-Over Pest Control 417-866-6276

Critter Control of Springfield 417-581-5899

Orkin Pest Control 417-793-0598

Republic Pest Control 417-732-4295

PIZZA

Domino's Pizza 417-865-8443

PLUMBING

Air Services/Ward All Service 417-865-1302

Drain Doctor 417-724-2890

Over-All Service Specialists 417-866-6276

PRINTING

Digital Print Ink 417-881-5309

Minuteman Press 417-887-1234

PROPERTY MANAGEMENT

Home Again Properties 417-268-5030

PUBLICATIONS

Springfield News-Leader 417-836-1168

REAL ESTATE/RELOCATION

Gr Springfield Board of Realtors 417-883-1226

Home Again Properties 417-268-5030

Ozark Rentals 417-831-4640

REMODELING

CMR Construction & Roofing 417-865-6900

KennCo Contractors 417-881-8147

MTS Contracting 417-865-9991

Queen City Construction 417-866-8834

Surplus Warehouse Springfield 417-862-0100

RESIDENT SCREENING

RentGrow, Inc. 800-736-8476

RESTORATION

KennCo Contractors 417-881-8147

ServiceMaster Restoration 417-868-8111

ServPro 417-865-7711

ROOFING

CMR Construction & Roofing 417-865-6900

SIGNS & BANNERS

Sign-A-Rama 417-886-5050

TILE & GROUT RESTORATION

Wood Re New & Tile Too! 417-833-3303

UTILITIES

City Utilities 417-863-9000

WASTE MANAGEMENT

Advantage Waste 417-866-8700

Waste Corporation (WCA) 417-831-5320

WOOD RESTORATION

Wood Re New & Tile Too! 417-833-3303

GREATER SPRINGFIELD APARTMENT & HOUSING ASSOCIATION MEMBERS

Annual Dues invoices are mailed based on the month of the anniversary (join date).

Welcome, New Members!

CMR Construction & Roofing ~

Jed Marsolf

Missouri Judgment Collections ~

Ronald Rugen

Morris Loan & Investment Co. ~

Neal Wood

RentGrow, Inc. ~ Andy Cruickshank

A.R. Wilson, Inc.
Accent Properties
Advanced Exercise Equipment
Advantage Waste
Affordable Housing Action Board
Air Services Heating & Cooling
All Glass
American Marketing Systems, Inc.
Apartment Finder
At Home Real Estate Services/MTM, LLC
B & T Sims Properties
Bell Management
Ben-Steele Properties
Better Business Bureau
Bibbs (Nellie), Independent
Bridges Apartments
Bryan Properties
Cabinet and Bath Supply, Inc.
Calhoun, Independent
Canterbury Townhomes
Casagrand Real Estate & Investment
Chandler Properties
Chen (Jun), Independent
CitiSmith Barney, Stevenson Dugal Group
City Utilities
Coryell, Independent/TLC Properties
Cowherd Construction Co.
Crittter Control of Springfield
Culbertson & Faegre, Independent
Davis Properties
Debco Management
DHS Property
Digital Print Ink
Dizmang Properties, Inc.
Domino's Pizza
Drain Doctor
Elliott Lodging
Empire Bank
Encore Management Group
Eoff & Associates
Fitch Electric L.L.C.
For Rent Media Solutions
Forest Park Apartments
G & S Rentals
Gershman Mortgage

Gillenwaters Developments
Graham Properties, LLC
Great Southern Bank
Greater Springfield Board of Realtors
Greystar - Lake Shore Apartments
Greystone Properties, LLC
Guaranty Bank
Hamilton Properties
Hargrove Rentals
Haselhorst Properties
Haun Properties
Hazell Investments
Heyle Realtors & Counseling Services
Home Again Properties
HomeVestors
Horizon Court
Housing Authority of Springfield
Hunter Property Management
J & J Properties, LLC
John Andes Properties
John B. Hughes Apartments
John Morris Equipment
Johns Investments Ltd.
Kara Van Place
Kayser (Dave), Independent
Kee Wes Service
Kellett (Angie), Independent
Kennco Construction
King Rentals
Kodiak Property Management
LL&B Properties
Lamar Properties
Law Offices of James R. Cox
Lockwell Heating & A/C
Lowther Johnson Law Firm
Magers Properties
Manley (Ralph), Independent
Mayhew (Soonok), Independent
McCann Properties
McKinnis (Rick), Independent
Media.com Communications
Merritt Properties
Metro Builders Supply
Metropolitan National Bank
Mid America Mortgage Services
Midwest Rug Co.
Millennium Properties LLC
Minuteman Press
Momentum Real Estate Investments
Monarch Properties
Morelock-Ross Properties
MTS Contracting Inc.
Neale & Newman Law Firm
Newman Enterprises
O'Reilly & Jensen, L.L.C.
Orkin Pest Control
Outzen (Sharon), Independent
Ozark Cleanpro Carpet Cleaning System
Over-All Service Specialists
Ozark Realty Management
Ozark Rentals
Pay to Stay Properties
Peck (William), Independent

Pellham Commercial Realtors
Perry Rentals
Pin Oak Properties
Plumlee, Independent
Preffitt Properties
Priority Homes, LLC
Professional Property Management
Queen City Construction
Queen City Properties
R.B.S. Properties
Republic Pest Control
Rumley (William), Independent
Savage, Inc.
Selement Rentals
ServiceMaster Restoration & Construction
ServPro
Shaddy Rentals
Shriver Companies
Sifferman Manor
Sign-A Rama
South Creek Development Corp.
Southwood Properties
Springfield Newsleader
Springfield Striping & Sealing
SS & B Heating & Cooling
Southwest Center for Independence
State Farm Insurance
Strickland, Independent
Stump (Keith), Independent
Surplus Warehouse Springfield
SW Center of Independent Living
TLC Properties
Terraces at Copper Leaf
Thousand Hills Golf Resort
TRK Properties LLC
Tuck Rentals
Turner Properties
Two Men and a Truck
U-Link LLC
Uckeke, Independent
US Bank
U.S. Lawns of the Ozarks
The Villas at Copper Leaf
Veasman, Independent
Waste Corporation of Missouri
Wilhoit Properties
Wood & Huston Bank
Wood Re New & Tile Too!

The following elected not to renew their membership. We're sorry to see them go!

Caffey Rentals
Doug's Pool & Spa
Fairwood Enterprises
Jay & Kaye Rentals, LLC
Key Management Company
Northside Rentals
Oakwood Group LLC
O'Dell Rentals
Preston Holdings, LLC
Thousand Hills Golf Resort



www.springfieldhousing.net

Membership Application

**Greater
Springfield Apartment &
Housing Association**

1717 E. Republic Road, Suite A, Springfield, MO 65804
(417) 883-4942 Fax (417) 886-3685 info@springfieldhousing.net

<input type="checkbox"/> Owner Membership	<input type="checkbox"/> Non-Profit Membership	<input type="checkbox"/> Vendor Membership
Company Name		
Contact Name		
Mailing Address		
City/State/Zip		
Phone/Fax		
E-Mail Address		
Web Site		
What is the nature of your business?		

Owner/Management Company & Non-Profit Membership Benefits

Owner Member dues are \$145 (base fee) plus \$2 per unit annually. Non-Profit Member dues are \$135 annually. If a non-profit owns or manages units, the non-profit must join as an owner/management company and pay accordingly. Benefits include attending general membership meetings and socials, complimentary listing on the SAHA Web Site (www.springfieldhousing.net), free **Housing News** newsletter, membership with both the National Apartment Association (including free **Units** magazine) and Missouri Apartment Association, complimentary SAHA logo for use on your business cards, attorney-approved forms available, and free legal hotline. *Please list all properties and unit counts. If additional properties, please list all information as below on separate sheet and enclose with your application.*

Property Name	Number of units _____
Contact Name	
Mailing Address	
City/State/Zip	
Phone/Fax	
E-Mail Address	

Vendor Membership Benefits

Vendor Member dues are \$369 annually. Benefits include attending general membership meetings and socials, complimentary company listing on Web Site (www.springfieldhousing.net) and SAHA Yellow Pages (issued to over 100 managers and owners), one full year (10 issues) of the **Housing News** newsletter, membership with National Apartment Association (including free **Units** magazine) and Missouri Apartment Association, and either one free set of membership mailing labels or member list in .xls format via email.

Business card enclosed Business profile/photo/logo enclosed or Emailed.

Agreement, Payment and Signature

Enclosed is a check or money order payable to "SAHA". In making this application, I/We agree to abide by the Greater Springfield Apartment & Housing Association's Bylaws and all amendments thereof. If I/We decide not to renew our membership, I/We will provide a thirty-day (30) written notice prior to membership renewal date. In the event of termination of membership in this Association, I/We agree to discontinue use of all logos, forms and membership services. I/We understand that membership dues are annual and that application to continue membership is made to the board of directors on an annual basis.

<input type="checkbox"/> Owner/Management: \$145+ \$2 per # _____ Units = \$ _____ enclosed.	
<input type="checkbox"/> Non-Profit: \$135+ \$2 per # _____ Units = \$ _____ enclosed.	
<input type="checkbox"/> Vendor: \$369 enclosed.	
<input type="checkbox"/> Enclosed is an additional \$120 (billed annually) for banner ad on website (<i>business card or banner provided</i>).	
Name (printed)	
Signature	Date



George L. Pezold
Territory Representative

Advantage Waste Service
2211 West Bennett Street
Springfield, MO 65807
Office: 417.866.8700
Cell: 417.872.8072
Fax: 417.832.8867
gpezold@advantagewaste.com
www.advantagewasteservice.com

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SPRINGFIELD APARTMENT & HOUSING ASSOCIATION CALENDAR OF EVENTS 2008

MARK YOUR CALENDARS FOR THE 3RD THURSDAY OF EACH MONTH
TOPIC SUBJECTS & SPEAKERS SUBJECT TO CHANGE

ALL MEETINGS WILL BE HELD AT NOON AT THE GOLDEN CORRAL, *UNLESS OTHERWISE SPECIFIED*

Future Meetings & Events:

May 15, 2008 ~ Noon Meeting @ Golden Corral
Courtroom Procedures

June, July & August (Summer Break)
Have a great summer!

September 18, 2008 ~ Trade Show/Vendor Social
5:30 p.m. at Clarion Hotel. Speaker TBA

October 16, 2008 ~ Noon Meeting at Golden Corral

November 20, 2008 ~ SAHA Award Banquet

