

CRPM/CE on the way- See you Tuesday!

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Join us Tuesday

May 23rd, at 8 am

Working on your CRPM?
Looking for CE credit?

Upcoming Events:

**May 18th from 6pm-8pm-
HAPPY HOUR AT Red's Bar
and Grill at THE
WIGWAM!** Join us at the
Wigwam for another great
outing- [More Info>>](#)

**May 25th from 12-4pm -
Phoenix Metro welcomes the
ADOR to give a new update
on the TPT Challenge. Come
join us at the PRS Hangar.
[More Info>>](#)**

**June 6th @ 9am -
DESIGNATION COURSE -
Working on your NARPM
Designation? **Essentials of
Risk Management** [Register
Here>>](#)**

**June 13th @ 3:30pm - Feed
My Starving Children - Come
join us for a community
service project with the Metro
Chapter in Mesa to pack food
and have some fun. [Details
and Registration Here>>](#)**

**June 20th @ 5:30pm - Happy
Hour @ Zipp's!**
Family friendly get together
with your NARPM Family.
Where At? [Click Here>>](#)

Thank you to our sponsor!

This month's meeting is
sponsored by Steve Wittner
with:

3 Hours CE/CRPM D101 A Duty to Disclose

The NARPM® West Valley Chapter
welcomes Denise Holliday to talk to us
about Disclosure:

- How are you managing your properties?
- What does the word disclosure mean?
- What disclosure laws in are in place in the state of Arizona?
- Can you define Material?
- Do you know the requirements for disclosure on a stigmatized property?
- What's in your PMA?

Cost? NARPM® will be covering the cost for all Professional members. Non-NARPM® members cost is \$35.00 at the door.

Advanced registration is NOT required for this course, but we are asking that attendees arrive at 8 am to ensure a prompt start time after networking and

PROPERTY SERVICES

Tomorrow's Solutions Today

Like us on Facebook: [\(Here\)](#)

Find us online: [\(Here\)](#)

Check the calendar to the left for other great events planned around the valley, and we will see you at happy hour tomorrow!!



If you are a property manager in our local area or are just curious to learn more about our industry we encourage you to join us at one of our monthly meetings. [LEARN MORE](#)

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NARPM West Valley Chapter · 7025 W Bell Rd #10 · Glendale, Arizona 85308 · USA



This year's hottest topic- See you Tuesday!

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July 19 Happy Hour at Zipp's 5-7:30 pm

July 21 Designation Course! Marketing 9am-4pm (Hosted by the Southern AZ Chapter) [Find out more>>](#)

July 25 VENDOR FAIR 2-5pm TIME CHANGE - We have a special event planned for July, so please note the time change.

August 22 Community Service Event- Andre House- Tuesday 3-7 pm Registration coming soon!

This month's meeting is sponsored by Heather Nicely with:



Like us on Facebook: [\(Here\)](#)
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Join us Tuesday, June 27th, at 9 am

Leveraging and Outsourcing with the Property Management Panel

The NARPM® West Valley Chapter will be hosting an information sharing panel on the following:

- Virtual Assistants: How to hire, pros and cons, and where to hire them!
- Self Showings
- New Technologies
- Inspections
- Insurance for Investments
- Maintenance calls
- and MORE!

Check the calendar to the left for other great events planned around the valley, and we will see you Tuesday morning at 9am at WEMAR!! [\(map\)](#)

encourage you to join us at one of our monthly meetings. [LEARN MORE](#)

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CRPM/CE Registration - See you Tuesday!

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Join us Tuesday
August 22nd, at 8:30 am

**3 Hours General
Credit -**

Upcoming Events:

**August 24th @ 9am -
Designation Course in
Prescott / Rewarding Owner/
Client Relationships-** [Find out
more here>>](#)

**August 23rd @ 3pm - Andre
House** - West Valley Chapter
ministers to the homeless in
Phoenix - Sign up is required-
[Find out more here>>](#)

**September 13th @5:30 -
Joint Happy Hour-** Join us
with another joint happy hour
with the Phoenix Metro
Chapter at Mother Bunch
Brewery. [Map>>](#)

September 26th - Save the
Date for our monthly
membership meeting and
annual Board of Directors
Elections! - Anyone interested
in volunteering for our 2018
Board of Directors, please
contact Alicia Weaver at
alicia@azpropertybrokerage.com.

Thank you to our sponsor!

This month's meeting is
sponsored by Clark Sanchez
with:

Introduction to Property Management

The NARPM® West Valley Chapter
welcomes our NARPM National president to
talk to us about Property Management:

This course is designed for people that are
thinking about getting into property
management and those who are new to
property management. However, those that
manage properties for themselves or those
that are experienced property managers may
find many tools and tips that help them. This
course will provide a very high-level look at
property management and its many facets.
From management software to move-outs,
this course will cover it all. Bring all your
burning questions you may have about
property management, because this will be
your opportunity to ask them.

Cost? Attendance is free for NARPM
Members, and \$40 for non-NARPM
Members. No refunds will be issued.
Membership will be verified at check-in.

Advanced registration is required for this



[72-1503417600](tel:72-1503417600)

CE class starts at 9am, so please arrive by 8:30 for our membership meeting and housekeeping items.

Like us on Facebook: [\(Here\)](#)

Find us online: [\(Here\)](#)



If you are a property manager in our local area or are just curious to learn more about our industry we encourage you to join us at one of our monthly meetings. [LEARN MORE](#)

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CRPM/CE Registration - See you 10/24!

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Denise Holliday, ESQ is an attorney with Hull, Holliday & Holliday and has been engaged in landlord tenant law since 1996. She has been a keynote speaker at several legal seminars, regarding landlord/tenant issues presented to the Association of Landlord/Tenant Attorneys, Maricopa County Justices of the Peace, NARPM®, AHMA, and numerous other professional associations. As a pro tem judge for the past almost 15 years and attorney that practices solely in this landlord tenant arena, she has a unique perspective of the law and its practical application. She has litigated over 100,000 over the past almost 20 years and have successfully defended over 200 fair housing complaints.

Upcoming Events:

October 18th @ 5pm - Happy Hour - Join us for Happy Hour at Cold Beers & Cheeseburgers [6718 W Deer Valley Rd](#)

Attention Affiliates: We are already scoping out the perfect venue another amazing NARPM Christmas celebration! We can not make this event possible without you! If you would like to sponsor this event, sponsorships are due no later than October 24th. Also, if you are a professional member interested in volunteering to help coordinate, please contact Kelly Kordick, social chair.
kordick.kelly@gmail.com.



Join us Tuesday
October 24th, at 9:00 am

3 Hours Legal Issues

CRPM: Unlocking the Mysteries of ARLTA

The NARPM® West Valley Chapter welcomes Denise Holliday, Esq. to talk about the Arizona Landlord Tenant Act.

Laws change quickly. Get the Arizona Residential Landlord Tenant Act (ARLTA) knowledge you need to put your best property management foot forward.

- Take a deep dive into the statutes that govern landlord tenant relationships
- Learn to recognize the general provisions of the ARLTA & the impact those statutes have on duties as a property manager.
- See how ARLTA impacts the rental agreement.
- Get real world experience applying appropriate statutes to specific landlord tenant issues.

Cost? Attendance is free for NARPM Members, and \$35 for non-NARPM Members. No refunds will be issued. Membership will be verified at check-in.

Advanced registration is required for this course at: <http://www.aaronline.com/events/?u=NARPM10242017>

CE class starts at 9am, so please arrive by 8:30 for our membership meeting and housekeeping items.

CRPM: CERTIFIED RESIDENTIAL PROPERTY

This month's meeting is sponsored by AI Root with:



management offering property management classes that you can use for your real estate license renewal. Find out more information on: www.aaronline.com/increase-knowledge.



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Arizona Department of Revenue Tax Update

Did you know beginning with the January 2018 reporting period, Property Management Companies will no longer be permitted to report and remit TPT using their own "master" TPT license on behalf of client property owners?

The NARPM West Valley Chapter invites you to join us as we host representatives from ADOR on November 28, 2017 at 10:00AM at [Palmbrook Country Club](#).

ADOR will be providing the most recent updates to the changes affecting property management companies!

Click [here](#) and let us know you're coming!

Don't Forget!

[RSVP today for our Holiday Party!](#)

December 12th 6-9PM - Join us for an evening of bowling, food and fun as our Thank You for a great 2017 - [Tavern + Bowl RSVP!](#)

Requests/Feedback?

We're planning our 2018 calendar and want your feedback! Need a specific CE/CRPM course? Know a great meeting topic? Talk to any board member or email westvalleynarpm@gmail.com

Thank you to this month's meeting sponsor:



The Arizona Department of Revenue will have a new transaction privilege tax (TPT) electronic filing program in place for property management companies (PMCs) by the start of 2018. The new Residential Rental Bulk Upload Program will improve the TPT filing process for property management companies, allowing a PMC to report and remit tax to each client's TPT license.

Starting with the January 2018 filing period, PMCs will be able to file and pay transaction privilege tax on behalf of their clients using the new electronic filing program. PMCs will be able to begin licensing to



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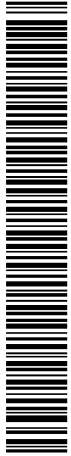
encourage you to join us at one of our monthly meetings. [LEARN MORE](#)

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705336163880889052001



Event

NARPM West Valley Chapter Holiday Party



Date+Time

Tuesday, December 12, 2017
from 6:00 PM to 9:00 PM (MST)

Location

Tavern+Bowl
6770 N Sunrise Blvd G-100
Glendale, AZ 85305

Payment Status

Free Order

Order Info

Order #705336163. Ordered by Noel Pulanco on December 4, 2017 11:45 AM

Type

NARPM West Valley Chapter Member



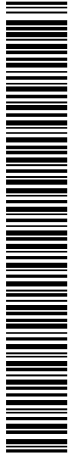
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Eventbrite

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Start selling in minutes with Eventbrite!
www.eventbrite.com

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**WEST VALLEY NARPM
BOARD MEETING
Wednesday, February 8, 2017
Minutes**

1. **Call to Order** – 11:02 am
2. **Roll Call- Alicia Weaver, Mike Sargent, Lou Osborn, Clark Sanchez, Al Root, / Heather Nicely and Kelly Kordick joined by audio**
3. **Treasurer's Report**
 - a. Current balance - \$5,442.38
 - b. Speaker costs have been low
 - c. Lou making membership calls bringing in \$
4. **President's Report - none**
5. **President-Elect's Report**
 - a. Chapter Excellence
 - b. TPT class needs to be added to Website
6. **Education**
 - a. Denise Holliday for two CEs – May and October
 - b. Steve Schultz confirming either June or July
 - c. Following up with Mike Mulvena, possibly for April
 - d. AAR conference needs to be marketed on February
7. **NARPM Designation Committee**
 - a. Check with Total Wine
8. **Membership**
 - a. No new members, so focus on drive
 - b. Will send email invite for Happy Hour to non NARPM members
 - c. Al Root will take the lead with starting gift bags for inviting PMs to a meeting
9. **Mastermind Groups**
 - a. A way to recruit members
10. **Affiliate Chair**
 - a. People don't know how to pay
 - b. We have no pool service for the chapter yet
 - c. Looking for Sept, Oct, and Nov sponsors
11. **Social Chair**
 - a. Need Happy Hour Sponsors
 - b. Plan one more joint happy hour
 - c. Ask if we can invite the West Chapter to the camping trip
12. **Old Business**
 - a. Alicia and Heather bringing laptops for the Feb meeting for Tony to use
13. **New Business**
 - a. Meet with Phoenix Metro Board pending

- b. February Chapter Meeting
 - i. Check to be given to Tony
 - ii. No March meeting. Need to communicate.
- c. Future board meetings
 - i. Keep meetings at the Links on Tuesdays

12:09 PM - Call to Close-Adjourned



Tue 3/14/2017 1:45 PM

Mike Sargent

March Board Meeting Tuesday, March 14, Minutes

To sueflucke@westusa.com; Heather Anderson-Nicely; Noel Pulanco; Lou Osborn; Clark Sanchez; David Pruitt; Al Root; Kelly Kordick; Alicia Weaver



We had no quorum, so we held a brief informal discussion of certain topics. Attendees: Noel, Kelly, Sue, Clark. Here's the summary:

1. TPT – Sue said things continue to be a mess, and it would be meaningless to bring any education to the members either at a meeting or via other type of communication. She and Mike M. continue to pass on complaints to ADOR.
2. Noel confirmed that our education is booked for entire year with the exception of July. He is partnering with AAR for all CE/CRPM classes.
3. National is NOT reporting accurately on our June Designation class (time/date/cost, etc.). We need to get that updated asap.
4. We chose Betty's Nosh for our April 25 (5:30pm) happy hour.
5. Discussion about better communication on how members pay dues. Need application for both types to be very specific about how they pay (invoice).
6. Need to remind (via flyer/FB) the following:
 - a. No March meeting
 - b. AAR Convention in Prescott and NARPM day (28th)
 - c. Heather - coordinate with me on next communication to make sure we include all reminders
7. We'll continue discussion of these and other topics via e-mail
8. Next board meeting will be in April at the Grill. Date TBD.

Mike Sargent

Owner/Realtor[®]

West Valley NARPM (Phoenix) President/Treasurer

www.HomeQwik.com

18205 N 51st Ave, Suite 121
Phoenix, AZ 85308

602-792-5326 (Direct)
602-792-5353 (Main)
602-451-1021 (Cell)



WEST VALLEY NARPM BOARD MEETING
Tuesday, April 18, 2017
Minutes

1. **Call to Order** – 9:02 am
2. **Roll Call**- Alicia Weaver, Mike Sargent, Lou Osborn, Noel Pulanco, Heather Nicely, Clark Sanchez, Dave Pruitt, Al Root
3. **Treasurer's Report**
 - a) Current balance - \$5,498.08
 - b) Open Invoices - \$540.00
 - c) Past Due Invoices - \$540.00
 - d) Might have some upcoming education costs.
4. **Website/Marketing Report- email ready to go today**
 - a) Heather to email Noel of any info needed for upcoming courses
 - b) Flyer for CRPM had incorrect time- Heather will highlight in email blast
 - c) Start meeting at 8:30, not 9 to make time for membership meeting.
 - d) Designation course needs separate email push with corrections sent out this month
5. **Membership**
 - a) Three people new attending from HomeQwik
 - b) Alicia bringing new member
 - c) Membership goal for the year is +9
6. **Affiliates**
 - a) Affiliates missing from the website
 - b) Treasurer will email once paid
 - c) Updated list to be sent out of ALL current affiliates
7. **Social Events**
 - a) Pats Run
 - b) Happy Hour
 - c) Toy Drive
8. **Old Business**
 - a. Ways to up chapter excellence- new members, designations, minutes, service projects
 - b. March board meeting minutes- approved.
 - c. Eval of February Chapter Meeting- Alicia will greet at table moving forward
 - d. Board meetings open, but must first reach out to sit in on board meeting
9. **New Business**
 - a. Leaving charge for meeting the same for this month, but will work with AAR moving forward.
 - b. July schedule for vendor fair with NARPM to provide breakfast
 - c. Table at all meetings for affiliate swag
 - d. Heather to email Clark to put together swag bag invites for Non-NARPM peeps
 - e. Reminder for upcoming West Valley Designation class
 - f. May board meeting scheduled.

10:02 AM - Call to Close-Adjourned

**WEST VALLEY NARPM
BOARD MEETING
Wednesday, February 8, 2017
Minutes**

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WEST VALLEY NARPM
BOARD MEETING MINUTES
Tuesday, September 12, 2017
Valentine Real Estate office at:
8631 W. Union Hills STE 203 Peoria, AZ 85381

1. **Call to Order** – 9:30 am
2. **Roll Call:** *Mike, Lou, Noel, Alicia, Clark, Heather (phone), Kelly (phone)*
3. **Treasurer's Report**
 - a. Current balance - \$6,217.20: *Spent funds on education (Steve Schultz) and Alicia's travel for St. Louis*
4. **Old Business**
 - a. Approval of August board minutes
5. **New Business**
 - a. WeMAR Vendor Fair – Thursday, September 28: *Lou, Noel & Alicia. Lou to arrive for setup, Noel will give Lou banner at next chapter meeting. Alicia will bring marketing bags and literature to event.*
 - b. September chapter meeting.
 - i. *Tax Savings for Entrepreneurs*
 1. *Advertise how the speaker will benefit chapter members*
 - c. Update on rest of year chapter meetings
 - i. Speakers
 1. October – *Denise Holliday – will attempt to change course to Landlord Tenant Act*
 2. AZDOR in November – *TPT update*
 - ii. 2018 schedule – have we booked any education?
 1. *Steve Schultz, Mike Mumford (Acctg), Mike Mulveena agreed to come back and teach*
 2. *Clark recommends Ed Ricketts*
 - d. Chapter Election
 - i. *2018 Committee chairs voted on as follows:*
 1. *Education: Wendy Whiting*
 2. *Membership: Lou Osborn*
 3. *Affiliate: Pattie Hackman*
 4. *Social: Kelly Kordick*
 5. *Marketing: Mike Sargent (Alicia Weaver)*
 - a. *Heather to do in-depth training with Mike*
 - ii. *Legislative chair TBD (possibly Wilma Purcell or Mae Innabi)*
 1. *Legislative chair involves a monthly update of what is going on locally*
 - iii. Confirmation of executive board for membership vote
 1. *Voting on: President Elect- Noel Pulanco, Secretary- Debbie Valentine, Treasurer- Jessie Collier*
 - iv. *Will send out 1 more request for volunteers from chapter members*
 - v. *Affiliate chair to rotate annually*
 - e. Social
 - i. Joint HH, Sep 13.
 1. *Need to personally contact and invite chapter members*

- ii. *Join Phx chapter at Zoo Lights Nov 30th*
- iii. *Christmas Party: checking out a bowling/brewery venue at West Gate. Will have in place by October meeting.*
- f. Future board meetings
 - i. October board meeting will be 2 hours for 2018 planning. New board members should attend Oct/Nov meetings.
 - 1. *October 12th: 9:00-11:00*
 - 2. *November 21st: 9:30-11:00*
- g. *Prospect Gift Bags*
 - i. *Lou will create a list of prospective chapter members*
 - ii. *Ask affiliates to participate. Ask affiliates to notify who they've delivered the bags to.*

10:30 AM - Call to Close-Adjourned

WEST VALLEY NARPM
BOARD MEETING
Wednesday, June 14, 2017
Luci's at The Orchard
Minutes

1. Call to Order – 10:09 am
2. Roll Call: Clark Sanchez, Al Root, Heather Nicely, Lou Osborn, Noel Pulanco, Kelly Kordick, Alicia Weaver
3. Website/Marketing Report – need to review new member notification process with a meeting between Lou, Heather, Clark & Mike. Currently Heather is locked out of the website. E/M will go out announcing June chapter meeting and a Facebook reminder for the June happy hour is scheduled.
4. Education
 - a. AZDOR – October?
 - b. Discussed Roundtable for June, July- Chelsea with Fidelity (social media), Aug- Steve Schultz (Intro to PM)
5. Membership – 2 new members. Will do a raffle reminder at June meeting & recognize members who have had referrals.
6. Affiliates
 - a. Mugs – Alicia will put together a gift bag and bring to July board meeting.
 - a. We discussed everyone taking 3-5 companies and visiting them throughout the month.
 - b. Need a pest control affiliate and pool company
2. Social Events
 - a. Happy Hour @ Zipps in Glendale June 15th 5-7pm
 - b. Community service @ the Andre House Aug 22nd, 21 spots available
3. Old Business
 - a. Approval of May board minutes (attached) – Heather approved
 - b. Eval of May Chapter Meeting/CE Class
 - c. Previous chapter and board meeting minutes
 - d. Review June Designation class
4. New Business
 - a. June chapter meeting
 - b. July meeting
 - i. Vendor Fair – Discussed logistics for vendor fair
 1. We are going to make it a “ circus theme” . Looking into the cost of renting a popcorn machine and snow cone machine. Each vendor can bring a raffle item valued at \$25 or less to encourage attendees to visit their booths.
 2. Clark made a nice marketing ticket that will be handed out during our next meeting
 3. We decided that for each guest a member brings to the vendor fair, they will get an additional 5 tickets for the \$500 raffle prize
 4. The timeline is: 2-3pm mingle, snacks; 3pm-3:45pm speaker; 3:45-end trivia, raffle etc
 - ii. Marketing Efforts – become affiliate vendor of SEVRAR, WEMAR or PAR
 - iii. July affiliate recognition
 - c. Future meetings
 - i. Schedule July board meeting

11:00 AM - Call to Close-Adjourned

WEST VALLEY NARPM
BOARD MEETING MINUTES
Tuesday, November 21, 2017
Valentine Real Estate office at:
8631 W. Union Hills STE 203 Peoria, AZ 85381

1. **Call to Order** – 9:00 am
2. **Roll Call:** Mike Sargent, Pattie Hackmann, Clark Sanchez, Al Root, Lou Osborn, Alicia Weaver, Noel Pulanco, Kelly Kordick, Jessie Collier, Wilma Purcell
3. **Treasurer's Report**
 - a. Current balance - \$4,820.92
 - i. Spent money on Christmas party, rec'd check from national for \$300
 - b. Review of Financials for Budget
 - i. Goal of 75 members in 2018
4. **Old Business**
 - a. Approval of September board minutes
 - b. Eval of last chapter meeting
 - i. Running meetings through AAR = \$715 total income - \$633 AAR/teacher fees. WEMAR will promote for free.
 - ii. Integrate payments into website. Approved.
 - iii. Develop easier check in process for meetings.
 - c. Prospect gift bags
5. **New Business**
 - a. Membership survey
 - i. Call members individually to check in and distribute survey at Nov meeting and online. Wendy & Pattie to create survey.
 - ii. Ask members if they are interested in a designation.
 - b. 2018 Meeting Schedule
 - i. Approved booking Cromford for January meeting
 - ii. Affiliate Fair- discussion on whether or not we will team up with Phx chapter
 - iii. June Candidate meet and greet at WeMAR and alternate date
 1. No joint June meeting with WEMAR. Will find alternate venue.
 - c. 2018 Planning – Committee chairs
 - i. Membership
 1. Update Lou on who has paid.
 2. Would like to consider incentivizing out of area NARPM members to join our chapter by offering a free membership.
 3. Prospecting via pipe drive
 - a. Contact & follow up will be automated
 4. Eliminate local app for new members
 - ii. Education
 1. Update on next week's meeting
 - a. Business meeting at 10am
 - b. Refreshments- we will provide coffee, tea, water, and cookies.
 - c. Clark to notify WEMAR where to send people if they mistakenly arrive there
 - d. \$30 dues for 2018 for any new members signing up at the Nov

meeting

- e. Swear in chapter officers at meeting
 - 2. WeMAR dates (Apr, Jul, Sep, Oct: hard start times at 1pm, possible new June date: 21st – I booked this one)
 - a. Confirm Judy is scheduled for 1:30
 - 3. Two designation classes next year? Will stick with the one we've already booked.
- iii. Affiliates
- 1. Joint, discounted fee for joining both chapters.
- iv. Social – Kelly
- 1. Holiday Party planning (Tavern + Bowl, Westgate – Tue., 12/12)
 - a. Sponsorships? 4 sponsors currently: Radius, RentZap, Servpro, and BMO.
 - i. Goal \$2k
 - 2. Happy Hour location: Macayo's @ 59th Ave & Bell Rd
 - 3. 12/20/17 Board Party
- v. Marketing
- 1. Send official holiday party invite
 - 2. Send affiliates & members 1 more email.

6. Next Meeting

- a. Tuesday, December 5, 9:30 am. Same location.

10:40 AM - Call to Close-Adjourned

Anti-Trust Statement

It is the policy of the NAFPM to comply fully with all antitrust laws. The antitrust laws prohibit, among other things, any joint conduct among competitors that could lessen competition in the marketplace. NAFPM's membership is composed of competitors; they must refrain from discussing competitively sensitive topics, including those related to pricing (such as rates, fees, or costs), individual competitors or specific business transactions, or controlling or allocating markets. Further, NAFPM shall not restrict members' ability to solicit competitors' clients or to advertise for business in any way that is not false, deceptive, or otherwise illegal.

**WEST VALLEY NARPM
BOARD MEETING
Tuesday, May 16, 2017
Minutes**

1. **Call to order** 9:00 am
2. **Roll Call** – Mike Sargent, Jeff Hockett, Noel Pulanco, Lou Osborne, Al Root
By phone: Heather Nicely and Kelly Kordick
3. **Treasurer’s Report**
 - a. Current balance - \$6000
4. **President’s Report** – None
5. **President Elect’s Report** - None
6. **Education**
 - a. Discussed Roundtable for June (Best Practices – Outsourcing)
 - b. July Vendor’s Fair – We have the room from 1-5pm meeting 2-4pm
 - i. \$500 prize to be offered at drawing end of fair at 4pm
 - ii. Discussed punch card to assure that PM Attendees visit each vendor.
 - iii. Discussed possible vendor potluck for something to offer at their table
7. **NARPM Designation Committee** – None
8. **Membership** – National shows 50, actual number paid is 42 plus 5 prospects
9. **Affiliate Chair Report** – None
10. **Social Chair** – Kelly arranging for Happy Hour on 6-15-17, will advise
11. **Old Business** – Approved minutes from the last meeting
12. **New Business** – Board Meetings will continue at the Links Restaurant.
13. **Meeting adjourned at 9:55am**

**WEST VALLEY NARPM
BOARD MEETING
Tuesday, July 11, 2017
21226 N 52nd AVE, Glendale AZ 85308
Minutes**

1. **Call to Order** – 9:08 am
2. **Roll Call:** *Mike Sargent, Lou Osborn, Noel Pulanco, Kelly Kordick, Alicia Weaver, Clark Sanchez, Al Root, Heather Nicely (phone)*
3. **Treasurer's Report:** *Current balance \$5,860.78*
4. **President-Elect's Report** *Submitted request to NARPM national for marketing materials*
5. **Nomination Committee (2018 Officers)** *Lou: Chair, Al & Clark*
 - a. *Begin asking for volunteers at July meeting, ask again in August.. voting at meeting in Sept.*
 - b. *Email will go out to chapter specifically requesting volunteers.*
 - c. *Current positions are not automatically renewed, open to other chapter members first.*
6. **Social Events**
 - a. *Zipp's, July 19th*
 - b. *Andre House: link posted on Facebook, need to register. Conflicts with meeting- change date to 8/23.*
 - c. *Sept 13th joint happy hour with Phx chapter*
7. **Old Business**
 - a. *Approval of June board minutes (attached)*
 - b. *Eval of June Chapter Meeting: Seemed like a low turnout but Phx chapter had low turnout, too. Possibly due to summer travel. Complaints about too much promotion. Discussion regarding affiliates visiting meeting not giving pitch to group.*
 - c. *Previous chapter and board meeting minutes- Heather & Alicia to reconcile.*
8. **New Business**
 - a. *July chapter meeting. No chapter meeting in addition to Event*
 - i. *Marketing plan? Will begin Facebook and email marketing. Heather would like to boost post on Facebook...\$20-\$30. All members need to be interacting with Facebook posts so they reach more people. Board members agree to send info out via personal email to potential attendees.*
 - ii. *Final agenda/logistics: Noel & Alicia will greet attendees at door, Noel to hand out drawing tickets. Board members are not eligible to win.*
 - a. *2pm begin*
 - b. *2:30-3 speaker*
 - c. *3 mingle with vendors*
 - d. *3:30 drawing*
 2. *Room layout*
 3. *Arrive early to setup: 11:30am*
 4. *Food/popcorn/nachos: Alicia will book popcorn & nachos, will purchase water, beverages and cookies from Costco.*
 - iii. *Info on speaker: speaker needs projector, speaker & screen (no hdmi available)*
 - iv. *Rest of year schedule: No meeting in December*
 1. *Remaining speakers: Sept & Nov are open for speakers*
 - v. *2018 schedule: Need to finalize chair positions to begin working on 2018*
 - b. *Future board meetings*
 - i. *Rest of year schedule: 2 weeks before chapter meetings, Lou will book Fidelity for August meeting.*

10:16 AM - Call to Close-Adjourned

**WEST VALLEY NARPM
BOARD MEETING
Tuesday, August 15, 2017
21226 N 52nd AVE, Glendale AZ 85308
Minutes**

1. **Call to Order** – 9:30 am
2. **Roll Call:** *Mike Sargent, Lou Osborn, Noel Pulanco, Kelly Kordick, Alicia Weaver, Clark Sanchez, Al Root, Heather Nicely (phone)*
3. **Treasurer's Report**
 - a. Current balance - \$6,217.20
4. **Old Business**
 - a. Approval of July board minutes (attached)
 - b. Eval of Vendor Fair: *Good feedback all around*
 - c. Previous chapter and board meeting minutes: *Heather will look into what she has*
5. **New Business**
 - a. August chapter meeting: *CRPM CE class- Intro to PM -Good opportunity to invite new PM's*
 - i. *Class begins at 9:30, meeting begins at 9am. All monthly meetings must begin with a business meeting.*
 - ii. *AAR will be promoting (contact at AAR was Liz)*
 - iii. *Chapter needs to do more promotion*
 - b. Update on rest of year chapter meetings
 - i. Speakers
 1. AZDOR in November
 2. *Sept is still open. We need a good turnout for nominations.*
 3. *October- Denise Holliday -CRPM/CE class, Manager's Duty to Disclose*
 - ii. Sponsors: *Clark has booked through February 2018 for incoming chair*
 1. Welcome new affiliates – 1-minute pitch
 2. Sponsors – 5 minute pitch
 - iii. 2018 schedule
 - c. Pro-ration scheme for Affiliate dues: *\$35 pays thru 12/31 if you pre-pay next years dues beginning Sept 1st.*
 - d. Chapter Election
 - i. Nomination Committee: Lou (chair), Alicia: *Big point during Aug chapter meeting*
 1. *Lou & Alicia will send email prior to next meeting*
 - ii. Elections should be held prior to September or at that meeting
 - iii. *Mike & Alicia will name committee chairs, elections will be held for Pres Elect, Secretary, Treasurer*
 - e. Social
 - i. Andre House, Aug 23
 - ii. Joint HH, Sep 13. Sponsorship? *Mae-food, Al-drinks. Mother Bunch*
 - iii. *Christmas Party – Looking for interactive venue on west side*
 - f. Designation committee
 - i. We need a chair and members
 - ii. Developing Rewarding Owner Relationships (May 17, 9-4pm)
 - g. Membership Survey? *Hand out at Sept meeting. Heather will email board last years survey.*
 - h. Future board meetings
 - i. Rest of year schedule
 1. *9/12, 10/10, 11/14 @ 9:30, Lou to request Fidelity National Title*

10:37 AM - Call to Close-Adjourned

WEST VALLEY NARPM
BOARD MEETING MINUTES
Thursday, October 12, 2017
Valentine Real Estate office at:
8631 W. Union Hills STE 203 Peoria, AZ 85381

1. **Call to Order** – 9:04 am
2. **Roll Call:** *Lou Osborn, Noel Pulanco, Wilma Purcell, Mike Sargent, Pattie Hackmann, Clark Sanchez, Debbie Valentine, Alicia Weaver, Wendy Whiting*
3. **Treasurer's Report**
 - a. Current balance - \$6,013.08
4. **Old Business**
 - a. Approval of September board minutes: *Approved*
 - b. Eval of last chapter meeting: *Overall very good.*
 - c. Update on October CE/CRPM class: *All set. Will request current head count from AAR*
 - d. Prospect gift bags: *Bring to membership meeting. Will add a line in affiliate email about prospect gift bags.*
5. **New Business**
 - a. Welcome Newly Elected Board Members: *give board members drive access*
 - i. Alicia – 2018 President
 - ii. Noel – 2018 President-elect
 - iii. Debbie Valentine – 2018 Secretary
 - iv. Jessie Collier – 2018 Treasurer
 - b. 2018 Planning – Committee chairs
 - i. Membership – Lou: *need co-chair. Need to streamline sign ups. Raffle is still ongoing, Alicia & Dave are in the lead. Would like to offer a discount if a member joins both chapters- Lou to discuss with Phx board.*
 - ii. Education – Noel (Wendy Whiting)
 1. What's going on with November DOR class? *No bigger room available @ WEMAR*
 2. *Noel will book WEMAR for 2018 chapter meetings.*
 3. *Mike Mumford is confirmed for February.*
 4. *Would like to host boot camp in 2018 and 4 CRPM classes (Wilma needs code of ethics, Lou needs equal housing).*
 5. *Cheri Hull for January*
 6. *Ask affiliates at meeting if they can do a 1-hr presentation and what would it be on *no self promotion**
 - a. *Contractor troubleshooting*
 - b. *Pattie Hackmann: What a HW does & does not do. Troubleshooting common area maintenance. How to get a HW to respond in an emergency.*
 - iii. Affiliate – Clark (Pattie Hackmann)
 1. *Incentivize affiliates joining both chapters (Ex: \$180 to join both chapters). Clark will reach out to Eric @ Phx chapter.*
 2. *Breakfast sponsors booked through Feb.*
 - a. *Affiliates can sign up for April-June by Nov. Meeting*
 3. *Don't want affiliate presentations to be a big sales pitch.*

4. *Affiliate chair supplies marketing with email content.*
 5. *Important to retain our affiliates from now-end of year.*
 - a. *22 affiliates currently*
 - b. *Utilize Nov meeting for a survey*
 - iv. **Social – Kelly**
 1. *Holiday Party planning (Tavern+Bowl, Westgate – Tue., 12/12) 6-9PM*
 - a. *\$1500 includes food, bowling etc.*
 - i. *Ask vendors to participate. Goal is to raise \$2,000 to cover 2 drink tickets per person. Offer different tiered sponsorship opportunities.*
 - ii. *Budget \$2,000*
 - b. *No children. Member + 1 event.*
 2. *Happy Hour October 18th at Cold Beer & Cheeseburgers sponsored by Pattie Hackmann & Clark Sanchez*
 - v. **Legislative – (Sue) Wilma Purcell: Resources- Sue, Denise, Liz R. Need content for blog.**
 - vi. **Marketing – Heather (MikeAlicia): 10/13 & 10/20 emails to go out.**
 1. *Add link to our blog to website, Facebook & emails*
 2. *Create Facebook event invites*
 3. *Need board members to share & comment on Facebook posts for more visibility*
 4. *Facebook reminders to be posted once per week*
 - vii. **Board Volunteers – Al Root, Mae Inabi, Clark Sanchez**
 - c. *Create and distribute questionnaires to affiliates and professional members at Oct & Nov meeting*
 - i. *Need to secure affiliate renewals for 2018*
- 6. Next Meeting**
 - a. *Tuesday, November 21, 9:30 am. Same location.*

10:35 AM - Call to Close-Adjourned

**WEST VALLEY NARPM
BOARD MEETING MINUTES
Tuesday, December 5, 2017
Valentine Real Estate office at:
8631 W. Union Hills STE 203 Peoria, AZ 85381**

1. **Call to Order** – 9:30 am
2. **Roll Call**
 - a. *Swear in Debbie Valentine as Secretary*
3. **Treasurer's Report** - Jessie
 - a. Current balance - \$6647.43 current balance, Nov income \$800
 - b. 2018 Budget
 - c. Spring Picnic
 - i. *April 21st @ Rio Vista 11-2*
4. **Old Business**
 - a. Approval of November board minutes
 - b. Evaluation of 2017
 - i. *Would like to add more community service events*
5. **New Business**
 - a. 2018 Goal Setting - Alicia
 - b. Membership survey
 - c. Committee chairs
 - i. Membership
 1. Membership Drive
 2. Pipe Drive
 3. Joint Chapter Discount
 4. *Lou will do all membership invoicing. Lou must be notified if anyone has signed up for national.*
 - ii. Education - Wendy
 1. 2018 Speakers/Educational Offerings
 - iii. Social – Kelly
 1. Holiday Party planning (Tavern + Bowl, Westgate – Tue., 12/12)
 - a. 31 Registered. Deadline?
 - b. Sponsorships? *Need to start asking for sponsorships in July.*
 - c. What needs to be done? Swag bags?
 2. Board Party – 12/20 at The Yard
 3. *Social events communication: 2 weeks out, 1 week out, morning of phone call*
 - iv. Marketing – Alicia
 1. Pictures for Slideshow
 2. Update Website
 3. Facebook Marketing Ideas
 - a. *More boomerangs*
6. **Next Meeting**
 - a. Tuesday, January 9th, 9:30 am. Same location.

10:30 AM - Call to Close-Adjourned

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We'll see you on February 21st!

[View this email in your browser](#)



Join us on the 21st:



Upcoming Events:

February 15 @ 11:30am: 3 hours CE/CRPM Risk Reduction in Tucson [Find out more>>](#)

February 16 @ 6:00pm: **Joint Happy Hour** and Arcade Adventure at Cobra Bar!!!! [Find out more>>](#)

February 21 @ 9:00am
Chapter Meeting: How to attract, Select, and Retain the Right Clients for You!
with **Tony Drost**,
MPM[®]RMP[®] [Find out more>>](#)

March 3-5th NARPM Camping at the Cave Creek Campground. RSVP to Kelly Kordick no later than March 1st. Questions about the details? Email Kelly at: kordick.kelly@gmail.com

March 10 @1:05pm Cubs vs. Mariners at the Peoria Sports Complex Join us for some fun in the sun as we head out to the ballgame! [Find out more>>](#)

March 28 @ 9:00am Chapter Meeting: Save the Date. Details coming soon!

Thank you to our February Meeting Sponsor!

This month's meeting is sponsored by Mae Innabi

How to Attract, Select, and Retain the Right Clients for You!

*The NARPM West Valley welcomes **Tony Drost**, MPM[®]RMP[®] to teach this month's meeting:*

- Learn to identify the right client for you
- Identify tools in selecting the right client and properties
- Discuss how to retain the right clients through exceptional and ancillary services
- Discuss when terminating a client may be a good option
- Identify systems and technology to provide pro-active communications

About our Speaker:

Tony A. Drost, MPM[®] RMP[®] became a landlord in 1990 and started First Rate Property Management, Inc. CRMC[®] in 1994. FRPM currently manages about 1,000 units in the Boise, Idaho area.

Tony has a BA Degree in Operations Management, which gave him the tools to be an effective manager. However, Tony credits his involvement with NARPM[®] for the real financial success and streamlining of his company. Tony served as NARPM's national president in 2011.

Over the years, Tony has applied what he has learned from NARPM[®] and its members, and has delegated the day-to-day operations to staff members. He focuses on strategic planning for



Tony learns something new at every NARPM® event and looks forward to networking with you.

Meeting held at WEMAR February 24th at 9am
[\(map\)](#)

Like the West Valley NARPM chapter on Facebook: [\(Here\)](#)
Find us online: [\(Here\)](#)



If you are a property manager in our local area or are just curious to learn more about our industry we encourage you to join us at one of our monthly meetings. [LEARN MORE](#)

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We'll see you on January 24th!

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Upcoming Events:

February 16 @ 6:00pm: Joint Happy Hour and Arcade Adventure at Cobra Bar. [Find out more>>](#)

February 21 @ 9:00am
Chapter Meeting: How to attract, Select, and Retain the Right Clients for You!
with Tony Drost,
MPM[®]RMP[®] [Find out more>>](#)

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March 28 @ 9:00am Chapter Meeting: Save the Date. Details coming soon!

Thank you to our January Meeting Sponsor!

This month's meeting is sponsored by Jason Butler with [Zona Restoration](#)

Zona Restoration
Honest Prices | Quality Service

Like the West Valley NARPM chapter on Facebook: [\(Here\)](#)
Find us online: [\(Here\)](#)



Join us on the 24th to learn

How Referrals Became an Online Business

*The NARPM West Valley welcomes **Abi Wasserman** to facilitate this month's meeting:*

Your reputation is just the first step to your success. As you are building a solid reputation, you need a platform to display it. Organic Search, paid search – there are different strategies to each and we will talk about tips for optimizing each to feature what makes you & your business unique.

About our Speaker: Abi Wasserman is the Director of Sales at Fourandhalf - a Marketing Agency that works exclusively with the Property Management industry. Abi has spent the last 7 years helping Property Management companies utilize the latest technology and marketing to thrive and grow their business. She is an experienced speaker and contributor to the Fourandhalf Technology blog. Abi lives & breathes sales and has spent the last 10 years improving her sales processes personally, and for her clients. Now she gets to help her clients become the right choice for their perfect client.

Meeting held at WEMAR January 24th at 9am
[\(map\)](#)

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See you at 8:30am on Tuesday!!

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Join us Tuesday, April 25th

@ **WEMAR**

from 8:30am - Noon!

**Working on your CRPM?
Looking for CE credit?**

Upcoming Events:

April 22nd @ 7am-12pm -
Pat's Run

[Find out more>>](#)

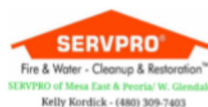
April 26 @ 9am - 4pm
Designation Course-
Advanced Risk
Management [Find out
more>>](#)

May 18 @ 6pm - 8pm Happy
Hour at the Wigwam [Find out
more>>](#)

May 23rd @ 8:30am - 12pm
CE/CRPM Class - Location
subject to change [Find out
more>>](#)

June 6th @ 9am - 4PM
Designation Course:
Essentials of Risk
Management [Find out
more>>](#)

Thank you to our
sponsor! Kelly Kordick with
SERVPRO



Like us on Facebook: [\(Here\)](#)
Find us online: [\(Here\)](#)

The Anatomy of the AAR Property Management Agreement

The NARPM® West Valley chapter welcomes Mike Mulvena to our April meeting!

Get a firm grasp of property management with a thorough section by section review of the Agreement, including an overview of key sections, broker and owner responsibilities and disclosure requirements.

Specifically: • Parties and Employment

- Broker Responsibilities
- Compensation, Remedies and Additional Terms and Conditions

Register to attend
at: <https://www.aaronline.com/events/?u=NARPM04252017>

Don't forget!! Because this is a CE course, we have strict guidelines for punctual attendance. We will begin our normal monthly meeting at 8:30am in order to start our CE class on time. Thanks!



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WEST VALLEY NARPM
BOARD MEETING MINUTES
Thursday, October 12, 2017
Valentine Real Estate office at:
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 - d. Prospect gift bags: *Bring to membership meeting. Will add a line in affiliate email about prospect gift bags.*
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 - a. Welcome Newly Elected Board Members: *give board members drive access*
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 - ii. Noel – 2018 President-elect
 - iii. Debbie Valentine – 2018 Secretary
 - iv. Jessie Collier – 2018 Treasurer
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 - vi. **Marketing – Heather (Mike/Alicia): 10/13 & 10/20 emails to go out.**
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 3. *Need board members to share & comment on Facebook posts for more visibility*
 4. *Facebook reminders to be posted once per week*
 - vii. **Board Volunteers – Al Root, Mae Inabi, Clark Sanchez**
 - c. *Create and distribute questionnaires to affiliates and professional members at Oct & Nov meeting*
 - i. *Need to secure affiliate renewals for 2018*
- 6. Next Meeting**
 - a. *Tuesday, November 21, 9:30 am. Same location.*

10:35 AM - Call to Close-Adjourned

Calling all members... elections are here!

[View this email in your browser](#)



It's time to elect your 2018 NARPM West Valley Board of directors!

NARPM West Valley is slated to cast votes for our 2018 Chapter Vice President, Treasurer and Secretary at the meeting on Tuesday, September 26th! Be prompt to the meeting and cast your vote!

Here is our proposed slate for your 2018 Board of Directors:

- **President-elect – Noel Pulanco (HomeQwik)**
- **Treasurer – Jessie Collier (WestUSA)**
- **Secretary – Debbie Valentine (Valentine Real Estate)**

Are you interested in serving? Want to know how you can help? NARPM is always looking for upcoming board members and volunteers. We need greeters, committee volunteers, and people willing to work local industry events to share about NARPM with real estate and property management professionals. If you are interested in serving on a committee, please contact us with any and all questions via email president@westvalleynarpm.org or by calling Alicia at 602-354-4681!

Meeting and elections will be held at WEMAR September 26th at 9am ([map](#)).

If you are a property manager in our local area or are just curious to learn more about our industry we encourage you to join us at one of our monthly meetings. [LEARN MORE](#)

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CRPM/CE Registration - See you 10/24!

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Denise Holliday, ESQ is an attorney with Hull, Holliday & Holliday and has been engaged in landlord tenant law since 1996. She has been a keynote speaker at several legal seminars, regarding landlord/tenant issues presented to the Association of Landlord/Tenant Attorneys, Maricopa County Justices of the Peace, NARPM®, AHMA, and numerous other professional associations. As a pro tem judge for the past almost 15 years and attorney that practices solely in this landlord tenant arena, she has a unique perspective of the law and its practical application. She has litigated over 100,000 over the past almost 20 years and have successfully defended over 200 fair housing complaints.

Upcoming Events:

October 18th @ 5pm - Happy Hour - Join us for Happy Hour at Cold Beers & Cheeseburgers [6718 W Deer Valley Rd](#)

Attention Affiliates: We are already scoping out the perfect venue another amazing NARPM Christmas celebration! We can not make this event possible without you! If you would like to sponsor this event, sponsorships are due no later than October 24th. Also, if you are a professional member interested in volunteering to help coordinate, please contact Kelly Kordick, social chair.
kordick.kelly@gmail.com.



Join us Tuesday
October 24th, at 9:00 am

3 Hours Legal Issues

CRPM: Unlocking the Mysteries of ARLTA

The NARPM® West Valley Chapter welcomes Denise Holliday, Esq. to talk about the Arizona Landlord Tenant Act.

Laws change quickly. Get the Arizona Residential Landlord Tenant Act (ARLTA) knowledge you need to put your best property management foot forward.

- Take a deep dive into the statutes that govern landlord tenant relationships
- Learn to recognize the general provisions of the ARLTA & the impact those statutes have on duties as a property manager.
- See how ARLTA impacts the rental agreement.
- Get real world experience applying appropriate statutes to specific landlord tenant issues.

Cost? Attendance is free for NARPM Members, and \$35 for non-NARPM Members. No refunds will be issued. Membership will be verified at check-in.

Advanced registration is required for this course at: <http://www.aaronline.com/events/?u=NARPM10242017>

CE class starts at 9am, so please arrive by 8:30 for our membership meeting and housekeeping items.

CRPM: CERTIFIED RESIDENTIAL PROPERTY

This month's meeting is sponsored by AI Root with:



management offering property management classes that you can use for your real estate license renewal. Find out more information on: www.aaronline.com/increase-knowledge.



If you are a property manager in our local area or are just curious to learn more about our industry we encourage you to join us at one of our monthly meetings. [LEARN MORE](#)

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NARPM West Valley Chapter · 7025 W Bell Rd #10 · Glendale, Arizona 85308 · USA



WEST VALLEY NARPM **2018** BOARD MEMBERS AND COMMITTEE CHAIRS

PRESIDENT- ALICIA WEAVER

PRESIDENT-ELECT – NOEL PULANCO

SECRETARY- DEBBIE VALENTINE

TREASURER- JESSIE COLLIER

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LEGISLATIVE- WILMA PURCELL

MARKETING- ALICIA WEAVER

BOARD CO-CHAIRS/VOLUNTEERS- CLARK SANCHEZ & AL ROOT

For the calendar year 2017 or fiscal year beginning _____ and ending _____.

CHECK ONE: <input checked="" type="checkbox"/> Original <input type="checkbox"/> Amended	Name West Valley Chapter of the National	Employer Identification Number (EIN) 47-3851248
	Address - number and street or PO Box 7025 W Bell Rd	
Business Telephone Number (with area code) 623-910-3048	City, Town or Post Office Glendale	State ZIP Code AZ 85308

68 Check box if: This is a first return Name change Address change

A Date Arizona operations began: 01-01-2015

B Nature of Arizona activities: help property managers

C Federal form filed: 990 990-EZ Other (specify) _____

Check box if return filed under extension:
 82 82F

REVENUE USE ONLY. DO NOT MARK IN THIS AREA.
 88

NONPROFIT MEDICAL MARIJUANA DISPENSARY (NMMD) ONLY -

D NMMD Registry Identification Number: _____

E What type of entity is the dispensary?
 Corporation Limited Liability Company (LLC) Partnership S corporation
 Sole Proprietorship

F If the dispensary is an LLC, what is the federal tax classification?
 Corporation Disregarded Entity Partnership S corporation
 If the dispensary is an LLC, a partnership or an S corporation, **include a schedule** that lists the following ownership information:
 name, address, TIN, and ownership percentage at the end of the tax year.

G Federal form filed: 1040 1041 1065 1120 1120-S Other (specify) _____

66 RCVD

Sources of Income

1	Gross sales from business activities		00
2	Less cost of goods sold or of operations: Include itemized statement	2	00
3	Gross profit from business activities: Subtract line 2 from line 1	3	00
4	Interest	4	00
5	Dividends	5	00
6	Rents and royalties	6	00
7	Gain or (loss) from sales of assets, excluding inventory items	7	00
8	Dues, assessments, etc., from members	8	00
9	Dues, assessments, etc., from affiliates	9	00
10	Contributions, gifts, grants, etc., received	10	00
11	Other income: Include itemized statement	11	00
12	Total income: Add lines 3 through 11	12	00

Administrative Expenses

13	Compensation of officers, directors, trustees, etc.	13	00
14	Salaries and wages other than amounts included on line 2	14	00
15	Interest	15	00
16	Taxes	16	00
17	Rent expense	17	00
18	Depreciation: Include schedule	18	00
19	Miscellaneous expenses: Include itemized statement	19	00
20	Total expenses: Add lines 13 through 19	20	00

Disbursements

21	Disbursement from current income for exempt purposes from page 2, line A6	21	00
22	Disbursements from principal for exempt purposes from page 2, line B6	22	00
23	Other disbursements not itemized on Schedule A or Schedule B: Include schedule	23	00

Accumulation of Income

24	Accumulation of income in current year: Line 12 less the sum of lines 20, 21, 22, and 23	24	00
25	Accumulation of income at beginning of year	25	00
26	Accumulation of income at end of year: Add lines 24 and 25	26	00

Penalty

27	Penalty for late filing or incomplete filing. See instructions	27	00
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THE BUSINESS IS SUBJECT TO A PENALTY IF THIS RETURN IS FILED LATE OR IS INCOMPLETE. A.R.S. § 42-1125(K).

SCHEDULE A Disbursements From Current Income for Exempt Purposes

A1 Dues, assessments, etc., to affiliates	A1		00	
A2 Contributions, gifts, grants, etc., paid	A2		00	
A3 Benefit payments to or for members or their dependents:				
A3a Death, sickness, hospitalization, disability, or pension benefits	A3a		00	
A3b Other benefits	A3b		00	
A4 Dividends and other distributions to members, shareholders, or depositors	A4		00	
A5 Other	A5		00	
A6 Total: Add lines A1 through A5. Enter total here and on page 1, line 21				A6 00

SCHEDULE B Disbursements From Principal for Exempt Purposes

B1 Dues, assessments, etc., paid to affiliates	B1		00	
B2 Contributions, gifts, grants, etc., paid	B2		00	
B3 Benefit payments to or for members or their dependents:				
B3a Death, sickness, hospitalization, disability, or pension benefits	B3a		00	
B3b Other benefits	B3b		00	
B4 Dividends and other distributions to members, shareholders, or depositors	B4		00	
B5 Other	B5		00	
B6 Total: Add lines B1 through B5. Enter total here and on page 1, line 22				B6 00

SCHEDULE C Balance Sheet

NOTE: Amounts reported in included schedules and in this column should be end of year amounts.

		(a)		(b)	
Assets		Beginning of Year		End of Year	
C1	Cash		00	C1	00
C2a	Accounts receivable	C2a	00		
	C2b Less allowance for doubtful accounts	C2b	00		
	C2c Line C2a less line C2b. Enter difference in column (b)		00	C2c	00
C3a	Other notes and loans receivable: Include schedule	C3a	00		
	C3b Less allowance for doubtful accounts	C3b	00		
	C3c Line C3a less line C3b. Enter difference in column (b)		00	C3c	00
C4	Inventories		00	C4	00
C5	Investments (securities): Include schedule		00	C5	00
C6	Investments (other): Include schedule		00	C6	00
C7a	Land, buildings, and equipment; basis:	C7a	00		
	C7b Less accumulated depreciation: Include schedule	C7b	00		
	C7c Line C7a less line C7b. Enter difference in column (b)		00	C7c	00
C8	Other assets (describe): _____		00	C8	00
C9	Total assets: Add lines C1 through C8		00	C9	00
Liabilities					
C10	Accounts payable and accrued expenses		00	C10	00
C11	Mortgages and other notes payable: Include schedule		00	C11	00
C12	Other liabilities (describe): _____		00	C12	00
C13	Total liabilities: Add lines C10 through C12		00	C13	00
Net Assets					
C14	Capital stock or trust principal		00	C14	00
C15	Paid-in or capital surplus		00	C15	00
C16	Retained earnings or accumulated income		00	C16	00
C17	Total net assets: Add lines C14 through C16		00	C17	00
C18	Total liabilities and net assets: Add lines C13 and C17		00	C18	00

PLEASE BE SURE TO SIGN THE RETURN ON PAGE 3.

Name (as shown on page 1) West Valley Chapter of the Nation	EIN 47-3851248
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Declaration	Under penalties of perjury, I declare that I have examined this return, including the accompanying schedules and statements, and to the best of my knowledge and belief, it is a true, correct and complete return, made in good faith, for the taxable year stated pursuant to the income tax laws of the State of Arizona.		
Please Sign Here	<u>ALICIA WEAVER</u> OFFICER'S SIGNATURE	<u>02-16-2018</u> DATE	<u>President</u> TITLE
Paid Preparer's Use Only	<u>Jeff Hockett</u> PAID PREPARER'S SIGNATURE	<u>02-20-2018</u> DATE	<u>P01870118</u> PAID PREPARER'S PTIN
	<u>Hockett Tax and Payroll Services</u> FIRM'S NAME (OR PAID PREPARER'S NAME, IF SELF-EMPLOYED)		<u>47-5023622</u> FIRM'S <input checked="" type="checkbox"/> EIN OR <input type="checkbox"/> SSN
	<u>15331 W Bell Rd Ste 212-16</u> FIRM'S STREET ADDRESS		<u>623-910-2052</u> FIRM'S TELEPHONE NUMBER
	<u>Surprise</u> CITY	<u>AZ</u> STATE	<u>85374</u> ZIP CODE

Mail to: Arizona Department of Revenue, PO Box 52153, Phoenix, AZ 85072-2153