



Richard Hanna's Cash Flow Forever Newsletter

July 2011

AlbuquerqueOfficeLeasing.com

\$5.00

Our mission is to profitably support our customer's vision for an effective location at which to do business.

A Note From Richard Good News!

Good news for my partner and me! We just signed a 5 year lease with Chaparral Building Materials, Inc. to relocate them to our 44,000 sf warehouse in Las Cruces, NM. I'll tell my more in my article for My Investments (see page 2).

I am researching my Cash Flow Forever System to see if it is a good time to start this up again. I've done quite a bit of work to see what homes make the best investments.

Starting this two years ago when I pulled it because even though we have a housing glut, it was hard to actually purchase a house because of the short sales. Now that the banks actually own the homes, they are much more willing to make sure a sale goes through. Here

are the positives of the program, newer homes available on the west side that require little maintenance and rent really well combined with historic low interest rates allow the investor to get a positive cash flow. This has not been seen in over 25 years!

The Albuquerque market still has many good things about it with an increasing postulation and our employment has still been good compared to the rest of the country. This means that in a few years the market will rebound and the appreciation will be quite good.

If you are interested in learning more, give me a call. It will be a good way to invest and not be in the stock market!



"No bought potpourri is so pleasant as that made from one's own garden, for the petals of the flowers one has gathered at home hold the sunshine and memories of summer, and of past summers only the sunny days should be remembered."

~ Eleanor
Sinclair-Rhode

Make Traveling With Kids Fun This Summer

There are four words every parent dreads on a road trip: "Are we there yet?" Now there are a few smart ways you can make your next trip with the kids fun and exciting (yes, even for them):

1. Make sure you plan plenty of breaks. Try to find some fun or historic spots to stop along the way.

2. Let the kids help with the trip plan. Get them involved reading the map and charting the course.

3. Let Disney baby sit. Bring along a portable DVD player so the kids can watch their favorite movies while you

enjoy some peace and quiet.

4. Have fun with games. Yes, the old ones like "I Spy", "The License Plate" game or even "Punch Buggy" will do the trick.

5. Tire them out by bringing some balls or a Frisbee so they can have fun at rest stops.

6. Let the kids bring their favorite music or even try audio books for a change of pace.

7. Chinese fire drill. Have fun with the kids by giving them a chance to switch seats in 15 seconds or less (bring your stop watch).

My Investments



Chaparral president Roger Probasco and his team decided they'd rather have their own building.

44,000 square Feet Leased: I'm excited!!!

Well, as I said on page one, we had a major event occur in our development down south. Chaparral Building Materials, Inc.'s existing landlord fought rather hard to keep them in their existing location but they decided that having their own building in a better location is a better way to go.

Tenants of this size are very rare in the market right now. Los Alamos National Bank really pulled things together since we needed to have a loan commitment from them in only ONE WEEK to renovate the building. I have not seen a bank move this quickly in several years.

Their confidence in us helped to win over Chaparral and its president, Roger Probasco. I've called this building a mirage building because the renovations needed are extensive. One challenge we have is to deliver the southern half in September so they can move some of

their inventory and operate out of trailers for the showroom and offices until it is finished entirely. Our contractor Tim Curry is up to the task. This lease with Chaparral takes our entire existing building and allows us to renovate it, giving the rest of our industrial land a very nice entry and momentum to promote.

In terms of zoning, we have moved forward as well. We can now file for our final approvals with the completion of the engineering. It seems like cities have a split personality. On one hand they would like to see the taxes that development pays, but then they do everything they can to slow the process down.

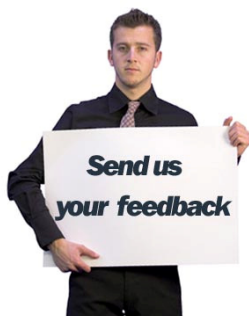
We are on our third year of obtaining our Planned Unit Development (PUD) approval. Keep in mind that the rules are already in place so if we just followed the rules, everyone they are trying to protect would be protected. It is the political hearing process and delays that I find to be ridiculous.



The people at LANB moved mountains to help make this deal happen.



By the end of the year, our building will look like this!



Feedback? Send your questions, comments, suggestions and submissions to RHanna@RichardHanna.com or call **505-332-0522**

How To Protect Yourself Online

Here are a few tips to make sure you're safe when you're surfing the 'net:

1. **Make sure your passwords have both letters and numbers, and are at least eight characters long.** Don't use your personal information, your login name, or common words as passwords.
2. **Protect yourself from viruses by installing anti-virus software and updating it regularly.** The best recognize old and new viruses and update automatically.
3. **Prevent unauthorized access to your computer through firewall software.** A

properly configured firewall makes it tougher for hackers to locate your computer.

4. **Don't open a file attached to an e-mail unless you are expecting it or know what it contains.** If you send an attachment, type a message explaining what it is. Never forward any e-mail warning about a new virus. It may be a hoax and could be used to spread a virus.
5. **When something bad happens—you think you've been hacked or infected by a virus—email a report of the incident to your Internet provider as well as your software vendor.**



Protect yourself AND your computer.

Strange Stuff

◆ An unidentified man told police in Niles, Ill., that he had been victimized by a medical exam, which was conducted in an otherwise-abandoned office, by a lone "doctor" wearing a white lab coat, who used toothpicks for acupuncture pressure points, and who dispensed a container of pills (labeled "dietary supplements") with an expiration date of February 2002. The man said he paid \$200 and is not sure he

got his money's worth.

◆ Close Enough for Government Work: A contract security guard at Detroit's McNamara Building (which houses the FBI and other vital federal offices) was found in March to have casually laid aside, for three weeks, a suspicious package that turned out to be a real bomb. (It was, eventually, safely detonated.)



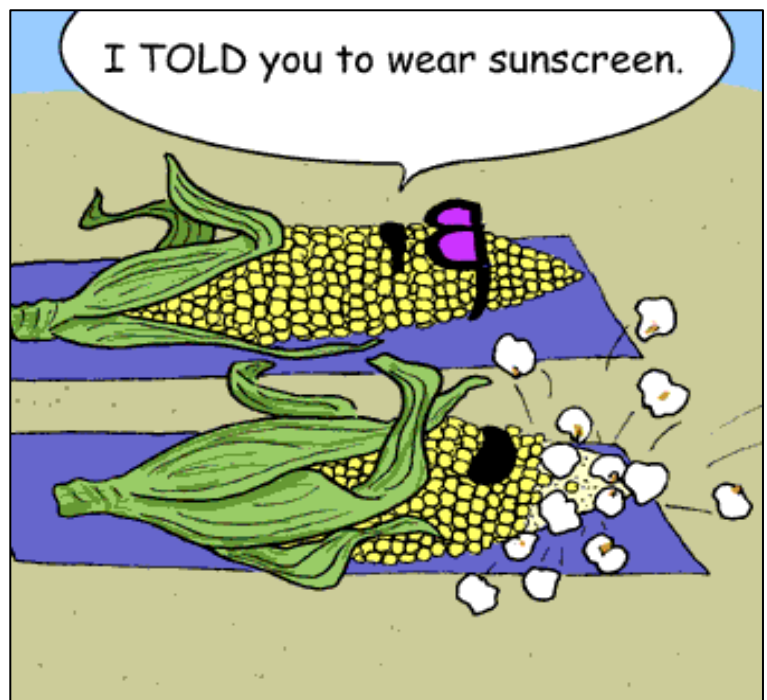
Strange people doing strange stuff.

Easy Summer Recipe

Salmon Burgers

- 1 cup finely chopped red onion
- 1/4 cup thinly sliced fresh basil
- 1/4 teaspoon salt
- 1/4 teaspoon freshly ground black pepper
- 1 (1-pound) salmon fillet, skinned and chopped
- 1 tablespoon hot pepper sauce
- 1 large egg white
- Cooking spray
- 8 (3/4-ounce) slices focaccia, toasted

Combine first 5 ingredients in a large bowl. Combine hot pepper sauce and egg white in a small bowl; add egg white mixture to salmon mixture, stirring well to combine. Divide the mixture into 4 equal portions, shaping each into a 1/2-inch-thick patty. Heat a large nonstick skillet over medium-high heat. Coat pan with cooking spray. Add salmon patties, and cook 3 minutes on each side or until desired degree of doneness. Serve patties on toasted focaccia.



*Richard Hanna's
Cash Flow Forever Newsletter*

Hanna Commercial LLC
10701 Lomas NE #201
Albuquerque, NM 87112
505-332-0522
www.AlbuquerqueOfficeLeasing.com
Rhanna@RichardHanna.com



*Our mission is to profitably support our customer's vision
for an effective location at which to do business.*

How To Get Walt Disney To Be Your Babysitter This Summer (See Page 1)

INSIDE THIS ISSUE

A Note From Richard.....	1
Make Your Road Trip With Kids Fun.....	1
So Says Eleanor Sinclair-Rhode.....	1
My Investments.....	2
How To Protect Yourself Online.....	3
Strange Stuff.....	3
Easy Summer Recipe.....	3
'Toon Time.....	3
FREE Book!.....	4
Featured Property.....	4

Featured Property

Three Four-Plex Units

8023 Chico Rd NE

417 Texas NE

1723 Edith SE



\$75,000

\$95,000

\$109,900

**For Sale
Pre - Foreclosures**

Features Include:

Each Building has 4 Units- 1
Bedroom and 2 Bedroom

R-2 Zoning

Each 4-Plex Produces Income
with Long Term Tenants.

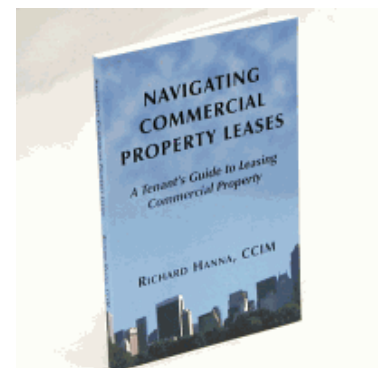
8023 Chico Rd 2047 SF
417 Texas 2585 SF
1723 Edith 1985 SF

Great Investment Opportunity!

For More Information: Contact Richard Hanna, CCIM
505-332-0522, rhanna@richardhanna.com

**Want Instant
Answers To Your
Leasing Questions?**

Richard Hanna literally wrote the book on Commercial Leasing. *Navigating Commercial Property Leases: A Tenant's Guide to Leasing Commercial Property* is jam-packed with 119 pages of everything you need to know! Call 505-332-0522 RIGHT NOW and say, "I want my FREE book!"



Richard Hanna's FREE book *Navigating Commercial Property Leases* is available in hard-copy form or as a 4-week e-course.