



Richard Hanna's Cash Flow Forever Newsletter

November 2012 AlbuquerqueOfficeLeasing.com \$5.00

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

Family Corner Trips To Clovis And Indianapolis

Well it has been an interesting month with family. Thanks to many of you who called to ask how my dad was doing. He is doing really well and is back living on his own in Clovis and working on his 36 rental houses.

The nutritional supplements Dr Redd gave him and physical therapy twice a day have really paid off with his energy level being almost what it was before he got sick. Watch out for sepsis, which is basically blood poisoning as a result of infection.

If caught early it is fairly easy to treat with antibiotics and saline solution. If caught late you are likely to die. My dad was in the middle of these two extremes.

Just as I got my dad back to Clovis, we had scheduled a visit to Indianapolis to visit Claire's mom. She's now 83 (I think) and also doing really well. She lives in an assisted living apartment house but she needs little assistance, just some one to watch out for her if there is a problem.

We had an enjoyable several days with her running around the city on errands and going down to Nashville, KY and Brown County State Park to see the leaves change.

I think we will go back down to Nashville (not the famous Tennessee city) because it is a very quaint historic town. We were there on a weekday and it was packed like you would expect it to be on a weekend.



My dad is doing much better!



Quotable

“Not yesterday I learned to know the love of bare November days, before the coming of the snow.”

~ Robert Frost

Employee Engagement Tip

Depending on the size of your business, each week or each month, take an employee from one area of the business to lunch and ask them what they would change in the business and how

they would do it. Give them one week's advance notice so that they can prepare a few thoughts. Take them some place that they'll be comfortable.



Wouldn't you buy this house for \$21,000?



Purvis Industries moved in at McLeod Business Park.

A Quick Note From Richard

While I was in Indianapolis, I could not resist going to look at properties there. The rates of return are quite excellent and one area in particular I am actually trying to invest in. I met a broker up there that specializes in buying foreclosed houses, helps to fix them up and then rents them out.

Here is why that is so interesting. I have offers out right now on two houses and they are about \$25,000 each. The rehab cost will be \$15,000 so a complete house in great condition will be about \$40K!

These properties, city will rent for \$725 to \$750 a month! So here is my plan: buy at least one per year for cash, and then, when it is able to qualify in about a year, re-finance it, so I can get all of my cash back out to do it again. I've seen very few markets where you can get this kind of cash flow and rates of return on a rental house.

I know you are asking what kind of neighborhood are these in? No they aren't bad areas, they are working class areas where at least half to three quarters of the homes are owner occupied. Kind of like Snow Heights here in Albuquerque. I'll let you know how the offers go on these houses. Give me a call if you want to know more as I've looked at quite a few homes up there and am beginning to understand the market.

In Albuquerque, I am seeing more activity in leasing and a little in the sales area. Please welcome Purvis Industries to McLeod Business Park. They moved into 11,000 sq of warehouse on November 1st.

They are from Dallas and supply parts for the oil and gas industry, like bearings, belts motors and other items. They have been great to deal with as well as Don McLeod, the landlord, to help make it happen.



Seniors are more at risk during the winter.

Senior Safety Tips For Winter

As winter closes in, it is important for seniors and those who care for them to be aware of some simple precautions. Seniors are at risk during the winter months for several reasons. Winter weather and storms may isolate the elderly more than usual.

Diseases such as the common cold and the flu are more prevalent and present a particular risk to those who are older or already in weakened health. There are also the dangers that the cold weather itself presents to those who are vulnerable. In response to these circumstances, the American Red Cross has issued its annual

winter-preparedness tips for senior citizens. Be sure to arrange to have someone check on older persons regularly. It is also a good idea to have a plan to signal the need for help. For example, a daily phone call to check in might be appropriate. Post emergency numbers near the phone as well.

We never know when severe weather might hit. If specialized care, medical supplies, or equipment is needed, plan ahead for these items or health care services. Have several people available who have been familiarized with procedures or equipment. It is also a good idea to have enough food and supplies to last at least three days.



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

Food Donation Basics

This is the time of year that many people donate food to food drives. To ensure that your donation can be used, remember these donation tips. Non-perishable items are always needed. Donate items that are factory sealed and try to avoid dented or rusted cans. Most agencies will not accept home-canned or home-packaged foods, but be sure to ask—you may be surprised. Open or partially used items can usually not be accepted. If you are planning on shopping for items to donate, call the

agency first to see what they are low on. Try to contribute basic foodstuffs, including rice, pasta, canned tuna, canned soups and stews, peanut butter, canned milk, canned beans and vegetables, and hot or cold cereals. Extras like coffee, tea, spices, and condiments are nice to include as well. If you have non-food items to donate, ask if the agency will accept those as well. Many people are in need of tooth care products, personal hygiene items, diapers, pet food, and basics such as cleaning supplies, trash bags, toilet paper, and laundry products.



Check with your local agency to find out which items they need and accept.

Cooking The Perfect Bird

Since 1981, Butterball has operated its Turkey Talk-Line, offering turkey selection, preparation, and storage advice to callers from the United States and Canada. If you find yourself wondering what to do next as you prepare your holiday meal, give the nice folks at Butterball a call or visit their website. They are available for questions from November 1 to December 27, most days from 8:00 am to 6:00 pm Central

Standard Time, and offer assistance in English and Spanish. You will become one of over 100,000 people who contact Butterball each year to “talk turkey.”

Turkey Talk-Line:

1-800-BUTTERBALL

Website: www.butterball.com

Email: talkline@butterball.com



If you need help with your turkey recipe, call Butterball.

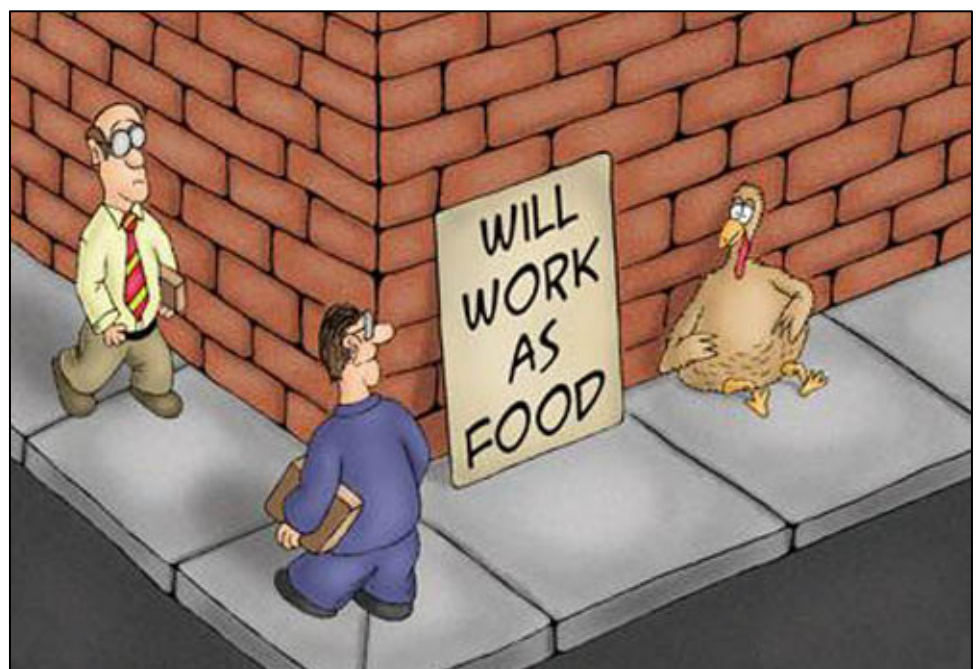
Close Call

A pedestrian was stepping off a curb to cross the street without looking when he was knocked flat by a passing cyclist.

“You sure were lucky there!” said the cyclist.

“What are you talking about? You almost killed me!” replied the pedestrian, rubbing his head.

“Well, I usually drive a bus!” the cyclist replied.



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November Is Epilepsy Awareness Month. LABepilepsy.org for more info.

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Featured Property

McLeod Business Park

Space Available

5000 Pan American

I-25 Corridor



For Lease

Features Include:

5000 Pan American :22,000 sf
Has I-25 Frontage located at the corner of I-25 & McLeod.

4545 McLeod: 3,000 sf
Great office space including conference room and large reception area.

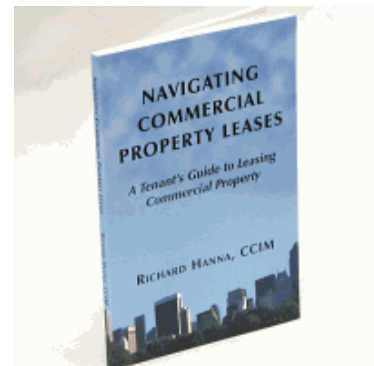
4411 McLeod: 3,000 sf
All warehouse can be built out As needed.

All Spaces:
Separately Metered, R-3 zoning,
Easy Access. HUB zone &
great property management !
(Hanna Commercial, LLC)

For More Information: Contact Richard Hanna, CCIM
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