

IAHSP call January 18, 2021

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Jennie welcomed us all on the call, she mentioned the IAHSP magazine, spotlight is on luxury staging. John Reagan is featured on how to work with realtors.

Denver conference is September 24-26<sup>th</sup>.

Seak

Opportunities

And

Rise

Jennie will be monitoring the COVID cases to see if it will still be occurring.

She mentioned that our association does not condone rioting, we are allowed to have a voice and have our own political beliefs. People's views should never be silenced. We Do have a voice.

Barb Schwarz was not able to be on call but Lyn Spaeth read for her.

Barb sends her love to everybody.

The mental aspects of staging

Understand human nature

Know what makes sellers tick

Do your very best to take to next level

Drive yourself to be better

Do what others won't do

See and observe

Observe

Correct

Change

Need to change to get different results

Change what you say and how you say it

Change how

Change YOU to get what you want and get results you want

She believes in us and wants to help us always!

Keller Foster from ADP spoke. Located in Denver, CO.

He's a small business consultant at ADP, he partners with Bank of America and accountants all throughout Denver to give business owners all the resources to run successful businesses.

He can do HR, hiring, payroll, benefits administration, 401K and business insurance.

Talked about the differences in Sole Prop, LLC an S corps.

Every state has different requirements

Educate yourself, track expenses

PPP- second round coming

Long term care can be paid through our companies, look into this.

Frank Moyer from the Wealth Store spoke

He helps business owners and families and consults in retirement as well.

Number one issue facing Americans is DEBT

He will sit down with a strategy without spending more money!

What are we doing to protect our money? Want to make sure foundation is set.

Estate planning-protecting wills and trusts. Do you have documents for someone to handle if you become incapacitated? Most people say NO!!!

Very important to have things in place!!

Put a plan in place early! When is time to take Social Security?

Long term care-understand the full impact, earlier start, better it will be.

Jennie then spoke and mentioned to set a budget in place! Since we as business owners don't have 401Ks, set money aside.

Every dollar you make should do multiple jobs for you

INVEST for you and your families!!

Find someone like Frank who won't give you ill advice and will have your best interest in mind!

You can call Frank and ask questions anytime!!

DO NOT WAIT!

February 15<sup>th</sup> is our next call!

