

OCTOBER 2024 ISSUE

# THE TRACTION NEWSLETTER



More Deals, More Profits, More Freedom!™

## Welcome to Traction REIA!

Serving DC, Northern Virginia, Maryland, Tampa Bay, Sarasota & Online

**Traction REIA** is the leading association for Real Estate Investors in DC, Northern Virginia, Maryland, Tampa Bay and Sarasota. We are the only **Official National REIA Chapter** in the Greater Washington DC Metro, Tampa Bay and Sarasota Areas and have been serving the Real Estate Community for more than two decades.

We are the 14+ year recipient of the National REIA "**Award of Excellence**" for Best Real Estate Investor Association! Your hosts are Expert Investors: **Tom & Carolina Zeeb**

TRACTION REIA'S  
OCTOBER MAIN MEETING

**LIVE WEBINAR**

# MEMBER SPOTLIGHT

Diego Medina • Valerie Lucas • Campbell Family

Oct 17th 2024  
Thursday 6pm - 9pm

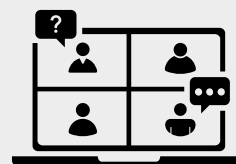
### TRACTION REIA's OCTOBER MAIN ONLINE MEETING

#### Member Spotlight

- Diego Medina
- Valerie Lucas
- Campbell Family

Thursday | October 17th 2024

- 6PM - 9PM Eastern
- 5PM - 8PM Central
- 4PM - 7PM Mountain
- 3PM - 6PM Pacific



**Online Meeting**  
Join us from anywhere!



# SCAN ME



## Join Traction REIA today!

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## UPCOMING EVENTS

# NOV

MAIN MONTHLY MEETING **LIVE**  
TractionREIA.com

### SELF STORAGE INVESTING

NOV 7th 2024 | 7pm - 9pm EST  
ONLINE via ZOOM

SCOTT MEYERS

## NOVEMBER Main Meeting "Self Storage Investing" Webinar

**Scott Meyers**

**Thursday | November 7th 2024**

7pm - 9pm Eastern

6pm - 8pm Central

5pm - 7pm Mountain

4pm - 6pm Pacific

# DEC

SPECIAL IN-PERSON TRACTION DC EVENT

### EXCLUSIVE PRIVATE TOUR & BREAKFAST

Free Entrance ● Pre-Registration Required  
Go to [www.TractionREIA.com](http://www.TractionREIA.com) to Register

- Explore designs, brands and materials
- Raffles and prizes for all attendees! 🎁

**THE HOME DEPOT DESIGN CENTER**  
12087 Rockville Pike, Rockville, MD 20852

**DECEMBER 8th, 2024**  
Sunday | 10AM to 12NOON

## DECEMBER Home Depot Event Exclusive Private Tour & Breakfast

**Sunday | December 8th 2024**

10am - 12noon Eastern

- Explore designs, brands & materials
- Raffles and prizes for all attendees

**FREE Entrance**  
Pre-Registration Required!  
Visit [www.TractionREIA.com](http://www.TractionREIA.com)

Check our Calendar for Upcoming Events

[www.TractionREIA.com](http://www.TractionREIA.com)

Fill out the registration form attached or Register online using this QR code



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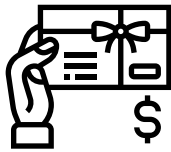


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Meetings



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Gifts



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Saturday  
Seminars



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your deals at  
Meetings



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Back at The  
Home Depot



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at The Home  
Depot



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Cabinets at  
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on Six Flags  
Amusement  
Park

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OfficeMax



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Fill out the registration form attached  
or Register online using this QR code



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ME 

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## SPECIAL ANNOUNCEMENT



We would like to take this opportunity to thank our Volunteers for their amazing work.

We appreciate everything you do for **TRACTION REIA**.

Crystal McKain      Duane McMahon  
Claude Labbe      Jessie Georgieva  
Jinny Hurley

## DID YOU RECEIVE YOUR HOME DEPOT REBATE?

Traction REIA members are eligible for a 2% cash back rebate at The Home Depot

But you must register properly to receive the rebate!

If you haven't registered, please email

➔ [Carolina@TractionREIA.com](mailto:Carolina@TractionREIA.com)





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Thank  
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MANY THANKS TO OUR SPONSORS!



**Tom & Carolina Zeeb**

Implementation Bootcamp

Phone: 202-558-6508

Email: [mentor@TractionRealEstateMentors.com](mailto:mentor@TractionRealEstateMentors.com)

Web: [www.TractionRealEstateMentors.com](http://www.TractionRealEstateMentors.com)



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Web: [YourBusyLife.com](http://YourBusyLife.com)

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**Matt Kamp**

DEAL MACHINE Real Estate Investing Software

Email: [matt@dealmachine.com](mailto:matt@dealmachine.com)

**\*TRACTION SPECIAL OFFER\***

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Web: [www.cskyfinancial.com](http://www.cskyfinancial.com)

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Thank  
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**Heather Larsen**

Tenant Screening

Phone: 480-305-1350 Ext. 8085

Email: [heather@rentperfect.com](mailto:heather@rentperfect.com)



**Text REIA to 313-131 to get  
the \$0.95 registration fee**



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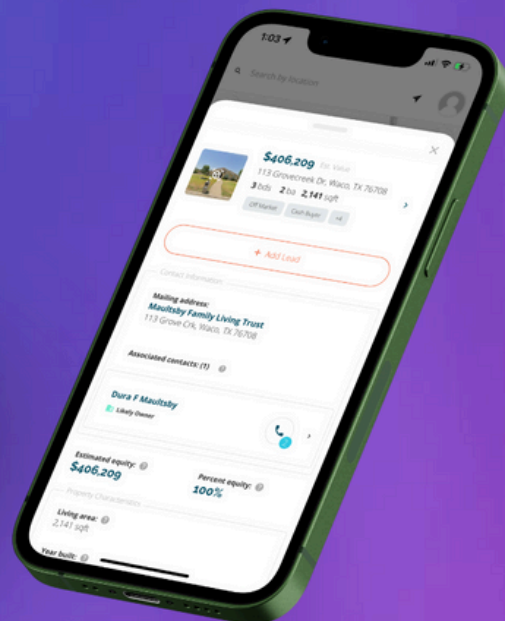
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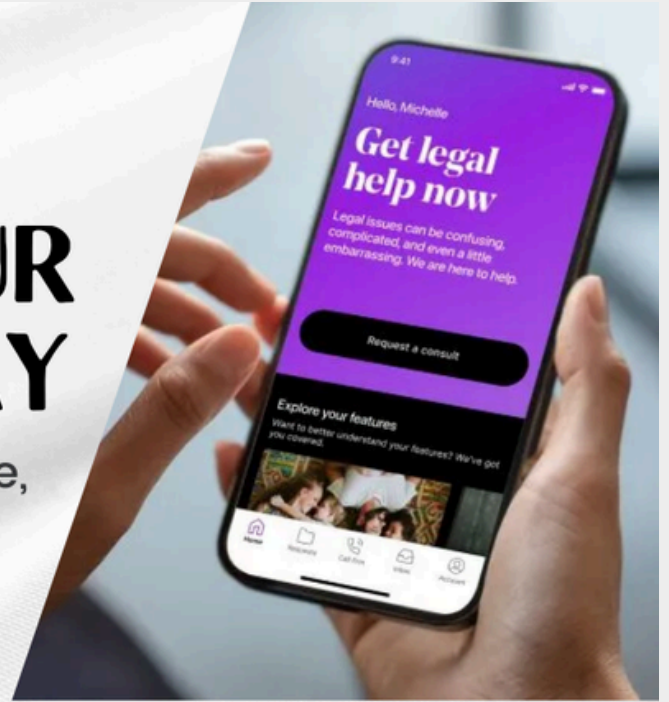


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## Scotsman Guide



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Discover new residential and commercial lenders and products.



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Key data trends for the residential mortgage industry

Lender Search  
Most common FHA, USDA and VA loan scenarios sought by residential mortgage brokers in 2023



### Mortgage Originator Sentiment Survey Q3 2023

How do you expect your business to perform during the next six months compared to the current period?



### Data & Trends

Get actionable insights and proprietary data that will help you navigate the complex real estate finance market.

### Online Lender Search

Where funding is found

- Find lenders for residential and commercial properties
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