Network Governance and Management

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GOVERNANCE STRUCTURE

WHAT'S NEW:
• Streamlined Governance Process
• More relevant officer positions
• Job Descriptions
• Activity

Mission Statement:
We are a network of successful REALTORS®, advancing women as professionals and leaders in business, the industry and the communities we serve.

Governance Structure

President
REALTOR®

President-elect
REALTOR®

Secretary
REALTOR®

Treasurer
REALTOR®

Program Director
REALTOR®

Membership Director
REALTOR®

Education Chair
REALTOR®

Recruitment & Retention Chair
REALTOR®

Project Team Examples:
- Budget & Finance
- Fundraisers
- Member Ambassadors
- Industry Outreach
- Marketing
- Strategic Partner Outreach

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Governance Structure

- President
  - REALTOR® Member
  - Elected, automatically moves up
  - One-year term

- President-elect
  - REALTOR® Member
  - Elected by membership
  - One-year term

- Secretary
  - REALTOR® Member
  - Appointed by incoming President-elect
  - Ratified at last Governing Board prior to year taking office
  - One-year term

- Treasurer
  - REALTOR® or National Affiliate Member
  - Elected by the membership
  - One-year term

- Program Dir.
  - REALTOR® Member
  - Appointed by incoming President
  - Ratified at last Governing Board Meeting prior to year taking office

- Membership Dir.
  - REALTOR® or National Affiliate Member
  - Appointed by incoming President
  - Ratified at last Governing Board Meeting prior to year taking office

Governing Board Meetings
- Minimum of four (4) times a year
- Quorum is four (4) board members
  - MUST include either President or President-elect

Activity

Do you know your leadership Team?
Shift from Committees to Project Teams
“Local Affiliates” to “Strategic Partners”
Increased revenue to local Network

THE SHIFT

Project Teams
- Used for a defined period of time
- Diss solves at end of project
- Members and outside support as needed
- Ratified by Governing Board
- Examples:
  - Membership (Supports work of Director)
  - New Member Orientation
  - Fundraiser
  - Strategic Partnership Coordination
  - Industry Outreach
  - Candidate Review
  - Past President Advisory
  - Member Ambassador
  - Programming (Supports work of Director)

ELECTIONS
WHAT’S NEW:
- Candidate Review Project Team
- No slate of nominated candidates
- Officers do not automatically move up – only President-elect to President
Elections Process

1. Governing Board appoints Review Team
2. Team solicits applications for open positions
3. Applications due; eligibility confirmed
4. President notifies members of election date, rules, candidates
5. Forms due back if running from the floor
6. Election Day

Candidate Review Team Composition

- Minimum of 3, maximum of 5 members
- Active REALTOR® members
- No more than 1 National Affiliate
- 1 or more active Past Presidents
- 1 or more active Past Program Directors
- President-elect (non-voting, ex-officio)
- Current Governing Board members not eligible

Strategic Partners

- Multiple levels and benefits
- Visibility with REALTORS®
- Opportunities to showcase products/services
- Participate on Project Teams

Benefits to Network

- Monetize revenue opportunities
- Emphasizes REALTOR® members
- Enables best fit between services and member needs
- Use of Strategic Partner expertise on Project Teams

Best Practice Transition

- 100% of revenue remains at local level
- Broader exposure
- More targeted marketing

Local Affiliate to Strategic Partners

Benefits to Local Affiliate Members

- Strategic Partners

Strategic Partners to Local Affiliate Members

- Best Practice Transition

- Local Affiliate Members
Network Revenue

Mission-focused Revenue

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Activity – Project Teams

Project Teams

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Strategic Partnerships

Women’s Council Annual Strategic Partnership Opportunities

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Basic</th>
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</thead>
<tbody>
<tr>
<td>Full suites for complimentary Network meeting attendance*</td>
<td>4</td>
<td>2</td>
<td>1</td>
<td>1</td>
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<tr>
<td>Full suites for complimentary Network meeting attendance*</td>
<td>4</td>
<td>2</td>
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<tr>
<td>Use 1-2 minute presentation at a Network meeting</td>
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<td>Recognition on project team meeting materials</td>
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<tr>
<td>Company materials on display boards at Network meetings</td>
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<td>2</td>
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<td>1</td>
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<tr>
<td>Display of banner at Network meeting**</td>
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<tr>
<td>Recognition on Network events</td>
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<tr>
<td>Contribution to Company website on Network’s website</td>
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<tr>
<td>Promote women’s networks through Network meetings of supervisors</td>
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<tr>
<td>Marketing of Women’s membership</td>
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<tr>
<td>Full support for complimentary Network meeting</td>
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Find it at: wcr.org > Network Tools > Network Business Planning

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Activity – Project Team

Your governance team has a budget of $20,000 for the 2018 year. Your project (project team) is to fund the budget with strategic partners. Your start date is October 1, – December 31st, 2017.

- In your binders is a sample project team worksheet.
- Look at your worksheet
- You are tasked with building your team
- The duration of the project
- Who will you recruit for team members
- What is your objective
Business plan

Network Tools

- Engage Management Center
- Find a Home
- Network Business Planning
- Leadership Development & Training
- Marketing & Communications
- Help & Resources
- Property
- Marketing & Relations
- Frequently Asked Questions
- Network Training

Network Operating Model
Network Name Change Process

Networks filing Form 990 or 990-EZ report the change on your 2017 annual return. Networks filing Form 990-N, the e-Postcard, report the change by letter or fax only (not by phone). Information is all online at


The particular supporting documentation required to report a change of name depends on your incorporation status.

- Incorporated
  - A copy of the amendment to the articles of incorporation, and proof of filing with the appropriate state authority.
- Unincorporated
  - A copy of the amended bylaws showing the effective date of the change of name and signed by at least two officers.
Time to think about SUCCESS

Questions? Network Operation Model

Trust Yourself! Be a Boss!