**January 14, 2021**

**Women’s Council of Realtors ®, Lake Havasu City Network Meeting Minutes**

**Governing Board Meeting – 10:30 – 11:30**

**Meeting Chair: Trisha Kem**, Network President

Officers and Directors: Present - Trisha Kem, Mary Johnson, Vicki Lind, Janace Hartman and Marti Lane. Absent – Allison Paoli. **A quorum was established.**

The minutes for the November and December 2020 meetings have not been provided for review and approval. Vicki Lind, Secretary will contact Rachel Arnold to get them. (text message sent 1/14/21 at 5:00 p.m.). Review postponed and to be discussed at the February Governing Board meeting.

Mary Johnson, **Treasurer** provided the year end financial report. **A motion was made, seconded, discussed and passed to accept the report for filing.**

Marti Layne, **Membership Director** reported the year end Realtor® members were 55, there were 10 National Affiliates and 28 Strategic Partners. As soon as National has updated the 2021 leaderships’ access, she will have the latest numbers. Our Strategic Partner Program will now run from February to February to allow time to update the Network’s banner.

Janace Hartman, **Programs Director** provided an update for February’s event. On February 11th we will be meeting from 4 – 6 for a Recruiting/Retention event in lieu of our regular luncheon. The location will be Montana’s and additional details will follow,

Vicki Lind, **Secretary** asked President Kem to decide if she would vote on every motion or only in case of a tie. President Kem will only vote in the case of a tie. Vicki and Janace reviewed some of the things discussed on the WOW Wednesday and National Zoom meetings this week.

**Old Business**: Trisha Kem, President informed us that she was able to donate $100 from our Christmas luncheon décor contest to the Food Bank.

**New Business**: Trisha Kem, President, informed the Board there is a new event this year titled “Elevate” being presented by National Women’s Council and all Board members are being encouraged to attend virtually on February 4th and 5th. If the Network funds Trisha and President elect, Allison Paoli, the cost would be $250. If all 6 Board members attend the cost would be $500. After review of the March travel budget, **a motion was made, seconded, discussed and passed to move $500 from the March State Meeting budget of $3000 to fund Elevate for the entire Board.**

**Good of the Order:** it was recommended that we always have at least 2 Board members on each monthly Wednesday WOW zoom calls. Trisha will review the schedule and topics for suggested attendees.

Respectfully submitted,

**Vicki Lind, Secretary**

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**Business Resource Meeting – 12:00 – 1:15 p.m.**

**Meeting Chair: Trisha Kem**, Network President

**Call to Order**: Trisha Kem

**Welcome and Introductions**: Trisha Kem. Introduced guests from State Network: Kay Carlson, President; Carolyn Altman, State Liaison; Kathleen Patterson, First Vice President; Jana Powell, Treasurer and Tiffany Jones, one of the District Vice Presidents

**Pledge of Allegiance**: Janace Hartman

**Table Sponsor**: Anthony and Jackie Oskolkoff, State Farm

**Inspiration**: Valerie Iorg, Realty One Group

**Strategic Partners Announced**: Marti Layne

**Membership Report**: Marti Layne

**Program Introductions**: Janace Hartman introduced today’s program from Carolyn Altman on member benefits. Carolyn explained she had delegated it to the other officers who came with her and introduced them.

**Program** – Membership Benefits. Kathleen showcased the National website and how members should update their profiles to make sure the information is correct to enhance their referral potential. Since so many offerings are on Zoom, members were encourage to attend other local network events in Arizona and other states to get their names and faces out there. Tiffany spoke on the financial benefits that are available through Women’s Council membership and how she has saved many times her membership dues investment through those savings. Kay spoke about the scholarship opportunities offered to members through both the state and local scholarship programs. Just be aware that there are a limited number of these scholarships and there are criteria that the applicant needs to meet.

**Stars of the Month**: Joe Pegorin of HiTech Mortgage gave his to Cindy Hyde and Janace Hartman of Realty One gave hers to Theresa Crowell from Mountain West Financial.

**Member and Guest Drawings**: Teri Tobar, Realty One and Greg Legas, Axia Home Loans (guest of Vicki Hart)

**Coffee Time:** Carolyn Altman drew Janace Hartman, Realty One and Mitch and Carrie Arnold, Always Clean

**Queen of Hearts Drawing**: guest Greg Legas had the winning ticket but did not win the pot.

**Meeting Adjourned**: Trisha Kem, President

Respectfully submitted,

**Vicki Lind, Secretary**

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