



**Women's Council of Realtors Board Meeting
GLAR Office @ 6300 Dutchman's Parkway
April 4, 2017
1:04 pm**

- Call to Order – Karen Bhatt
- - Execused Absences Louise Miller and Barb Jeffries,
 - Asher Snow not excused
- Leesa motioned to approve absences Bonnie 2nd Approved
 - In attendance: Laura Rice, Sherry Henry, Florence Browne, Grace Patterson Sharon Kilpatrick, Laura Wessell, Leesa Hill, Bonnie Mays, Santosh Bhatt, Karen Bhatt
- Approval of March Board Meeting Minutes - Group reviewed the meeting minutes. Bonnie Mays made motion to approve Sharon 2nd motion, Approved
- Financial Report – Santosh Bhatt, Treasurer Elect. Santosh reviewed Page (2) \$50.00 given to charity for Phyllis Block's son. National Dues paid, white ball caps paid and new member pins. And Thirsty Thursday bill at Brick House was paid. We currently have \$ 44, 590. 00 in the account. Bonnie ask where is the income showing for strategic partners. Barb may have allocated dollars. Bonnie said we need to have the strategic partners separated out and shown on the report. We need to see on a report how the monies are allocated.
- Committee & Task Force Reports
 - V.P. of Membership – Laura Rice- National WCR has not updated the roster, by end of the week we'll know our true membership numbers. We've lost a lot of realtor members. Laura is questioning whether or not we need to take on any more strategic partners. We voted that local \$250.00 members have to bring 2 realtors. Laura makes motion to not accept any more strategic partners until we are at least 70/30 realtors to strategic partners, Bonnie 2nd the motion. All in favor Laura, all others opposed the vote Bonnie Laura, Florence, Karen. Motion defeated. We voted and approved via email that the local people need to bring in 2 realtors. Bonnie moved we offer 2 for 1 realtor memberships (brand new members) for April and May Laura 2nd motion. Requested we reserve a table for prospective members. Membership committee needs a table at the fashion show. Motion passes. Laura will have Louise reserve a fashion show table. Santosh Bhatt suggested we have drawing where you get a chance for each new member you bring in and at the end of the year we draw for free membership. On the day of the fashion show Karen announce any realtor member who joins "day of show" will get half price membership. Laura W 2nd approve no opposed. Based on Santosh's suggestion Florence made motion to have drawing in December, Leesa 2nd motion Motion Approved

Bonnie says we are losing 30 people. Bonnie would like for us to be creative. Our membership party is \$ 2000.00. Bonnie suggested we have a membership drive (2 for 1). That way 10 new members would cost us \$600.00. Leesa Hill said watching how we've grown, we may have grown too fast. Deal with the people that we have. If we have a

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smaller manageable group they could help build our group. Sharon K ask in the 70/30 ratio are we counting all national and Local strategic partners? We are. Keep building local strategic partners have them bring 2 realtors. Laura said the main thing is we are losing realtor partners. Laura thinks we need to get the programs where they need to be. Show the realtors there is value in being a member. The Fashion Show is really a draw for agents. Laura would like to review the numbers more when we get them back and have a discussion about how to move forward. Santosh said we should maybe be more involved with GLAR and build on our contacts. Members became members in the past because their dues were paid for. Laura said the programs have been challenging and we need to work on better lunch programs.

- Programs – Leesa Hill & Laura Wessell
- Leesa- agenda is
- April Fashion Show
- May day at the races
- June Mortgage Bankers joint meeting
- July off
- August wellness luncheon
- September Buffalo Trace
- October is the Expo
- November Carl Carter Beverly Carter's son.
- Tentative for November 16th \$ 1200 - \$ 1500 fees to get him here. The night before bring him in for a meet and greet. With just members and possibly open it up to others. Do the event the next day as early as possible.
- Laura said we need a calendar of events and suggested we make it Free to Platinum and Gold members with donations going to the Beverly Carter foundation. Laura said we need a budget of \$6000.00 to bring him in. The Beverly Carter Foundation does security awareness. Laura made motion to obtain a \$ 6000.00 budget for Carl Carter speak, Laura Rice 2nd, motion approved. All in favor none opposed. Approved Sherry and Grace said Mark Lamkin was a really good speaker. Leesa said we sent Mark Lamkin a \$ 50.00 gift card. Bonnie recommended we charge more than \$ 10.00 for the breakfast. Leesa did not think it would be a good idea.

Joint Meeting with Lexington Thursday September 14th at Buffalo Trace. Lunch first then vote officers have lunch then a one hour tour. Grace said \$ 450.00 to rent the venue. Our portion \$ 225. Lexington to pay half. Buffalo Trace preparing the contract. We have to have dinner catered in the lex group is working on the luncheon. The sponsors should cover the \$ 225.00 the sponsors are 2/10 and Kelley DeGeorge.

- Strategic Partners – Asher Snow (not present)
- Social Committee – Sherry Henry reports the last Thirsty Thursday was 8-10 people we picked up new member (Ridgeway) and she signed up to help with the expo. No social event in May. Discussed doing a social at Sherry's home in June. Restoration One will sponsor the food from Cheddar Box. Karen said she was with Barb and booth at the expo she was supposed to have self defense items. Joint event possibly have Greg Epley to approved by show self defense techniques. Karen will get contact information to Sherry. Possibly do an event in July.
- Fashion Show – Louise Miller (not present)

Laura Wessel reports we are now selling individual tables and individual tickets are \$65.00. We will have specific directions. Tickets will be at GLAR for pickup. Instructions will be with the tickets. Grace reports we have 29 models and 22 are realtors one affiliate and the other 6 are sponsors. Every

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office that has a model has a table except for one. Laura said we are on target to make \$16,000.00, 16 vendors.

- Business Expo- Karen Bhatt, Leesa and Grace are chairing. The event is Oct 26 at the Olmsted 2-6pm. Karen sent out an email to new registration ask them to be on the Expo committee. Next planning mtg April 18th at 2:30. Expecting a group of new people. Grace said open it up to the public and have roofers, painters, electricians, plumbers etc. Laura Wessel recommended we use Stephanie Clements and Kimberly Greenwell to promote the Expo.
- Day at the Races – Need Chair which is someone to reserve a table and get information out to membership.
 - May 19, 2017 no volunteers to chair, Karen will put
- Old Business
 - Platinum & Gold Affiliate Member Logos
- Next Meeting, May 2nd 1:00
- Motion to adjourn Grace, Bonnie 2nd Adjourned.

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