

May 1, 2019

Location:MSU State FCU;

Present:- President Laurie Koelling, President-Elect Nancy Vanas, Immediate Past President Katie Weaver, Governor(s) Kellie Smith & Denise Bergsma, Treasurer Shana Maitland & Secretary Bethany Brokaw

Call to Order

9:10 AM

Michele Papatheodore- Pledge

Beth Graham- Inspiration- Take the Leap- be willing to be all in when you do not know the outcome. Be in WCR, be a leader.

Our Strategic Partners

Kevin Briel- Chemical Bank- Honored to receive the State Strategic Partners of the Year 2018; headquartered in Detroit now, Cobo Hall having a name change

Quorum Established- Bethany Brokaw- Livingston absent, all other networks present

Laurie makes motions-

Motion to approve agenda; Second Denise.

Motion to approve Beth Graham as Parliamentarian, approved by Nancy.

Motion to approve minutes- Katie Motions, Kellie seconds.

Laurie- sorry about national/state website difficulties- we are doing the best we can to communicate , need to work on membership budgets for large events, etc. Events coming up- Midyear, Region Retreat II, Leadership Conference Aug 7-9, Fall meeting in Detroit Oct 1st at Quicken Building, NAR meeting in San Francisco - November 19th.

Nancy- Able to attend some of the state's events. Leadership Day Nov 19th, in GR.

Day of learning & networking workshops, collaboration with each other, working on date for January for State meeting & Installation. Leadership day to be in Nov so everyone is all set with elections.

Denise & Kellie- Denise thanked everyone for their support & assistance throughout her personal problems. Website working out on the issues. Trying to attend all board meetings. Calling to check in with Presidents on things as well. Always here if you need us for anything. We were able to sit in on the Region II meeting & working on things together. Brainstorming on meeting w/ incoming President- Elects regarding the events for 2020.

Beth- Trying to get things set up for the future to make it better & easier for everyone at all times. Excited to have statewide calendar on the facebook.

Shana- Left Budget at home, will get to us. Audit has been completed, will be sent to everyone at all times. When registering bulk amounts please put each individual name. Will process refunds & please prepay - very important!

Luke Sasak- Cutco - Talking about how his customers assisted in showing him how great the product is- your clients are the best at selling you- not you!

Moment of silence for the loss of Nora Mckenzie, longtime member.. Time for Breakout Committees

10:55 AM- Resume Committee Meetings-

Bylaws- Beth G, w co-chair Gigi V-

Changing the board finances to attend all of the WCR State meetings as opposed to the MI Realtors & Achieve meetings (solely for President) Important to attend all of the governing board meetings. Governor should attend a governing board meeting for each network at one point. Kellie asks about attending the events- Beth G states that she will keep that appropriate and not take out the actual industry events.

Remove general membership to change to industry event.

Beth G makes a multi- motion -

-All state line officers with the exception of President- network will not pay for achieve nor Michigan Realtors. President will be able to attend MI Realtors (they are a delegate).

- Governors may only attend 1 event per network & 1 board meeting per network & mileage.

Second board meeting &/or event if approved by the board. No more (for budgetary purposes) .

Motion carried & voted on.

Ways & Means-Renee Smith-

Would like to raise over \$10,000. The chinese auctions, Cutco, 50/50. Going to raise funds for State Oct 1st- (After the meeting) 5-10 PM Punchbowl Social, mixer. Would like to reach out to local networks for ideas to obtain funds, etc. Raffles for vacations, etc to earn more money.

Five different experiences should be a great way to raise funds.

Education- What can we do to bring people back to the state meetings, get new people, etc. No motions.

Nominating- Katie Weaver; Co-chair is Sarah Cameron- Filling the state board for next year; we will be working on this & have the slate ready by 9/20 in order to make our Oct 1st vote. Reach out!

Finance & Budget- Chris Dean- Completed the audit on state & went well. Would like to improve on some areas. Figuring out when there is a difference between receipts, etc & what is requested. Local standing rules are very important. Ensure you are following the standing rules. Shana asks a question about uber- pay attention to your standing rules regarding transportation fee(s) such as uber/taxi, etc. Be specific. State has a CD; once extra we transfer there be believe. Smart to have an interest earning account.

Membership- Wanda Williams- It's your job to bring up WCR in front of all agents when you are in front of them. WCR feeds NAR. Honored new members. State will provide a \$200 for the Region Retreat, once we have the retention numbers, that network will get a scholarship. The winning network will receive a professional video made as a reward as well. Trying to bring in dogs to MR for the WCR booth to assist animals & also bring a lot of attention to the booth. Also goodie bags to hand out there too. Putting these together. Recruitment ideas- membership drives with association, wine mixers/tasters, recognition on the FB for members, bios, meet & greets w a sponsor.

Leadership identification & Development- Brenda Lee- Make suggestions to National to have 7 people for this. Make your app by May 3rd. This is a small or large job- do it! Apply.

Website/Marketing- Shana Maitland- Lets all work together to get our new websites updated, it is a struggle. June 6th we will conference call with each individual to get it updated- Thank you Amy Crandall.

Hospitality- Nancy Vanas- Upcoming events, MI event at DC on Thursday, you can pay for yourself there, very exciting, close walk. Leadership Day is November 19th, Save the dates Oct 1st MI; San Francisco, working on something for us there.

Local President's Report-

Southwestern- Colleen Dawson- Done with the tough stuff, working on members as we are new. We are enthused! May 8th - Water Worries Program. Local minor league baseball game & fun event coming up.

Lakeshore- Gigi Virta- Speed networking with builders event tomorrow. Great Marijuana event with an attorney, golf outing coming up.

275 Corridor- Autumn Hicks- Had a great event with Lion's kicker, bad weather- had a great turnout. Had a city planner panel as well. Having an open house event at a tollhouse & also 2 drink tickets- 2 speakers, one at the beginning & one in the middle. Each room has a vendor in it- stamped the card for a drawing.

Lansing- Joi Luckadoo-Villa- Working on rebuilding membership, great euchre night. Had Matt Davis & Westrin come & speak w us a few weeks ago. Kentucky derby event tonight. Marijuana event coming up.

Rochester- Renee Smith- Had a NFL speaker, great event. Did a con ed & a collaboration with MMA. Golf outing June 19th. Need some assistance with the outing. Home tours every month other than 2 months in the summer. Walkable tour with houses, builders roundtable; Holiday party is Dec 12th.

East Central- Michele Papatheodore- We have more members now, grown by 20 members & increased Strat Partners. Working on gaining new leadership. Had a nice showing at Salesfest. March was an appraiser, April was bowling & also a legal CE event. Have a mixer at Ferris Wheel coming up, 2 free drink tickets per person. Wire fraud w CE coming in June. Golf outing, trying to get this going.

Northern Michigan- Jennifer Marlow- Good attendance for a taxes event, we do things every month. March was FEMA/LOMA. Had Westrin do April w CE. Doing a panel on marketing based on generational differences.

Adjourn for lunch 12:13 PM

Resume 1:05 PM-

Becky Gean, Esq Michigan Realtors- Presentation, slides attached.

Round table leadership tables reporting-

President Group- Autumn Hicks reported. Two Takeaways are to not post pictures with alcohol on sites, etc. Make sure to mentor & prepare the President-Elects.

President Elect-Lindsey Dryska- Making sure that they feel confident in their role, working with the Presidents. Always think of your future board.

Membership Director- Wanda Williams- Consistency & alcohol are key. Have your mixers be the same day, same time, etc. Bring in a top notch speaker to get a lot of people signed up. Do not have competition with the local association, combine instead.

Program Director- Melissa Degan- Have a 90/60/30 day approach for advertising your events. Have something set to assist others in the future.

Secretary- Amy Parsons- Take your notes on the spot (type them out) & also use google drive if needed. Beth B- Also there is a spreadsheet that can be used for emailing everyone.

Treasurer- Chris Dean- Look for your future replacement. Have a CPA do your tax returns- bring them in as a partner, may do it free. Budget, great to have bond insurance if needed for cash. For credit card transactions, use something with low charges, etc.

Hospitality- Renee Smith- seat your new people with seasoned people- make them feel welcome, etc. Introduce them to people, ask them to come.

Marketing- Sarah Fierk- Stay on top of mind, etc. Use social media, use canva. Get out in advance.

President Report(s), resumed-

Lakepointe- Mary Rose Olejniczak- Outstanding first quarter, lots of attendance. Standing room only event! We had a great panel presentation, tax topics w a board. Networking mixer at Top Golf with local mortgage officers. Golf outing is June 25th at Cherry Creek. Had a legal panel last week & was awesome- breakfast meeting, standing room.

West Michigan- Brooke Sines- Bus tour w MMLA, great event, very casual communication event coming up. Beneficial for personal & business..golf outing is during the Region Retreat. October 18th is the Failure Lab Event again! MMLA will assist us with this again. We are doing happy hours consistently every month. Averaging 50+ people. Doing a rooftop members only mixer. Using textmagic to remind people of events.

Birmingham/Bloomfield- Karen Crespo- 8 events thus far, 2 industry events. Had a productivity specials, appraisal/inspector panel, mixers, power hour monthly, having an awesome panel- Brenda Lee will be on it! Leaders that give back! Summer reading list & sharing MidYear info, SUMmer Soiree at the race track, members only, doing thrill rides!! Safety event w Beverly Carter's relative. Oct- free con ed for members, December 4th is our Christmas Party.

Break 2:48 PM

Resume 3 pm

Brenda Lee, National President- Elect- thank you for your support of RPAC. We are working on the website. Please have patience, we are working on it. I can assist you. We are working on a grant program. There will be 5 grants of \$5000 from WCR/NAR. Can be from state/local networks. End of April apply. Power to the Women. Read the articles in E-connect. The new National rules for locals- What will the state & regions look like. Regions will change! Will change to National Liaisons- only 3- West, Central (us- 10 states) & East. National Liaisons will be on the executive committee- this is a wonderful new position.

Jim Vanas- Tech tips!

Safety App- Forewarned

Live videos- periscope- will direct feed into other apps...

Cam scanner on your phone! Use it!

Robokiller app- stop the spam calls- person will answer & mess with them! Or nomorobo (free)

Homesnap Pro- great thing to use

Slydial- leaves a voicemail automatic

Canva- use it, free program to make things

Skitch & Over- good apps for text over photos also Legende

Bsafe- safety app or noonlight- photo/video taker  
Imovie, Clips, Videolicious, Adobe - great video editors for you!  
Roomscan- measure the room, do a floor plan  
Waze- best GPS app  
Amitree folio- auto sorts email  
Freshchat- AI bot to add to website!  
RPR Mobile  
Fiverr- virtual assistants  
Text Magic- send group texts  
Linktree- puts all your links in one section, looks nice  
Glympse- safety- will follow you when wanted etc.

Research Request- Nar website- put in request, NAR will send you a report on it.

Alexa Morning briefing- record your own.  
Breakthrough Broker  
Google Alerts- your listings, yourself, your team etc  
Follow Up Boss- great CRM  
Evernote/Google Products  
Boxbrownie.com- make pictures look good  
Everyday- 4 H- 4 handwritten notes, 4 hotshets, 4 happy birthday/anniversaries, 4 high fives  
Eco tanks- home printers, refill  
360 cameras, get a zoom for your phone etc.  
DJI Osmo Pocket- help with shocks on videos etc.

Drawings

Meeting Adjourned 3:50 PM