

10/1/19 Madison Building

Present- President Laurie Koelling, President-Elect Nancy Vanas, Governors Denise Bergsma & Kellie Smith, Secretary Bethany A Brokaw, Treasurer Shana Maitland, Parliamentarian Beth Graham

Call to order 10:05 AM

Chris Dean, Pledge of Allegiance

Steven Melchor, inspiration

Strategic Partners-

Rocket Homes, Jess Fields

Chemical Bank, Kevin Breil

Cutco, Luke Sasak

Roll call- Bethany- Established a Quorum

Laurie

Motion to approve agenda, approved

Approve Beth as Parliamentarian, Kellie seconds ,moved

Approve Minutes, Denise Seconds

Explanations of the state vs local elections- different

State still under the old rules, local have updated

Katie Weaver, Nominating Committee Chair- announces slate

President- Elect- Kellie Smith

Governors- Bethany Brokaw & Denise Bergsma

Treasurer, Shana Maitland

Secretary- Renee Smith

Unopposed- no nominations from the floor, win positions

Kellie Smith, President- Elect

Governor, Bethany Brokaw & Denise Bergsma

Shana Maitland, Treasurer

Secretary,

Joi Luckadoo Villa nominated by Colleen Dawson

Accepted

Speeches- Renee & Joi.

Voting

10:44 AM

Nominations for the Nominating Committee 2020

Nancy Nominates Wanda Williams

Kellie- Karen Cresap, declines

Karly Wentzloff nominates, Erica Korndorfer  
Pat Drery nominates Kelly Dix  
Joi Luckadoo Villa nominates Josh Holbrook  
Beth G nominates Wendy Ryder  
Joi nominates Chelsea Cain

Secretary Election results- Renee Smith is secretary

Laurie- President's report-

Honor to serve, attended many events throughout & more to come. Selected as a member of the National Leadership Academy with Women's Council

Nancy- President Elect's report-

New state model roll out, plan is that all networks are being consistent throughout & support the local networks. Developing & helping others. National taskforce has made sure that state will be supporting local networks with following all of the protocols. More information coming, Leadership orientation is October 30, details will be on the FB & Website. 2021 should be implementation of changes. Important to attend. Network 360 was amazing and lots of fun. Great way to meet others from other states. Membership needs to be our focus right now.

Kellie & Denise, Governor's report-

Goal is to have the same consistent message throughout the entire state. Networks- helping them succeed. Had a state of the state conference call- was very helpful & we will continue that. Did budget reviews, etc. Important to read your standing rules and have them easily accessible. Network elections must be completed by 10/15; report to National by Nov 1st- we will ensure that this is completed & turned in. Preparing for San Francisco. Region II Retreat was awesome.

Nominating Committee results- Wanda & Josh are elected. Must vote for the remaining as there was a tie. Re-vote for Chelsea, Erica, Kelly & Wendy.

Beth, Secretary Report- website works & is EASY! Going to make a video with explanations of how to use. Working on combining the websites to have clearer communication throughout.

Shana, Passed out the budget. We are very close. Going to work on eliminating a \$15/fee monthly. Paypal is being used a lot; that has cost us more than anticipated. Need to budget for the San Francisco trip; make sure as local Treasurers, you are watching the finds, etc. Ask for help if you need it first. Shana is here to assist you. Check your expense reports. Questions on the website. Requesting a Treasurer webinar.

Nominating Results- Josh Holbrook, Wanda Williams, Kelly Dix. Alternates- Chelsea Cain & Erica Korndorfer

### Committee Break-outs-

Lunch, 12:30 pm

Denise Ann Taylor, Outclass the Competition

Be safe with your handbag; keep right hand available for handshakes. Be aware of where you place your nametag, your handshake. When eating, choose wisely. Be aware of disabilities, whether cognitive or physical. Eye contact is important.

Small Break

2:03 pm

Modern Marketing for Realtors, Johnny Fowler & Corey Roediger

Must use a CRM to succeed

Thursday 10:30 AM best time for live videos

Use algorithms for success

Matt Graham realtor- open house systems

Brad Korn- great with CRMs

Newspapers are now blogs/vlogs; networking is now FB/LinkedIn, mail is now email, cable is now youtube.

Y2mate.com

Hothomesofkaty- check out his FB

Groups- join groups

Change your FB profile picture every 30 days

Choose groups that will elevate your price point

Use your posts for personal relationship building

### 3:45- Committee Reports-

Bylaws- Beth Graham

#### ARTICLE IX – ELECTION OF OFFICERS

Section 1: The election of officers shall be held at the Annual Election Meeting of the State Chapter which shall be held prior to or in conjunction with the annual convention of the MICHIGAN State Association.

Section 2: (A) Election of officers shall be by via voice or roll call vote or written ballot if there are two or more nominees for an office. Each Active and National Affiliate member may cast one vote. A majority shall elect. When there are more than two nominees for any office and there is no majority on the first ballot, the top two candidates will run off against each other and all other candidates are eliminated.

(B) Voting by proxy shall not be permitted.

Proposed change:

#### ARTICLE IX – ELECTION OF OFFICERS

Section 1: The election of officers shall be held at the Annual Election Meeting of the State Network which shall be held in the 2nd quarter of the calendar year no later than May 30th.

Section 2: (A) Election of officers shall be by via voice or roll call vote or written ballot if there are two or more nominees for an office. Each Active and National Affiliate member may cast one vote. A majority shall elect. When there are more than two nominees for any office and there is no majority on the first ballot, the top two candidates will run off against each other and all other candidates are eliminated.

(B) Voting by proxy shall not be permitted.

Motion made. Approved by everyone.

Committee feels there should be a \$75/day per diem for meals

Motion to make a \$75/max per day per diem for state. (Limitations) Approved

Discussion on if this is proper.

Immediate Past President- local network visits- remove the budget for their mileage for local network visits.

Approved & Passed.

Ways & Means- Renee Smith

Do the 50/50, Baskets (Chinese Auction), Cutco for income. Mixer to assist with income. The golf outing last year was a success.

Education & Programs- Laurie Koelling

Working on next year's programming with Nancy

Finance & Budget- Chris Dean

Everyone needs to have their budget done asap- get approved in December so you can cash checks by January. Know your bylaws. Turn in your receipts in a timely manner. Always do the Early bird pricing. Sponsorships/Strategic Partners- get on this now.

Membership- Wanda Williams

Expo- Chemical bank is sharing the booth with us, saving us \$; booth 10 & 11. We have a few available slots to man the booth. Please help us fill the booth. Detroit Animal shelter gave us goodie bags as we could not bring their animals there. We need any literature we can have at the table. We had a retention contest- West Michigan won! We had a recruitment contest as well & West Michigan won! Will win a professional video made.

Leadership Identification- Debbie Z

All set till the spring

Marketing/Website- Shana Maitland, Melissa Degan

Asking for \$15 more for next year in order to run our state website. \$300/year

Motion from committee for \$15/year, approved.

Hospitality- Nancy Vanas & Julie Diaz

Working on event for San Francisco, a Michigan dinner/meet- up. Will be in touch.

Katie Weaver, Member of the Year

Locals must tell her by Friday for who is our MOTY, STOTY

President's Report

Southwestern- Colleen Dawson

We got approved for our non-profit status. Master Customer Experience in Nov, coffee/elections in October..Chicago bus trip in December- this will sell out

Lakeshore- Gigi Virta

Great golf outings, had more events, new strategic partners as well as 9 new members! We have elections coming & meeting in Nov & Christmas party in December.

Autumn Hicks- 275 Corridor

12 new members! Puppy yoga/con-ed coming next week. Had a members only lake house party! GMAR gives back in November, we have our installation gala in December.

Greater Rochester- Megan Woods

Membership down a bit. Had some Mayors come in, was successful. Have a great mixer/elections coming up. November- buildings permits event & December is our Holiday event.

Lansing- Joi Luckadoo-Villa

Murder Mystery coming up, Uker night, installation of Chris Dean coming soon. Had a Lansing lugnuts party & made it good with sponsors and 25 members.

Livingston- Kellie Smith on behalf of Jen Webb, Ms Hata coming for more con-ed October 18th.

East Central- Josh Holbrook

First golf outing- we had over 70 attendees, raised over \$6500 on this. Holiday Auction November 15th at Warwick Hills- included a food & open bar.

Northern Michigan- Jennifer Marlow

Had good attendance at our last event; had a wonderful strategic partner appreciation event at a winery. Having a survivor event coming up. Project teams working on things.

West Michigan- Lindsay Dykstra

Changed our Wake up Wednesdays to Thirsty Thursdays- attended well. Failure Lab is coming again! Please come again, over 200 people attended. Great event, looking for a t-shirt sponsor. Dec 12 Holiday Party/Installation

Karen Cresap- Birmingham/Bloomfield

Hosted the Beverly Carter foundation event with Carl Carter. Attended by over 120 people. Scored a 5/5 on the ratings- been amazing. Offering 10/17 the AHWD certification for free if members. Have a Womenbuild project going on. November is our past President's lunch/Strategic Partners. Dec 4 for our Holiday Party.

Mary Rose Olejniczak- Lake Pointe

Asked our members what they are looking for...we had a top producer panel- it was a great event, ran over, had a full house. Had a good legal update. Macomb county updates; had a building/trade fair. Oct is our Jeff Glover & Family bowling event. Our Holiday Auction is Dec 5th .

Meeting Adjourn 5 pm