

## **Winter Meeting**

January 31, 2020 Meeting Minutes

### **State Board Installation**

**Location** : Marriott – Eagle Crest Conference Center, Ann Arbor

Present-

Robbin Barnes, Kellie Smith, Shana Maitland, Renee Smith, Bethany Brokaw, Laurie Koelling, Katie Weaver, Beth Graham (parliamentarian)

### **Welcome and Intros**

**Katie Weaver RVP**, - Welcome and explanation of recent changes in board – Nancy Vanas resigning as President and Denise Bergsma resigning as Governor. Explaining the why and how we are where we are and what the definition of what a volunteer is and means. Went to national to determine how to move forward and did so based on knowledge of the new network model and past president being best candidates to serve. Voted on Robbin Barnes as President and Laurie Koelling as Governor.

### **Opening Remarks Robbin Barnes, President**

**Pledge of Allegiance** – Megan Wood Rochester Network president – Meaning of the pledge

**Inspiration** – Rick Linnell/Linnell and Associates, PLLC – Rick’s Story, getting into the business

**Installation of officers** – Brenda Lee Szlachta, National President

Robbin Barnes, President / Kellie Smith, President Elect/ Shana Maitland, Treasurer/ Renee Smith, Secretary/ Beth Brokaw and Laurie Koelling, Governors

### **Lunch break**

**Recognitions and Awards-** Katie Weaver RVP – presents to all local SPOY and MOY

#### **State SPOY and MOY**

Katie Weaver 2018 presents to 2019 Brenda Lee MOY

Kevin Briel 2018 to 2019 Luke Sasek , Cutco – SPOY

### **GBM-**

**Robbin Barnes opens with thank you to Laurie Koelling for her service this year.**

**Call to order 1:49 pm**

### **Roll Call –**

1. 275
2. Birmingham Bloomfield
3. East Central
4. Greater Rochester Area

5. Lakepointe
6. Lakeshore
7. Lansing
8. Livingston
9. South Western
10. Northern MI
11. West Michigan

**A quorum is established**

**Agenda approved**

**Approved Beth Graham as Parliamentarian**

**Approved minutes from Oct meeting**

**Officer Reports**

**Robbin Barnes/ President** – Discussion on adhering to new network model

\* Follow Birmingham Bloomfield (recent event) and East Central (Sales Fest. has been going for 23 yrs)

**Budgets** - Know how to keep your budget properly (past pres, treasure, current pres, treasurer) review last year's budget to decide what works and what doesn't on current budget. Dues, meeting charges, and SP should be able to pay for Industry events and use fundraisers to pay for travel budgets.

BE GOOD STEWARDS of NETWORKS money ... leave it in better condition than you found it

100% Compliant and No Network left behind, We are here to help!!!

**Kellie Smith / President Elect** - Looking to plan leadership day needs to make sure all elections are being held before Oct 15

Leadership Day November 4, 2020 Location ( TBD)

**Shana Maitland /Treasurer** – Robin motion to accept and rec Tammy Lombardo (LKPT) seconds subject to audit. \$24,000 is Current bank balance on Budget. Books for 2019 closed out and after audit in May they will be filed. We had a \$4215.00 loss from 2018-2019 (Avg 19 members lost per network), found that the way to renew or join on website was not working properly. We need to find ways to get the numbers back up. Suggestions made to use paypal, square, etc.. to help get members signed up or go back to basics – fill out the application and send a check! Recruit Retention remember the contest thru March 31<sup>st</sup> (has been extended). Still struggling with roster online numbers are not consistent (148 one week and next week 109)

**Brenda Lee – adds in who we can call at National Level and call out to Bethany for the video posted on FB.....**

**[Jsaltman@wcr.org](mailto:Jsaltman@wcr.org) she will be able to help with network issues, reach out instead of being frustrated**

**Renee Smith / Secretary** – Advised to have all members check Women’s Council profile on website to ensure email address are up to date and add in info and photos. Communication on election and material to be emailed out asap. Make sure you are using Women’s Council not WCR on communications. Please submit any updates to calendars we are currently working on state calendar with all events to be posted.

**Laurie Koelling and Bethany Brokaw /Governors** – discussion on compliance, 4 industry events and 2 networking events. Be sure you know what the difference is. Bethany is putting informational videos keep an eye out. Laurie requested the networks add state line officers to email send outs so we can stay updated on events and attend when possible.

#### **Committee Breakouts**

**Finance and Budget** – Shana Maitland

**Nominating Committee** – Laurie Koelling

**Leadership Development** - Debbie Z

**Past President Advisory** - Beth Graham

**Strategic Planning** – Chris Dean

#### **Committee Reports –**

**Nominating Committee – Chair** Laurie Koelling **Committee-** Josh H, Wanda Williams, Kelly Dix

Realize the need to get info out to membership asap on receiving their intent to run for a position asap!

Fall meeting we voted to move election to May 1<sup>st</sup> we **need your intent to run by March 15- RS will send out email with info**

**New Model as follows-** Elected positions - President Elect, Treasurer, First Vice President

President will appoint – State liaison (no more gov)

**Finance and Budget** -2020 budget move for motion to approve state budget Shana (committee)

Any discussion –Beth G – numbers seemed off with the number of members showing in est vs actual

Shana - we left it to overcome the issues with website and issues in registering.

No further discussion, motion carried (Robbin)

Spoke about fundraiser for the state – should be attached to a state meeting hopefully with MR in GR. Ways and Means project team to be developed

**LID- May 2<sup>nd</sup> deadline you can nominate yourself now** - go to network tools complete the application. Many options, introduce a speaker at National events, pledge of allegiance, be an ambassador May and Nov \*see attached for more options and how to complete application

**Past Presidents Advisory– Beth Graham/ Chair and Sue Kelly /Co chair**

Create a group to bring past leaders (presidents) together

**Strategic Planning – Chris Dean (president elects as co chairs)**

Past presidents should make a 3 to 5-year plan. Help to plan industry events and membership retention. Suggested meeting quarterly and can help to plan leadership day in the fall

**Robbin Barnes** – Went over finding website for the state please go to wcr.org – find a network – MI will show all networks. We need to use this website.

Use the WOW planner to determine Ind events. James Christbrook brought Roberts rules to follow please take them back to your networks.

### **Local Network reports**

**1. G Rochester/ Megan Wood** – 3 planned events - Past Present and Future event April 16, Johnny Fowler – Social media May 8, Community Update – sept 12, Mixers, Healthy Wealthy and Wise event, Realtor Panel Oct 15 (3 different levels), Golf outing and Holiday events planned. Need Help with finding future leaders and member retention

**2. South western/ Colleen Dawson** – 4 events planned Darryl Turner, Sam Powell in May, Ins panel in Oct, collab w Lansing, mixers TBD, Dec 2<sup>nd</sup> Chicago bus trip which raises funds for families in need food and drinks provided by Strat Part). Roster is an issue, example Colleen paid for daughter and still not showing up

**3. Lansing/ Chris Dean** – 6 events April 23<sup>rd</sup> At Home w Diversity will count PMN elective CRS and ABR, Speed Dating with Strat Part (100.00 for each SP to have a table), City Planner event, Impact on Mkt

during election year, Collab with MMLA and HBA in Lansing . Strategic Partners progressive dinner thru town. Kentucky Derby fundraiser fall mixer tbd. Membership retention issues as all are having

**4. Birmingham Bloom/ Chelsea Cain** - State of Mkt (Melissa Botsford, Brian Westrin, Karen Greenwood) spoke about RPAC great industry event 104 attendees – gave print outs with note section, Jeff in March finding your Secret Sauce industry event ... Max out your potential , July is Broker panel - Your everyday agent- what are you doing how are you doing it and work life balance, Holiday Breakfast – great speakers looking for Quicken to speak on what is happening downtown Detroit. Power hours – 1<sup>st</sup> Monday of each month giving back what we take from conferences, conventions

**5. 275 / Melissa Deegan**- Ind event 20<sup>th</sup> Women on Top of their Industry (4 female CEOs), May 7<sup>th</sup> How to make money using SM with Livingston, Sept 10 Legal Update with Linnell and Assoc, Oct 22<sup>nd</sup> TBD speaker how to increase your sphere, Networking events – Fire and Ice Anniversary party, Lets play Family Feud April 2<sup>nd</sup>. Golf June 16<sup>th</sup> Fox hills

**6. Livingston/ Sarah Fierk** - Installation/inspiration Jake Herbert spoke he is Olympic athlete, May 7 w 275 Johnny Fowler, Oct TBD. Networking – we love our members, June member only mixer, trying out Power Hour, Fundraiser – golf (9 and Dine), Dec 11<sup>th</sup> Holiday auction

**7. Northern MI /Erica Slater Marshall** – Jan Dan Else REO Economic Update, Love it or List it with an Interior Des/ Master stager, Mixed Use developments visiting 3 of them SP providing lunch and mixer at end. Sept SP party at vineyard, Holiday party, SP preferred directory (SP – pay for advertising)

**8. East Central /Josh Holbrook**- Sales Fest (24<sup>th</sup> Annual) Feb 12<sup>th</sup> in Frankenmuth, May 20 How to avoid Lawsuits with Chris Christensen (Running for Judge), Be on the Beach and let your business work for you, All Star Panel review. Networking Mixer gained 5 sp, Fenton roof top mixer, Davison hotel mixer. Fundraiser- Golf Outing, Nov 6 Holiday Auction. Help with Rec and Retain

**9. Lakeshore/ Nicole Kyser** – Modern Marketing with Johnny Fowler, Legalities with Cannabis, Con Ed. Networking – Casino bus trip Fundraiser – Bras for a Cause (Oct 16), Golf Outing – Pigeon Creek, Wine Cider and Beer bus trip

**10. West / Lindsey Dykstra**– Wendy Forsythe, Marky Lemon – April 30, Todd Anderson (life coach- 7 habits of highly successful people)Sept 10 Working to bridge gap with local association. Offering members only 4 webinars by Debbie Degrou who will be a speaker in beginning of 2021. Networking – 5 Happy hours, 2 member only events, Fowling. Fundraisers- Golf outing, Holiday party Dec 3 (raised extra funds for schools 1000.00 for students that are underprivileged)

**\*\*\*Look for video from Lyndsey**

**11. Cindy Manciero/ Lakepointe** - 4 events April 22<sup>nd</sup> Johnny Fowler (collab w GP Board), Fierce Females (CEOs, Keynote Leigh Brown), Shifting Mkt (Jeff Glover from Glover U), Human Trafficking and Safety . Networking - Keep your \$ from the tax man, How to have a stellar year for 2021. Mixers -giving out prizes for bringing guests (memberships) , Axe throwing, Mystery Mixer, and Top Golf w MMLA. Fundraiser - Gatsby Evening holiday, A Night at the Races

**Looking for Project team to plan Michigan night out in DC**

Beth Brokaw to help plan mixer/dinner in DC – to go back to restaurant we went to in 2019

**Meeting Adjourned 4:03pm**

**Brenda Lee Szlachta (key note speaker)** - Went over benefits of membership webinar – can be found on national website under benefits

**Google – Bill Highway going to use this moving forward to pay dues**

[Jsaltman@wcr.org](mailto:Jsaltman@wcr.org) she will be able to help with network issues

**Extending renewals by a Month – April 30th**