**March 11, 2021**

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

**Governing Board Meeting – 10:38 – 11:40**

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

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

The minutes for the November and December 2020 meetings were not provided for review and approval by the previous Secretary. A **motion was made, seconded, discussed and passed that the Network is moving forward** **without them**. **Minutes for January were presented and approved with minor spelling corrections.** Vicki will upload them to the microsite. There was no February Governing Board meeting.

Mary Johnson, **Treasurer** provided the 2020 ending and February 2021 year to date financial reports. As of February ending shows total Assets of $57,441. In addition, the event financials were presented showing a net profit of $75.77 for the February membership event. The Queen of Hearts carryover is $467. **A motion was made, seconded, discussed and passed to accept the report for filing.** Mary reported she had received checks from all 6 of the National Affiliates, deposited them and handled the renewals via phone using the Network debit card with National.

Allison Paoli**, President Elect,** reported the results of the member survey sent to get a feel for issues regarding renewals. More than half of the 19 respondents did not answer the of whether or not they were renewing. 77% of the 19 responses reported having issues with the renewal process. As a result, President Trisha will contact Lake Havasu Association to set up a time frame before month end to assist Realtor members with their renewals. (Update: the event will be 3/25/21 from 10:00 a.m. until 2:00 p.m.)

Marti Layne, **Membership Director** was absent and no report was submitted regarding National reports on renewals and Members not Renewed. Mary Johnson said she was aware that all Strategic Partner payments have been received and the updated banner was on display. President Kem asked Vicki Lind to speak at the Business Resource meeting regarding the renewal issues and Amber Cheramy-Lyon to speak to the Strategic Partners.

Janace Hartman, **Programs Director** provided an update on February’s membership event. Today’s speaker is Liz Recchia, the Chair of WeSERV Government Affairs (GAD) that works to ensure private property rights and Realtor® input is heard on matters of importance. Our April program will be provided by Karen Bohler, Arizona Real Estate Advisory Board and owner of the Bohler School of Real Estate focusing on April as Fair Housing month. Janace is also working with Stetson Winery on a late April event highlighting the vineyard area near Kingman. A second possibility would Copper Still Distillery.

**New Business:** President Kem announced the she, Allison and Janace would be attending the meetings in Prescott. The networks have been asked to donate bottles valued at least $20 for the state fundraiser.

**Good of the Order:** Vicki announced she will be out of state and unable to attend and take minutes in April. **Next meeting**: April 8, 2021

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

**Pledge of Allegiance**: John Watson, Home Guard home warranty

**Welcome and Introductions**: Trisha Kem. Guests included District Governor Deanna Weaver and her husband Keith; Andrew Maurer from Farmer’s Insurance (Anthony Oskolkoff), Cary Austin of Austin Enterprises and Suzanne Causley of Horizon Community Bank (Lora Pearce) Mario Reccia (Liz, the speaker’s husband), and Lauren Verdone from eXp Realty(Leigh McClintock).

**Table Sponsor**: Lora Pearce, Pioneer Title. She announced the last of their CE Zoom classes for spring 2021. Contact her for reservations and additional information. Classes are 3/19 Fair Housing, 4/1 Disclosure and 4/16 General. Each class is $10.

**Inspiration**: Carolyn Altman, Realty One Group

**Strategic Partners Announced**: Amber Cheramy-Lyon, Brooks Clark & Assoc

**Membership Report**: Vicki Lind, Keller Williams thanked those that completed the membership survey. With a show of hands virtually everyone reported having issues renewing. She announced there would be an announcement shortly offering a window of time that officers would spend helping members renew before March ending. There is only 1 birthday this month, Trisha Kem.

**Program Introduction/Program**: Janace Hartman introduced today’s program from Liz Recchia, the GAD chair from the WeServ Association in the Valley. They are primarily involved Planning and Zoning plus development resources within their area. She brought lots of information and encouraged our members to check out WeServGAD.org. In addition, she explained the benefits if we get involved in our own area.

**Stars of the Month**: Cindy Hyde of Premier Title (through Judi Harris) passed hers along to Sue Hall, Axia Home Loans and Theresa Crowell from Mountain West Financial gave hers to Marti Layne, eXp Realty.

**Member and Guest Drawings**: Liz Recchia of WeServ and Kary Austin of Austin Enterprises (guest of Vicki Hart). Suzanne Causley, Horizon Community Bank also donated an item which was won by Debbie Leonhardt, Hi-Tech Mortgage.

**Queen of Hearts Drawing**: guest Suzanne Causley won the day’s pot but not the Queen of Hearts

**Next Meeting:** April 8, 2021

**Meeting Adjourned**: Trisha Kem, President

Respectfully submitted,

**Vicki Lind, Secretary**

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