



Missouri Women's Council of REALTORS Governance Meeting

January 17, 2023, 10:00 AM

Sheraton Crown Center Kansas City, MO

PRESENT: Terri Gilgour, Tammy Sherrell-Shortt, Gerrie Moore, Becky Klein, Dave Shortt, Dawn Dunavant-Banks, Angel Borgardt, Maria Partridge, Dena Loder-Hurley, Deborah Ahrens, Maizie Brown, Lynn Farrell, Jen Colvin, Chrisy Hoerner, Isabelle Jimenez-Walker, Jennifer Justus, Brenda Oliver, Sarah Bell, Donna Mitchell, Carol Duke, Chris Casey, Kayla Johnson, Liz Bruch, Debbie Weber

ABSENT: Marc Levinson, Izzy Smith

Welcome/Call to Order: 10:02 AM Terri Gilgour

Parliamentarian: Brenda Oliver

Roll Call: Becky Klein

Motion to approve Agenda. President Terri Gilgour asked for flexibility in moving agenda items around to accommodate Governing Board Members in other meetings. *Motion seconded and passed.*

Motion to approve September 20, 2022 Minutes. *Motion seconded and passed.*

Membership Update: Gerrie Moore

Columbia 32

Jefferson City 23

Kansas City 43

Lake Ozarks 23

St Louis 62

Southwest 33

St. Charles 59

Total 275 +10.4% from 2022

State/National Updates: Tammy Sherrell-Shortt

Microsite – Update message from President and make sure leadership team and photos are up by the end of next week – Local Presidents noted microsite issues trying to get leadership team photos and correct people displayed. State Leadership will work with networks to update microsites. Microsite issues are happening around the country. National leadership team met last week and are working toward a solution.

Audits for local networks need to be submitted to Tammy. Detailed/itemized receipts, Google maps for mileage, must be submitted prior to reimbursing for travel expenses. State recommends

that local networks match state requirement to submit conference reports in addition to itemized receipts prior to expense reimbursement.

Elevate Virtual conference is coming up on February 2 & 3. Local networks can watch together as a group. Make sure that someone from your network is on as it counts toward certification.

Missouri REALTORS® Spring Business Conference is April 11-13 in Columbia, MO.

Women's Council Midyear is May 9-11 at the Renaissance Hotel in Washington DC– this is different than previous years. Registration opens February 15. Mark your calendars and get in quick as rooms go fast.

Lin Van Meter is running for National Liaison, so it is important that we are there to vote for her. Local Presidents vote in this election and voting is the last day. If you can't be there, make sure to register a proxy or alternate. Please share campaign info once it is out there because she can't.

Missouri REALTORS® Fall Business Conference is September 19-21 in Springfield.

Make sure leadership teams are reading the Roadmap for Network Leaders and clicking to open articles. This counts toward network certification.

Treasurer's Report: Dave Shortt

Please see attached Financial Review. Commerce Bank Account balance as stated on Financial Review is \$22,916.93 (rounded up to \$22,917.) On January 17, 2023, the Treasurer received a check from Missouri REALTORS® in the amount \$733.61 for our profit from the Dodgeball Tournament at the 2022 Fall Business Conference bringing the actual year-end balance to \$23,650.54. The Edward Jones Account balance is \$20,140.64. Total beginning assets for 2023 are \$43,791.18.

Billhighway not well-suited for state networks, especially ours since Missouri REALTORS® helps us with our events. We have to use it for dues money from national, but we can transfer money to our regular account. Recommend having a conversation with governance to explore the concept of utilizing Billhighway prepaid cards. The Anywhere device is not cost effective so we will continue to use the Square.

Budget discussion held until completion of Member Enrichment Task Force update.

Strategic Partner Updates: Donna Mitchell

Current Strategic Partners are USA Mortgage at \$2,500 and Gershman Mortgage at \$750. The past couple of years have been a challenge to get people to buy in at lowest level of \$750. Not all potential partners conduct business statewide, and our conferences are spread out. Budgets cannot justify the higher expense for going that far out of their market area. A new level was proposed to offer a \$300 investment to sponsor one state meeting in vendor's local area.

Motion to authorize the sponsorship/Strategic Partner Committee to add a lower sponsorship level of \$300 for one state conference in a given vendor's local market area. *Motion seconded and passed.*

Further discussion: Need to do better at showing vendors value, come up with good benefits like social media, microsite, etc. "Meeting sponsored by" on flyers, slideshow, agenda. Discussed blue sashes to identify Women's Council sponsors.

Leadership Identification and Development Update: Isabelle Walker

Committee must be comprised of at least 2 Past Presidents and 2 Members. Can submit up to 10 people by the May deadline to move forward to National positions. Committee members: Deb Ahrens, Lynn Farrell, Tammy Sherrell-Shortt, Chris Casey, and Chrisy Hoerner.

Candidate Review Team Update: Tammy Sherrell-Shortt

Based on the change of State Liaison to an elected position, we need to move elections up to April so the State Liaison can be elected in time to go to Network 360. Tabled for further discussion.

Past Presidents Advisory Committee Update: Lynn Farrell

No update. There have been a lot of changes over the years and everyone's leadership is appreciated.

Strategic Planning Committee Update: Jennifer Justus

It's time to revamp the strategic plan to reflect changes in language and set new growth goals. Will need a 3-4 hour meeting to put together new 3-year plan with goals, vision, direction, etc. Committee members: Jennifer Justus, Isabelle Walker, Dena Loder-Hurley, Kayla Johnson, Becky Klein, Izzy Smith, Lin Van Meter, and Dawn Dunavant-Banks.

Events/Ways & Means Committee Update: Sarah Bell

Dances, Booze cooler raffles, purse auctions have been popular in the past. Spring Business Conference event will be Country vs. Country Club dance party with best dressed contests, dance battles, line dancing, etc. Will do lots of marketing, videos, etc. Work with Marketing/Social Media Chair, Lin Van Meter.

Member Enrichment Task Force Update: Becky Klein

Committee included: Brenda Oliver, Carol Duke, Jen Colvin, Lindsey Helton, Denise Pitman, Chris Casey, Cortney Stansbury, and Dena Loder-Hurley. Met via Zoom, did some research, developed Member Engagement Grant. One-time grant opportunity with a total of up to \$5,000 awarded to up to 5 networks for membership enrichment program (educational, networking, marketing, other)

Motion to approve the Member Engagement Grant for a total of up to \$2,500 to be awarded to up to 5 networks.

Discussion on budgetary impact, where the money will come from, decrease of the total grant funds, continuation of grant beyond one year/one time. *Motion seconded and passed.* Leadership Team will decide where money will come from, method of payment and select winners.

Budget discussion tabled until Leadership Team determines funding for Member Engagement Grant.

Gerrie Moore shared Jeans for Teens Louis Vuitton bag fundraiser

General Membership Meeting at 1:00 PM. Guest Speaker Tom Krause, Co-Author of Chicken Soup for the Soul books.

Motion to Adjourn: 11:31 AM Terri Gilgour



Missouri Women's Council of REALTORS Membership Meeting

January 17, 2023, 1:00 PM
Sheraton Crown Center Kansas City, MO

Welcome/Call to Order: 1:00 PM President Terri Gilgour

Pledge of Allegiance: Jennifer Dick

Parliamentarian: Brenda Oliver

Roll Call: First Vice President Becky Klein

PRESENT: Terri Gilgour, Tammy Sherrell-Shortt, Gerrie Moore, Becky Klein, Dave Shortt, Dawn Dunavant-Banks, Angel Borgardt, Maria Partridge, Dena Loder-Hurley, Jen Colvin, Chrisy Hoerner, Isabelle Jimenez-Walker, Jennifer Justus, Brenda Oliver, Sarah Bell

ABSENT: Lynn Farrell, Marc Levinson, Izzy Smith

Motion to approve Agenda. *Motion seconded and passed.*

Motion to approve September 20, 2022 Minutes. *Motion seconded and passed.*

Membership Update: President-Elect Gerrie Moore

Columbia 32

Jefferson City 23

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St Louis 62

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St. Charles 59

Total 275 +10.4% from 2022

State/National Updates: State Liaison Tammy Sherrell-Shortt

Elevate Virtual conference is February 2 & 3. Early bird pricing is \$99 until January 20 and then increases to \$150.

Missouri REALTORS® Spring Business Conference is April 11-13 in Columbia, MO.

Women's Council Midyear is May 9-11 at the Renaissance Hotel in Washington DC.

Registration opens February 15. Mark your calendars and get in quick as rooms go fast.

Lin Van Meter is running for National Liaison, so it is important that we are there to support her.

Treasurer's Report: Treasurer Dave Shortt

Commerce Bank Account \$22,916.93 plus check for \$733.61 received from Missouri REALTORS® on 1/17/23 for our profits from the Dodgeball Tournament at the Fall Business Conference, bringing total to \$23,650.64. Edward Jones Account balance \$20,140.64. Total beginning assets for 2023 are \$43,791.18.

Leadership Identification & Development Committee: Isabelle Walker

No report

Ways & Means/Events Committee: Sarah Bell

Dance at Spring Business Conference – Country vs. Country Club. Dress country or preppy. Costume contests, dance contest, line dancing, etc. Get Excited!

Strategic Partners:

Katie Otto, USA Mortgage

Donna Mitchell, Gershman Mortgage

See Donna Mitchell if you are interested in Partnerships!

Motion to Adjourn: 1:19 PM President Terri Gilgour



Women's Council of REALTORS® Missouri Governance Meeting

April 11, 2023 10:00 AM

Holiday Inn Executive Center – Columbia, MO

PRESENT: Becky Klein, Terri Gilgour, Tammy Sherrell-Shortt, Gerrie Moore, Dave Shortt, Angel Borgardt, Dawn Dunavent-Banks, Sarah Bell, Maria Partridge, Jen Colvin, Brenda Oliver, Izzy Smith, Isabelle Walker, Billie Jacoby, Carol Duke, Chrissy Hoerner, Donna Mitchell, Lynn Ferrell, Deborah Ahrens, Lin Van Meter

Special Guest: Stacey Krolak, Candidate for 2024 National Treasurer Women's Council of REALTORS®

ABSENT: Jennifer Gatten, Jennifer Langston-Justus, Marc Levinson

Welcome/Call to Order: 10:03 AM Terri Gilgour

Parliamentarian: Brenda Oliver

Roll Call: Becky Klein

Motion to Approve Agenda. *Motion seconded and passed*

Motion to Approve January 17, 2023 Minutes. *Motion seconded and passed.*

Membership Update: Gerrie Moore

Columbia – 29

Southwest – 28

St. Charles County – 58

Lake of the Ozarks – 12

Metro St. Louis – 54

Kansas City – 44

Jefferson City – 20

Total Membership – 245

Treasurer's Report: Dave Shortt

Beginning Balance: \$22,754.68

Expenses: \$2,863.05

Income: \$8,978.61

Balance: \$29,032.49

Local networks are advised to move money out of bill highway if they are not using it.

Motion to acknowledge and accept Treasurer's report. *Motion seconded and passed.*

National & State Updates: Tammy Sherrell-Shortt

Midyear Conference in Washington DC coming up May 9-11.

Lin Van Meter, candidate for National Liaison, shared campaign message

Stacey Krolak – Arizona, candidate for National Treasurer, shared campaign message

Voting is May 10 – must be President or registered proxy

We will have a special election in May to elect National Liaison. Please submit applications to Tammy or leadership team.

Regular elections will happen this fall and we need to elect Credentials Committee for 2024 candidates.

- Governing Board Vote – Dawn Dunaivent-Banks will serve on Credentials Committee, Angel Borghardt will serve as Alternate. Additional Credentials Committee members will be selected at General Membership Meeting.

LID Committee Update: Isabelle Walker

We have up to 10 people to put forward for consideration to national for leadership opportunities. Please complete LID form online and reach out to Isabelle with any questions. Missouri REALTORS Leadership opportunities are open and the deadline to apply is May 15. NAR Leadership opportunities are open and deadline to submit applications is also May 15. Missouri REALTORS Leadership Academy Applications are open and deadline is May 5.

Past Presidents Update: Lynn Ferrell

Open discussion on recruiting more members, especially men.

Events Committee Update: Sarah Bell

118 registered for Country vs. Country Club – expect more

2 raffles – 50/50 tickets for \$10 and Booze wagon tickets for \$10

USA Mortgage has allowed us to use the One Cause Platform

Looking for September Event ideas

Member Enrichment Grant Update: Becky Klein

Grant parameters not clear. Will schedule a zoom call after conference to outline timetable/timeline for application. Share ideas from successful networks and potentially have mentors from successful networks. Revisit application & create Google form.

Strategic Partner Update: Donna Mitchell

We need 3 Strategic Partner tables for today

We will need 5 Strategic Partner tables for Springfield/Fall

Keep sending potential partners to Donna

Additional Discussion on 2-year Presidents.

Motion to Adjourn at 11:56 AM. *Motion seconded and passed.*



Women's Council of REALTORS® Missouri Membership Meeting

April 11, 2023 1:00 PM

Holiday Inn Executive Center – Columbia, MO

PRESENT: Terri Gilgour, Tammy Sherrell-Shortt, Gerrie Moore, Becky Klein, Dave Shortt, Angel Borgardt, Dawn Dunavent-Banks, Izzy Smith, Chrissy Hoerner, Maria Partridge, Jen Colvin, Donna Mitchell, Lynn Ferrell, Sarah Bell, Brenda Oliver, Isabelle Walker, Marc Levinson

ABSENT: Jennifer Gatten, Jennifer Langston-Justus,

Welcome/Call to Order: 1:02 PM Terri Gilgour

Pledge of Allegiance

NAR Director Candidate Speeches:

Jim Gamble, Isabelle Walker, Justin Ferrell, Matt Becker, Kayla Johnson, Katie Berry

Parliamentarian: Brenda Oliver

Roll Call: Becky Klein

Motion to Approve Agenda. *Motion seconded and passed*

Motion to Approve January 17, 2023 Minutes. *Motion seconded and passed.*

Membership Update: Gerrie Moore

Columbia – 29

Southwest – 28

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Lake of the Ozarks – 12

Metro St. Louis – 54

Kansas City – 44

Jefferson City – 20

Total Membership – 245

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Balance: \$29,032.49

National & State Updates: Tammy Sherrell-Shortt

NAR Legislative begins May 7 and Women's Council Midyear Conference in Washington DC begins May 9.

Lin Van Meter, candidate for National Liaison, Stacey Krolak – Arizona, candidate for National Treasurer. Voting is May 10

We will have a special election in May to elect National Liaison. Please submit applications to Tammy or leadership team.

LID Committee Update: Isabelle Walker

We have up to 10 people to put forward for consideration to national for leadership opportunities. Please complete LID form online and reach out to Isabelle with any questions. Missouri REALTORS Leadership opportunities are open and the deadline to apply is May 15. NAR Leadership opportunities are open and deadline to submit applications is also May 15. Missouri REALTORS Leadership Academy Applications are open and deadline is May 5.

Events Committee Update: Sarah Bell

Up to 200 people possible for Country vs Country Club

2 raffles – 50/50 tickets for \$10 and Booze wagon tickets for \$10

Text 243725 for tickets.

Election for Credentials Committee for 2024 Candidates: Brenda Oliver

Committee requires 2 members and 2 alternates

Membership Vote-

Credentials Committee members: Angie Mullings, Springfield and Maizie Brown, Columbia

Credentials Committee Alternates: Kim Kleewein, St. Charles and Connie Eads, St. Louis

National Candidates Speeches:

Lin Van Meter, candidate for National Liaison

Stacey Krolak – Arizona, candidate for National Treasurer.

Strategic Partner Speakers: Donna Mitchell, Gershman Mortgage

Motion to Adjourn. *Motion seconded and passed.*

Stacey Krolak – Anyone Can Lead in Missouri



Women's Council of REALTORS® Missouri Governance Meeting

Date & Time: September 19, 2023 10:30 AM

Location: Oasis Hotel & Conference Center, Springfield, MO

PRESENT: Tammy Sherrell-Shortt, Terri Gilgour, Gerrie Moore, Becky Klein, Dave Shortt, Isabelle Walker, Lynn Farrell, Chrisy Hoerner, Liz Bruch, Donna Mitchell, Maria Partridge, Brenda Oliver, Jen Colvin, Sarah Bell, Dawn Dunavant-Banks, Alicia Harwood, Carol Duke, Dave Shortt, Jennifer Justus, Billie Jacoby

Special Guest: David Barklage and Matt Becker - Missourians for Fair Governance

ABSENT: Izzy Smith, Angel Borgardt, Jennifer Gatten, Marc Levinson, Lin Van Meter

Welcome/Call to Order: Terri Gilgour, 10:33 AM

Parliamentarian: Brenda Oliver

Roll Call: Becky Klein

Motion to Approve Agenda. Motion to approve agenda with addition of David Barklage and Matt Becker with Missourians for Fair Governance. *Motion seconded & passed*

Motion to Approve April 11, 2023 Minutes. *Motion seconded and passed*

Membership Update: Gerrie Moore

Columbia – 28

Southwest – 27

St. Charles County – 55

Lake of the Ozarks – 11

Metro St. Louis – 53

Kansas City – 34

Jefferson City – 20

Total Membership – 228

Treasurer's Report: Dave Shortt

Commerce Beginning Balance: \$22,754.68

Expenses: \$ 13,862.60

Income: \$ 14,391.49

Commerce Balance: \$ 23,445.82

Edward Jones: \$ 20,320.23

Total Assets: \$ 43,766.05

Event Breakdown: Country vs. Country Club

Gross: \$ 5,465.00

Expenses: \$ 2,271.87

Net: \$ 3,193.13

Audit Report presented.

Motion to acknowledge and accept Audit Report as presented. *Motion seconded and passed.*

Additional Treasurer Updates: After presentation and a vote of the officers, the organization moved funds from Edward Jones to LPL Financial. This move will allow our money to generate more money than Edward Jones Money Market account had earned. Funds were allocated between bonds and operating account.

National & State Updates: Tammy Sherrell-Shortt

National Certification process closes October 12

Candidate Review Team: Tammy Sherrll-Shortt

Candidate Review Team met and verified qualifications of all candidates. As none of the positions received applications from more than one candidate and there were no races, the new officers for 2024 are approved as follows:

- President – Gerrie Moore
- President-Elect – Becky Klein
- First Vice President – Carol Duke
- Treasurer – Sarah Bell
- State Liaison – Terri Gilgour

LID Committee Update: Isabell Walker

Please encourage members to apply by the deadline in 2024. We had only one person apply, get selected, and appointed to a National role.

Past Presidents Advisory Update: Lynn Farrell

No updates

Strategic Planning: Jennifer Justus

No updates

Events Committee Update: Sarah Bell

Great event planned for this conference – Mad Masquerade Costume Party with music, food, drink ticket, & contests. Almost 100 registered already! Booze cooler raffle – entries \$10.

Business Card Raffle for REALTOR® Safety items brought by St. Louis members.

Member Enrichment Grant Update: Becky Klein

Guidelines and Timeline need to be refined and set for 2024 and communicated to Networks to participate.

Motion to Adjourn 11:45 AM.



Women's Council of REALTORS® Missouri Membership Meeting

Date & Time: September 19, 2023 1:00 PM

Location: Oasis Hotel & Conference Center, Springfield, MO

PRESENT: Terri Gilgour, Tammy Sherrell-Shortt, Gerrie Moore, Becky Klein, Dave Shortt, Angel Borgardt, Dawn Dunavent-Banks, Chrysy Hoerner, Maria Partridge, Jen Colvin, Donna Mitchell, Sarah Bell, Brenda Oliver

ABSENT: Jennifer Gatten, Jennifer Justus, Lynn Farrell, Isabelle Walker, Marc Levinson, Izzy Smith

Welcome/Call to Order: Terri Gilgour, 1:06 PM

Candidates for Missouri REALTORS® Treasurer-Elect: Brent Sager and Will Klein

Strategic Partners/Sponsors:

- Katie Otto, USA Mortgage
- Matthew Emerick, Home Warranty
- Donna Mitchell, Gershman Mortgage
- MaryJo Schaper, Achosa Home Warranty
-

Pledge of Allegiance – Jen Colvin

Inspiration – Chrysy Hoerner

Parliamentarian: Brenda Oliver

Roll Call: Becky Klein

Motion to Approve Agenda. *Motion seconded and passed*

Motion to Approve April 11, 2023 Minutes. *Motion seconded and passed.*

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Event Breakdown: Country vs. Country Club

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Additional Treasurer Updates: The Audit Report was accepted as presented in the Governance Meeting. After presentation and a vote of the officers, the organization moved funds from Edward Jones to LPL Financial. This move will allow our money to generate more money than Edward Jones Money Market account had earned. Funds were allocated between bonds and operating account.

National & State Updates: Tammy Sherrell-Shortt

Network Certification Process closes on October 12

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Great event planned for this conference – Mad Masquerade Costume Party with music, food, drink ticket, & contests. Almost 100 registered already! Booze cooler raffle – entries \$10.

Business Card Raffle for REALTOR® Safety items brought by St. Louis members.

Motion to Adjourn. *Motion seconded and passed.*

Tracey Hawkins, AI: Harnessing the Good, Confronting the Bad, and Defending Against Cyber Dangers in Real Estate