

## GOVERNING BOARD MEETING MINUTES

### 2018 OFFICERS

#### President

Anne Goss  
 Sibcy Cline Realtors  
 (937) 266-9361  
 Anne@AnneGoss.com

#### President Elect

Donna Allen  
 DeHoff Realtors  
 (330) 232-1149  
 DonnaAllen9876@yahoo.com

#### Treasurer

Sandra Runyon  
 Russell Real Estate Services  
 (440) 523-8230  
 SRunyon52@gmail.com

#### Secretary

Debbie Stohl  
 Realty World Real Estate Stars  
 (614) 204-9294  
 Debbie.Stohl@gmail.com

#### Governor

Sharon Geier  
 Irongate Realtors  
 (937) 478-1099  
 Sharon@SharonGeier.com

#### Immediate Past President

Patricia Zirkelbach  
 Sibcy Cline Realtors  
 (513) 505-9469  
 PZirkelbach@sibcycline.com

Date: September 15, 2018  
 Time: 10:00 AM  
 Place: Hyatt Regency Columbus  
 Presiding: Anne Goss, President  
 Meeting Called to Order: by President Anne Goss at 10:00 AM  
 Pledge: Renae Pace  
 Inspiration: Stephanie Owens  
 Roll Call: Debbie Stohl, Secretary  
 Approval of Agenda: September 15, 2018 Meeting Agenda was approved  
 Approval of Minutes: April 8, 2018 Meeting Minutes were approved

#### President | Anne Goss

- Paula is the time keeper. Pay attention to the cards when giving your reports.
- Been traveling all over state, I've attended a lot of network events. Have attended at least one event for each Network and attending governing board meeting. Everyone does it a little different. Suggest that everyone try to go to other Networks events, meetings and/or governing board meetings. Budget for next year, and offer 2 free tickets to other membership.
- Drew raffle ticket, winner chose cash option. Met him at the Stark reverse Raffle. Didn't sell as many tickets as we thought but worked well.
- Mid-Year in DC, lots of information and networking is priceless.
- Second quarter newsletter is out and on the website.

#### President-Elect | Donna Allen

- Been traveling all over state, I've attended a lot of network events. Have attended at least one event for each Network and attending governing board meeting
- Attended Network 360 Leadership Conference in Chicago. First year current National President was included. Was great to get value from all of the National Officers. They stressed that we are to think of ourselves as a franchise, and we need to commit to new Network model. Should be able to go to any meeting anywhere and it should be the same.
- President Elect of local Networks must go to the leadership conference. Should receive invite in mid-May. Name was changed, so watch for it. Had a dinner with all of Region II, was great networking and National Officers stopped in to the dinner.

- Put together a calendar for 2019. It's on the registration table.
- Orientation is October 4 and 5 in Canton. Please register on Eventbrite and room block is through tomorrow. Presidents will have all forms at that meeting.

#### **Treasurer | Sandy Runyon**

- See attached August 31, 2018 Budget. We are right on target for income and expenses.
- Motion was made to file the budget for audit, seconded and carried.
- 990's are due by the January 2019 meeting and she will be reminding everyone to bring that and \$100 check to that meeting. At Orientation, Anne will be giving instructions on how to complete that form.
- Every Network President should have received the IRS ID number via email and that should be tied to every bank account and handed down to each incoming President.

#### **Secretary | Debbie Stohl**

- All forms, agendas and minutes are on the website, please make sure you print and bring them with you to every meeting.

#### **Governor | Sharon Geier**

- Attending annual state meeting in April and legislative meetings in May. Wasn't able to attend Region II. Goal is to attend every Network's Governing Board Meetings, and have attended all Networks events.
- Sent email message to all Network Presidents to make sure everyone is on schedule and on task.

## **STANDING COMMITTEE CHAIR REPORTS**

#### **Bylaws and Standing Rules | Young Kim**

- Needing more information for Accountant, IRS and National is requesting written policies on conflict of interest, retention and destruction of documents and National has sent what they have so far and we will review and send out for Networks to adopt into their standing rules.

#### **Education and Programs | Christine Pappas**

- Sheila Crane has been instrumental in obtaining our CE course today. We have a great 2 Hour Continuing Education session presented by Abolition Ohio later today.

#### **Finance and Budget | Charlie Foster**

- Committee goal is to obtain IRS 501C(6) status and we have confirmed that has been approved. Copies have been forwarded to all local networks. All future State Treasurers should keep for future records.

#### **Leadership Identification and Development | Katie McCartney**

- Get ready for Leadership Fair at National. Will be a fun event. Sent out message for people who want to be a part of National Committees. Waiting to hear who has been chosen.

#### **Marketing | Angie Travis**

- Newsletter completed. Checking other Networks Facebook pages to add info to it. If you have anything you would like added to the next Newsletter, please let Angie know.

### **Nominating | Pat Zirkelbach**

### **Strategic Plan | Mary Foraker**

- No Report

### **Ways and Means | Ivan Smith**

- Did very good this year for the raffle. Have a silent auction today. Minimum bids and price will increase per bid. 3-week long trips and sleep up to 8 people. Minimum bid is \$500.
- For next years committee chair, do more marketing and bring bid sheets.

## **SPECIAL COMMITTEE/TASK FORCE CHAIR REPORTS**

### **Audit | Jan Jedlinsky**

- Nancy Farkas gave report. Audit committee met prior to the Stark County Reverse Raffle in August. Present were Jan Jedlinsky, Nancy Farkas, Kim Vanderkar and Sandy Runyon. Audited and reviewed books, determined should meet again prior to Fall meeting, and met this morning. Reviewed books and all deposits were clarified and in order. It's been determined that we need to simplify the process. Lots of duplication and a lot of manual activity. Created a special task force to review and simplify the process. Members of task force are: Sandy Runyon, Debbie Stohl, Anne Goss and Beth Campbell.

### **Awards and Recognition | Nancy Hendrickson**

- Nancy gave report on awards and recognition.

### **Communication | Beth Campbell**

- Asking all leadership to get the word out to your members to make sure all members verify their email is correct at National. She's had a lot of bounce backs.

### **Membership | Nancy Farkas**

- Prepared a report and emailed to all of the presidents and membership chairs. See attached numbers. Congrats to Northeast as they have increased dramatically. They had 19 new members this past year and are now number 2 in terms of size of networks.

### **Member of the Year | Lisa Lingenhoel**

- Presenting the Member of the Year today! Thank you all, it's been a great year and my honor to serve.
- Next member of the year, start early. Not every Network presents member of the year early. May not be until August.

### **Parliamentarian | Sony Taylor**

- No Report
- Education Moment: When there is a motion on the floor, with lots of discussion...when someone calls for the question it ends discussion...person at microphone calls for the vote, majority rules. If question had not been called, then someone could amend the motion, vote on the amended motion, then vote on amended motion.

### **Past President Advisory | Mary Ann Mills**

- Met in April and will do a recognition at the installation.
- Working to mentor and advise future leaders.
- Please update contact info on National site.

### **RPAC | Pat Zirkelbach**

- Reached out to each Network and have a representative to contact their membership to discuss giving at least \$20 to RPAC, our goal is 100% participation for the Ohio Council to show our support. We have until November.
- WCR is one of the largest supporters of RPAC, 75% of our members support RPAC nationally.
- We have in our budget to give \$500 to RPAC this year. Want to present \$500 donation to Tiffany at luncheon today for RPAC from WCR Ohio. Moved and seconded. Sandy advised that would put us over budget if approved. Approximately \$232 was spent on Last Realtor Standing out of the budget on that line item. Raised over \$14,000 for RPAC with Last Realtor Standing. Discussion. Call for the question. Vote. Motion carries. \$500 donation to RPAC at the luncheon today.

### **Strategic Partners | Jennifer McIntyre**

- We had a task force to meet for sponsorship levels, incoming President is required to bring in funds for sponsorship every year.
- Old Levels:
  - Silver – logo and name on sponsor board, logo and name printed on material and introduction at sessions
  - Gold – all above and get to have at orientation and inaugural event, logo and name PowerPoint, 2 minutes to speak and 1 ticket to inaugural event
  - Platinum – all above, 2 tickets to inaugural event + 3 minutes to speak
  - Patron – all above, 4 tickets to inaugural event + 5 minutes to speak
- New Levels:
  - Silver – stay the same
  - Gold – stay the same
  - Platinum – adding video and displayed on Facebook
  - Patron – reduced to \$1,500 vs \$2,000 and video playing prior to events, they create video
- We discussed and made changes to the programs and benefits available for sponsors.
- Changes take effect for 2020 sponsors. Currently marketing for 2019.
- She's putting together some best practices and will send them out to everyone.

### **The Task is to Ask | Dawn Arheit**

- No Report

### **Network President Reports**

Cincinnati | Michelle Billings

Next event is October 17<sup>th</sup> and is a business development event, as of now titled "Being Your Authentic Self".

Columbus | Angie Travis

Did customs cultures and contracts at last month. Excellent attendance and was very well thought of. Next event is October 11<sup>th</sup> our Night at the Races, doing the hats, fancy dresses, and bidding on races, doing auction for hats and proceeds will be going to our local CORPAC.

Dayton | Paula Buehrer

November 6<sup>th</sup>, Seek and Keep Clients, panel of experts giving their input on getting and keeping clients. Our Gala is on December 6<sup>th</sup> at Dayton Steam Plant, 3-7 pm. Gaming tables and lots of fun.

Northeast | Ruthie Lowrey

Just had mega panel at the 9 downtown Cleveland. Cost almost \$11,000 to put on, but brought in \$20,000! Numbers have grown so much this year thanks to the membership working super hard on recruiting and lead by Courtney! Courtney will be mentoring others in recruiting. Next event is our Last Realtor Standing in November.

Robyn Clark | Stark County

Just had Reverse Raffle, 80's themed party. Next event will be our first Last Realtor Standing, struggling with volunteer comedians. Judy Von Duyke will attend and participate!

Ivan Smith | Toledo

Next event is Dancing with the Realtors! Thursday, September 20<sup>th</sup>...Ivan is one of 6 contestants. Huge event. Working on transitioning from current to 2019. Very smooth and working well. Next item to work on is recruiting and retention.

### **Old Business | Anne Goss**

### **New Business | Anne Goss**

Nominating Committee – spring of 2019 will have election for 2020 officers. Need to have 6 people and 2 alternates on the Committee. Anyone on the Committee cannot run for office for 2020. Motion was made Michelle Billings, Shannon Cannon and Mary Ann Mills be on the committee, seconded and passed. Motion made for Barbara Lach, Nancy Hendrickson and Debi Zeren be elected to be on the committee, seconded and passed. Motion made for Judy Von Duyke and Charlie Foster to be on the nominating committee as alternates, seconded and passed.

#### **Members:**

Cincinnati – Michelle Billings  
Columbus – Barbara Lach  
Dayton – Nancy Hendrickson  
Northeast – Shannon Cannon  
Stark Co – Debi Zeren  
Toledo – Mary Ann Mills  
Alternates – Judy Von Duyke and Charlie Foster

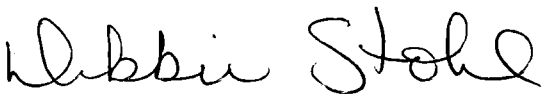
Meetings are via phone and email.

### **Education Session**

Abolition Ohio 2 Hour Continuing Education

Meeting Adjourned at 4:30 PM

Respectfully submitted,



Debbie Stohl  
2018 Secretary  
Ohio Women's Council of Realtors



9/13/2018

**2018 Budget & Income/Expenses through August 31, 2018**

#	Title	Budget 2018	Actual 2018	Comments/Rationale
<b>INCOME:</b>				
	<b>Dues</b>			
100	National Dues	\$ 9,975	\$ 7,834.16	285 New & returning members x \$35
<b>Ways &amp; Means</b>				
200	Winter Meeting	\$ -		None
220	Spring Meeting	\$ 500	\$ 449.22	Silent Auction
240	Fall Meeting	\$ 500		Silent Auction
260	Night Out	\$ -		
280	Network Fundraiser	\$ 26,500	\$ 23,323.10	2018 Ways & Means Jeep Raffle Tickets Sales - \$25 each.
290	Website Marketing	\$ -		Discontinue program, as revenue to Ohio did not match our expectations.
<b>Programs</b>				
310	Sponsors for 2018	\$ -		Additional Monies raised by 2018 President
320	Leadership and State Support (2019 Sponsors)	\$ 5,000	\$ 5,982.35	monies raised by 2018 State for Orientation and Installation of 2019 Officers. Includes \$250 for past presidents support. \$250 collected in 2017 for 2018 but not included in this total.
330	Meeting Sponsorships	\$ 500		Sponsorships of April and September 2018 Meetings
340	Education Program Income	\$ 500		\$10 x 50 attendees + Education Donation
350	Networking Event Income	\$ -		Members pay their own way
360	Orientation Income	\$ 1,000		40 Attendees x \$25
370	Luncheon Income	\$ 2,070	\$ 3,244.00	Winter/Spring Meeting Luncheon - 20@\$41, 50@\$25
<b>Financial Services</b>				
400	Interest	\$ 6	\$ 4.40	Interest earned in all accounts for 2018
410	JC Recovery Fund	\$ -		Not Anticipating any Monies
420	Miscellaneous	\$ -	\$ 704.00	LRS check for \$250 intended for Cinci Network
430	Chapter Contribution for 2017 990 Return	\$ 500	\$ 500.00	5 Networks paid their fee
<b>TOTAL INCOME:</b>		<b>\$ 47,051</b>	<b>\$ 42,041.23</b>	
	Transfer From Savings	\$ 4,500	\$ 500.00	Transferred from Savings for the Sponsorship fee for Region II June Meeting
		<b>\$ 51,551</b>		

#	Title	Proposed 2018	Actual 2018	Comments/Rationale
<b>Officer Travel</b>				
500	President Travel	\$ 4,000	\$ 2,287.35	Better meets expectations
510	President-elect Travel	\$ 4,500	\$ 3,876.63	Better meets expectations
520	Secretary Travel	\$ 3,500	\$ 957.14	Better meets expectations
530	Treasurer Travel	\$ 3,500	\$ 2,594.47	Better meets expectations
540	State Governor #1	\$ 4,000	\$ 1,205.67	Better meets expectations
550	State Governor #2	\$ -		
<b>State Meetings</b>				
600	Winter Meeting	\$ 1,570	\$ 84.66	Room/lunch - COSI \$1,490.15 pd Dec 2017
610	Spring Meeting	\$ 2,000	\$ 3,480.64	to cover lunch & room
620	Fall Meeting	\$ -		Paid thru OR so no fee
630	Special Governing Board Meeting(s)	\$ 500		If a special Governing Board meeting is held in 2018.
640	Networking Event(s)	\$ -		None planned at this time
650	Installation Expenses	\$ 500		
660	Region II Assessment	\$ 1,250	\$ 1,740.00	248 Members @ \$5 each. \$500 Sponsorship Fee paid to Region II for June meeting
670	2018 Orientation Expense	\$ 3,000	\$ 529.80	For 2019 President
680	2019 Installation Expense	\$ 500	\$ 117.97	For expenses paid in 2018 for 2019 officer Installation
690	OAR Installation Support	\$ -		
<b>Chapter Operating Expenses</b>				
700	Ways & Means Expenses	\$ 12,500	\$ 10,000.00	Jeep cost maximum - winner could elect to take \$10,000
705	Network Leadership Contribution	\$ -		
710	Education/Program/Speaker	\$ 3,000	\$ 3,590.41	\$250 @ Winter Mtg; \$3,340.41 @ Spring Mtg
720	Historian/Photographer	\$ 250		
730	Member of the Year	\$ 150	\$ 21.99	
740	Officer Gifts (President)	\$ 500		
745	Awards and Recognition	\$ 200		
750	Expo Booth	\$ -		
755	Networks Travel Reimbursement	\$ 3,000	\$ 250.00	6 x \$500 1 Member from each Network for Regional/National Registration. Paid \$250 to Stark for Region II.
760	Supplies	\$ 100	\$ 149.22	
775	Officer Name Badges	\$ 200		Officer name badges
780	Sunshine Fund	\$ 100		
790	RPAC Donation	\$ 500	\$ 232.54	Last Realtor Standing Expenses
795	Miscellaneous Expenses	\$ 21	\$ 649.80	Refund \$185 C Pappas Membership Dues. \$250 paid to Cincinnati for LRS Event because state received in error. \$214.80 reimbursement for open house for new network in Sidney, OH.
<b>Professional Services:</b>				
800	Insurance/3-year Bond	\$ 410	\$ 661.00	Upgrade policy to Ultrapack Plus
810	Bank Fees/CC Fees	\$ 100	\$ 208.06	
820	Website Management			3-yr Domain Name Renewal in 2017
830	Legal and Professional	\$ 700	\$ 850.00	990 IRS Filing by Accountant; \$850 for IRS Determination Letter
840	JC Recovery Fund	\$ -		Continuing our Commitment to no further pursuit of JC Monies
<b>Transfer of Funds:*</b>				
900	Rosanna Keleciny Scholarships	\$ 500	\$ 500.00	Transferred from Savings
910	Future Leadership Fund	\$ 500	\$ 500.00	Transferred from Savings
920	Regular Savings	\$ -	\$ (1,000.00)	Transferred to #900 and #910 Accounts
<b>Total Expenses:</b>		<b>\$ 51,551</b>	<b>\$ 33,487.35</b>	
<b>Transfer</b>				
<b>Income over Expenses</b>			<b>\$ 8,553.88</b>	
<b>Account Balances as of August 31, 2018</b>				
	Checking		\$ 14,691.99	
	Regular Savings		\$ 36,010.49	
	Rosanna Keleciny Education Fund		\$ 4,622.75	
	Future Leadership Fund		\$ 3,501.36	



Debbie Stohl &lt;debbie.stohl@gmail.com&gt;

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**Membership Stats 2018 vs 2017 as of August 8 per Martha Rusk**

1 message

**Nancy Farkas** <nancyfarkas@realtor.com>

Thu, Sep 13, 2018 at 5:31 PM

To: Anne@annegoss.com, Donna Allen &lt;donnaallen9876@yahoo.com&gt;, Donna Allen &lt;dallen@dehoff.com&gt;, Sandra Runyon &lt;srnyon52@gmail.com&gt;, sharon@sharongeier.com

Cc: abarrick@ptagencyohio.com, lana.rife@gmail.com, anneuchtman@gmail.com, carieigel@gmail.com, Missy Sansabrino &lt;missysans@gmail.com&gt;, courtney.demarco@fairwaymc.com, debbie.stohl@gmail.com, paula buehrer &lt;paulajbuehrer@gmail.com&gt;, michelle.billings@cbws.com, Realtor Angie Travis &lt;angie@angietravisrealtor.com&gt;, Ivan Smith &lt;ivansmithrealtor@gmail.com&gt;, 'Robyn Clark &lt;robyn@lakemohawk.com&gt;, bgerbus@comey.com, amberpionak@kw.com

Hello all

I have prepared the attached grid based on the numbers provided to me by Martha Rusk at National WCR. She also noted that while our figures look good at the moment, there are several members who have not yet renewed and will fall off the grid shortly when their final renewal dates come up. I have also attached this list of renewals needed.

Kudos to Northeast for their continued success.

I look forward to seeing you all this weekend.

Regards.

Nancy

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**NANCY A. FARKAS****WDPR/Dayton Public Radio, Executive Committee 2016 - 2021**

Opera Guild of Dayton, President 2017 – 2019

Bach Society of Dayton, Board of Directors 2015 – 2019

Dayton Performing Arts Alliance, Advisory Board 2015 – 2019

Mobile (937)776-0424

NancyFarkas@Realtor.com

Irongate Realtors

122 N. Main

Centerville, OH 45459

REALTOR ABR, ASP, CRS, GRI, PMN, SRES, e-PRO

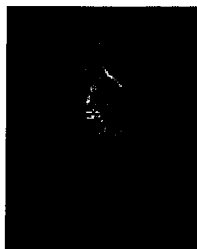
At Home with Diversity



Dayton Area Board of Realtors, President 2013

Dayton Area Board of Realtors, Realtor of the Year, 2015

Women's Council of Realtors, Ohio Realtor of the Year 2012



This email has been checked for viruses by AVG antivirus software.  
[www.avg.com](http://www.avg.com)

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2 attachments



WCR Ohio 2018 Aug Membership Stats.docx

15K



Renewal doc from Martha Rusk Aug 18 .docx

15K

WCR Ohio Membership Statistics - August 8, 2018 vs 2017

Network	Total Members		Realtors		% Realtors		Diff
	2018	2017	2018	2017	2018	2017	
<b>Ohio State- 7 renewals needed</b>	246	234	222	210	90.2	89.8	+12
Cincinnati	30	30	27	28	93.3	90.0	-
Columbus -need 1 renewal	54	58	48	53	88.9	91.4	-4
Dayton – need 2 renewals	38	31	33	28	86.8	90.3	+7
Northeast	52	33	49	31	94.2	93.9	+19
Stark	38	50	34	43	89.5	86.0	-12
Toledo – need 4 renewals	28	25	24	21	85.7	84.0	+3
At Large	6	6	6	6	100	100	-

\*\*\*Renewals Needed: Columbus – Connie Sadowski; Dayton - Karen O’Grady and Carrie Trotter; TOLEDO – Arlene Gerig, Mathew Hummer, Christine Sekulski and Abigail Williams

**From:** Martha Rusk [<mailto:mrusk@wcr.org>]  
**Sent:** Thursday, September 13, 2018 4:08 PM  
**To:** Nancy Farkas  
**Subject:** Not renewed

Hi Nancy,  
These are the members/chapters that still have active members that have not renewed yet for this year. Only a handful!

Arlene	Gerig	10/1/2018	TOLEDO
Matthew	Hummer	9/1/2018	TOLEDO
Christine	Sekulski	10/1/2018	TOLEDO
Abigail	Williams	10/1/2018	TOLEDO
Karen	O'Grady	7/1/2018	DAYTON
Carrrie	Trotter	7/1/2018	DAYTON
Connie	Sadowski	7/1/2018	COLUMBUS

Martha

Martha J. Rusk

VP, Member Services Women's Council of REALTORS®

430 N Michigan Ave Chicago IL 60611

800-245-8512 [Mrusk@wcr.org](mailto:Mrusk@wcr.org) <http://www.wcr.org>