

GOVERNING BOARD MEETING MINUTES

2019 OFFICERS

President

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

President Elect

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

Treasurer

Debbie Stohl
Real Estate Stars
Experience Matters
(614) 204-9294
Debbie.Stohl@gmail.com

Secretary

Denise Taylor
Sibcy Cline REaltos
(513) 477-3121
dtaylor@sibcycline.com

Governor

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

Immediate Past President

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

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|--------------------------|--|
| Date: | January 20, 2019 |
| Time: | 10:00 AM |
| Place: | Scioto Country Club, 2196 Riverside Dr, Columbus, OH |
| Presiding: | Donna Allen, President |
| Meeting Called to Order: | By President Donna Allen at 10:00 AM |
| Pledge: | Kim VanDerkar |
| Inspiration: | Paula Buehrer |
| Roll Call: | Debbie Stohl, Treasurer |
| Approval of Agenda: | September 15, 2018 Meeting Agenda was approved |
| Approval of Minutes: | January 20, 2019 Meeting Minutes were approved |

President | Donna Allen

- Motion to approve the revised agenda and fall meeting minutes was approved.
- The word professional was taken out of our mission statement effective on January 1, 2019. We are all considered to be professionals, so this word was taken out.
- Standing Committees were introduced, and committee chairs were accepted.
- Motion to accept the standing and special committee chairs were accepted.
- Chris Lee will be running from the floor for 2020 Treasurer for National. She currently resides on the National Executive Committee. Election is in May instead of November this year. She believes she is in the best position to run and carry out this position for the next five years. You can follow her online and get to know her better there.

President-Elect | Sandra Runyon

- The final budget for 2018 budget- Actual Income was \$47,334.14 for the year and our expenses were \$45,494.49 for the year. Income was \$1839.65. There are four accounts that are tracked. The total \$51,500.43. The audit was completed for the year and filed for future reference.
- I found out the hard way that where were two EIN numbers issued to the state of Ohio. I found a second notification from the IRS that I started questioning. I went to the bank and said we needed to change the name. Women's Council of Ohio, Inc. The bank indicated they were opened under a different number. He contacted the home office and stated the easiest way to solve would be to open new bank accounts.

- Please make sure your bank accounts are tied to that new number. It starts with a “26...”
- I need your 990’s addendums and your check. So far I have one network with all and one with partial needed docs.
- Travel Paradigms- Your officer title may dictate which events you can attend. You may have to finance some of your own travel. If you don’t know what your budgeted amount is, check with your president. Keep in mind the state meetings are reasonably priced. We will also have regional in Columbus. Please mark your calendar and plan to attend.
- Standing Committee Chairs- I am looking for a few chairs. It’s an excellent way to grow as a leader and to start out with excellent new skills. If you know anyone, please let me know.
- Orientation will be in Cleveland on October 3rd and 4th. It’s going to be phenomenal. Please come.
- The installation will be September 15th in Cincinnati this year.
- Strategic partners- Please advise if you know of any strategic partners I can reach out to this year. Jen McIntyre is working with me on this. If you know of anyone, please shoot me an e-mail or a text
- Please give Strategic partners your business. This is how we thank them.

Treasurer | Debbie Stohl

- Program recognition forms have been submitted to our presidents. Please return those as soon as possible so we can submit them to National. Deadline is February 11, 2019. Calendar on the Ohio website is up to date. If you need changes, please give them to me as soon as possible. This is how the state officers plan out their calendar for the year so they can come to your events.
- Reach out to me if you need any assistance with the website. I am happy to sit down or log in for your tech people if you are having trouble uploading things. I am happy to do a webinar too. I can come to them if they are feeling really unsure. Let me know. I am here to help.

Secretary | Denise Taylor

- From Donna-
- Denise is working with everyone to get their national pictures on the website.

Governor | Sharon Geier

- Report read by Anne Goss (Sharon just had surgery and is unable to attend)
- On January 13th I sent a report to everyone to send in their network report.
- Reward apps are due Feb 1. My introductory letter was sent to all networks in January. Debbie has three. I look forward to keeping in contact with all of the network and the opportunity to attend meetings. Here is to an awesome 2019!

STANDING COMMITTEE CHAIR REPORTS

Bylaws and Standing Rules | Shannon Cannon given by Young Kim

- Go back to your committees and tell them to look at the standing rules. It spells out everything they need to do. Last year we added what every chair is supposed to be doing. National added the policies. It was great timing that we got them done.
- From Shannon -Social media. We need to have a social media policy. Some people may abuse and use a personal promotion. We need guidelines so we know how to use. The policy suggested: posts must be approved. Approved posts could be welcoming new members, upcoming events, i.e region two, uplifting messages will be allowed. The guidelines will be as follows: There will be no promotion of any individual or provider, except in appreciation of sponsorship. Motion to add social media policy. Motion approved and carried.

Education and Programs | Angie Travis

- I have been working with one of our locals for our September meeting. Our goal is to bring the best programs that bring value to you and your business.
- For September we are looking for Community to be used as a verb. We are working on it so it can be approved. I am supplying the newest brochure for the state. If you would like it for your network, please let me know. I had these printed through Vista Print. Let me know if you need any help. I am happy to assist anytime!

Finance and Budget | Nancy Farkas

- Sandy went over the budget for 2018.
- For 2019, we did many go-rounds and get massaging it to make it come out to a balanced budget. Income and expenses are exactly \$20 over. We went through each category. It was sent to all officers. We increased the raffle from \$20,000 to \$23,000. We increased the expenses for Chris Reese and Jan's Regional Conference. It will be based on numbers so everyone has their fair share. Motion to approve the budget was carried and approved.

Leadership Identification and Development | Katie McCartney and Christine Pappas

- Katie is on the national Leadership Development Steering Committee at the Council
- Leadership Fair at Mid-Year in DC how to get more involved at all levels of the Council
- They are looking for participation, please submit application by May 1st
- They will bring the leadership fair to the state as well

Nominating | Anne Goss

- No one is running against Debbie Stohl. Voting won't be until the spring meeting. Debbie says she is very dedicated to Women's Council and our members, and will step into whatever role needs to be done.
- Denise Taylor is running for Treasurer and was not present.
- Angie Travis is running for Secretary. She says has great ideas and will make it fun and exciting.
- Nancy Hendrickson is also running for Secretary and was not present.
- Ruthie Lowrey is running for Governor. She says her life has settled and she thinks she would be a great influencer. Her network has had 75% growth and she can help you do that.
- Nancy Farkas is running for Governor. She says she has dedicated herself to Women's Council since she became a Realtor. She says she will do a great job for this role.
- Pat Zirkelbach is also running for Governor. She was not present for this meeting.
- Anne says be sure to like her posts on Facebook.
- Sandy Runyon added that two highest strategic partners will be able to send a video from their company that will be added to our Women's Council Facebook Page. We will also play their video at the beginning of each state meeting.
- Debbie Stohl will also add their videos to our website.

Ways and Means | Jennifer McIntyre

- The raffle for this year is straight cash. Please send me the addresses of your networks and where you would like your tickets sent. jennifer@trustbridgetitle.com
- Each network is getting 175 tickets.
- Money is due April 28th.
- You will be writing a check to the treasurer for \$3,500 and not sending your ticket money in. The tickets will be \$20 each. We will get \$23,000 in winnings total.
 - First prize is \$3,000
 - Second prize is \$2,000
 - Third prize is \$500

- Drawing will be in Washington, DC. You do not have to be present to win. There will be a total of 1150 tickets sold.

SPECIAL COMMITTEE CHAIR REPORTS

Audit | Pat Zirkelbach

- No report, doing first audit after DC trip

Awards and Recognition | Mary Faraker

- Requesting more participation with Local Network Presidents turning in information to me.
- See attached report.

Communication | Beth Campbell

- From Donna Allen-
- Please look for e-mails from Beth. If you have any changes, please be sure to let Beth know.
- Each Network President should notify Beth of new members so she can add them to the e-mails that go out.

Communications | Fran Mucci

- My job was to call and do reminders for this meeting. I called some of our members at large to see if they were coming and one of them mentioned they weren't getting many e-mails from their local board.
- Make sure your members have all of their e-mail addresses for their mailing lists.

Membership | Nancy Farkas

- My 2018 year-end results-We had 4% increase for new members. They had 29 new members at Northeast. Cincinnati and Dayton had small increases.
- For 2019 MaryAnn Mills will be the Chair of Membership. New member deadline is Jan through March 31st, 2019. The sooner you get your report in, the more points you receive. Retention Contest deadline is March 31st, 2019. Recruit Realtors. Only National Realtors count in the campaign. Networks are divided into prizes. Recipients win first, second and third place prizes, which are as follows: \$500, \$300, \$200. The top 5 in each category will win \$200 on February 15th, 2019.
- Ruthie Lowrey got a strategic partner that wanted to increase our network to join. We are challenging each other on the Governing Board to see who many new members they brought in. It's all about the events and what you do to promote it. How you get the excitement. We put out there that we had 30 tickets and in an hour all tickets were sold. At each event, we get at least one new person that wants to join us.

Member of the Year | Kim VanDerkar

- I put together a packet for each president. Criteria for Member of the Year is as follows: You have to be in women's council for 5 consecutive years. You cannot be a line officer.
- We need to know who your local winner is by the end of August so we can announce at the state Fall Meeting.

New Networks Advisor | Dawn Arheit

- PMN is a Realtor designation and not for our Strategic Partners. I am requesting that National give us more information to get us excited about this.
- Referrals-Don't forget about members in our own Ohio family. I've had two referrals in our Ohio family in the last year.

Parliamentarian | Barbara Lach

- Not in attendance-report given by Donna-
- Reminder when making a motion make sure you are using correct terminology, I move vs I motion

Past President Advisory | Charlie Foster

- Not present/No Report

RPAC | Jan Jedlinsky

- Voluntary can be anywhere from \$15 or more. I am going to have someone help the people in your networks to get them going.
- NAR is doing a Broker Summit. Ohio Realtors is now doing a Broker Summit on Wed, February 20th.
- Regional- There are cards on pricing, the schedule, etc. National is working on the website. We are told that the website will be finished by the end of February. We are setting up an Event Brite account to get people signed up. Early bird pricing is \$200 which includes registration, breakfast and dinner and dinner at the Columbus Zoo.
- Thank you all for your help and ideas. It's going to be an amazing event!

Social | Anna Barrick/ Linda Shurte/Sherry May

- Not in attendance/No report

The Task is to Ask | Robyn Clark

- Please fill out the form for the leadership team. What are your interests? I will have them at every meeting we have. Thank you very much.

Network President Reports

- Cincinnati | Anne Uchtman | Not present.

Columbus | Sarah Martie

- We got Dr. Ted for our event. There were 1,000 people and huge event. He makes numbers interesting. We did \$10 off for our members for that event and had special seating section.
- Member benefit is something we are really focusing on. We've added a lot of CE classes this year. We are making our member fees less and non-member fees higher. We are doing Tech to Protect for our next meeting.

Dayton | Tammy Murphy

- Presented by Paula.
- February we are having an event called Emerge and that will be held at St. Claire. We are having a National speaker. We expect a large turnout. It lasts a half a day.
- We've started breakfast and coffee meetings. The first was downtown with a good turnout. We had an after 5 mingle which had a local attorney about clients who are divorcing. Strategic partners can partner for the month.

Northeast | Ruthie Lowrey

- January was our big event. People could walk the blue carpet.
- State officers will be comped for their tickets.
- Next month will be Instagram class.
- Our goal is to be a Mega Network. We need two more members to be a mega network. We are happy to be hosting Sandy's orientation in November

Stephanie Owens | Stark County

- Not present.

Katrina Trombley | Toledo

- Not present, emailed report.
- The past two years we have a meeting about the renovations to Downtown Toledo. This is always a well attended luncheon as many want to hear about all the updates that the city has done and the ones to come.
- This year we have two luncheons that we expect to be well attended. In February we have the Auditor of Lucas County speaking about all the updates that will be happening. We want to give more to the community. We are purchasing t shirts that has Women's Council logo on them for community outreach days.

Old Business | Anne Goss

- No old business

New Business | Jennifer McIntyre Drawing

Education Session | One-hour Safety CE

- "Realtor Kick@\$\$...Don't Become a Statistic" with Angie Travis
- Video Production – Jennifer McIntyre & Angie Travis (will be presented at another meeting)

Meeting Adjourned at 3:55 PM.

Respectfully submitted,

Denise Taylor

2019 Secretary

Ohio Women's Council of Realtors