

**Mission Statement: We are a network of successful Realtors, advancing women as business leaders in the industry and in the community we serve.**

**GROUND RULES:**

*Please turn off cell phones (or put them on vibrate)*

*Only board members may vote*

*Evaluate ideas, not people, work toward consensus*

*Address all comments to the presiding officer and avoid side conversations*

*Respect people's time; be brief, stay on topic*

*If you will be late, please notify someone as soon as possible and provide an estimated time of arrival.*

Present: Mindy Jo Lyons, Miranda O'Callaghan, Latisha Morris, Michelle Dickerson, Hannah Kotsala, Lisa Johnson, Katie Marks and Melinda Keberle

- I. Call to order: Mindy Jo Lyons, PMN – President: 1:04 pm
- II. Approval of the Agenda: Motion made and seconded. **Agenda was Approved.**
- III. Approval of the email vote for 2024 Budget Submission from Dec 1, 2023: Board members had a chance to review prior to meeting. No discussion. Motion made and seconded. **Email Approval of 2024 Budget was Approved.**
- IV. Reports of Governing Board:
  - A. President - Mindy Jo Lyons
    - a. 2024 Business Plan: Board members were given the chance to review Business Plan prior to meeting. Brief discussion to answer questions. Motion made and seconded. **2024 Business Plan Approved.**
    - b. 2023 Membership Survey Results: Board members previously reviewed survey results. Discussions about what members expressed interest in and how board members thought they could be used.
    - c. Nominations for Open Project Team Leads: Based on board members' knowledge membership and survey results, nomination ideas were discussed as follows: Marketing – Kara Carlson wants to help someone whomever takes the lead on marketing; maybe someone at Uprise event will stand out /step up; Membership: CA Lindeblad and/or Shelby Arthur, per Hannah, CA may be interested in taking on Membership Director next year; Governance: Sabrina Jones-Schroeder, Gina Mosley and Tom Cark; Awards: Krista Gross, Elizabeth Merry, Kjersti Sterner
    - d. Network Playbook for Success: Mindy Jo passed role-specific playbooks to Miranda, Lisa and Latisha. Other positions do not have a playbook.
    - e. Leg Days: Brief discussion of upcoming Leg Days /Hill Day re who is riding with who and hotel rooms.
    - f. Elevate: Mindy Jo signed up and we will all meet at Miranda's house to watch the presentation as available.
    - g. State's 2024 Strategic Plan: Board members were given a chance to review the Plan prior to meeting. Mindy Jo will be meeting with James Fisher 4 times this year re the Strategic Plan

- h. Local collab calls from State: Position specific collab calls should start back up soon.
- A. President Elect - Miranda O'Callaghan: Miranda mentioned that the "Charity" for her induction gala will be WCR with possible collection of pet items for shelters. She would like WCR to receive the funds from the happy happys and the purses to fulfill its mission.
- B. First Vice President - Lisa Johnson
  - a. Standing Rules: Lisa and Miranda will create a committee to draft Sanding Rules. Possible members - Sabrina, Gina, Tom, Dezda. Some rules specifically mentioned include: (1) processes for not fully participating on the board - define and if/then scenarios that are not too specific; (2) paying for the membership fee of SR AE each year and process of doing so; and (3) going to Hill days gives priority to travel to WASHINGTON DC. Rules shall not be too specific or restrictive. Deadline for first draft to the Board is next Governing Board meeting - April 11.
- C. Treasurer - Latisha Morris
  - a. Treasurer's Report: balance as of 1/1/23 was \$ 13,704.67; total income in 2023 was \$61,522.78; total expenses in 2023 was \$69,634.83; balance as of 12/31/23 = \$15,592.62
  - b. Year End Audit: timeframe - sooner the better. Audit will be done by Melinda and possibly Kali Butler at Exit. Entails viewing the line items, receipts, etc. to make sure they all match up, nothing was missed or incorrect. Miranda and Latisha will be standing by to answer any questions. CPA needs access to Billhighway; no objections to providing her access. Motion made and seconded. **Access to Billhighway for CPA Approved.**
  - c. Budget Update:
  - d. AE's & SP Raffle Winner Free Membership: SP raffle winner was Melinda; she was refunded her renewal at the time of the meeting. Discussion of how AE membership to be refunded as she has renewed already as well.
  - e. Bill Highway: Useful; about the same but events are less expensive for attendees as far as fees.
- D. Events Director - Michelle Dickerson
  - a. Events update:
    - i. **Rise Up and Be a Member:** an agenda needs to be created. We need to invite, invite invite and share share share. Members that sign up that night will get a balloon to pop. Everyone cheer when you hear a balloon to celebrate the new member. Each balloon has a number that corresponds to a gift. **NEED:** 20 balloons, helium tank, ribbon, scissors, numbers on paper, 20 gifts from local businesses. Happy Happy donations - Jennifer Hultquist; Real Focused Media and Angela Reynolds
    - ii. **Members Only Bunco:** Goal = 40 attendees, 4 prizes. Co-Chairs: Kevin Dickson and Jenny Anderson. Table toppers need table numbers
    - iii. **Bowling in Collville:** Mindy Jo reaching out for sponsorships
    - iv. **Estate Planning Lunch & Learn:** In Selkirk Pizza's private room. WCR will pre- order pizza and salad bars to keep event moving. Brynne Malone and Jonas Hemengway to speak.
    - v. **Title & Escrow Bingo:** Free to members, \$20 non members, \$30 at door. CW Title doing bingo and providing lunch.

- vi. **Wine Tour:** Chair: CA Lindeblad with Nicole Shae and Crissy White helping. Cost to stay around \$65 for members, \$95 for non-members. Board bus at First American, visit 3 wineries, learn about wine and drop off at First American  
Michelle's time was cut short at this point. Will discuss at power hours.
      - b. Outreach opportunity
- E. Membership Director – Hannah Kotsala
  - a. Update on membership goals/number count: 32 members have renewed. GB members to reach out to their mentees about renewal and Rise Up event
  - b. Mentorship update
  - c. New Agent Orientation: Occur at 10:00 am on the last Thurs or Fri of each month. GB members will rotate attending with Hannah
  - d. Change from Mailchimp: New program is cheaper - saves about \$67 per month
- I. Reports of Project Teams
  - a. Budget & Finance - Melinda Keberle
    - i. audit schedule (previously discussed)
  - b. Events- Anneli Langan
  - c. Strategic Partner Director - Katie Marks
    - i. SP Update on 2024 goal and progress: As of meeting, we have \$9,550 from SPs = 1 Platinum, 7 Silver, 1 team and 9 individuals
    - ii. 2024 sponsorship opportunities: committee: Franco & Kali Butler
  - d. Marketing - OPEN
  - e. Membership - OPEN
  - f. Community Outreach - Lisa Johnson
  - g. Governance - OPEN
  - h. Awards - OPEN
- II. Unfinished Business
- III. New Business
- IV. Adjourn: Mindy Jo Lyons, PMN – President: 2:51 pm

Next Governing Board Meeting: April 11, 2024 at 10:00 am

Hosted by Michelle Dickerson, 5706 S Mabel Rd, Spokane, WA 99224

#### **IMPORTANT DATES FOR YOUR CALENDAR**

|                           |               |                 |
|---------------------------|---------------|-----------------|
| WCR Leg Day /WR Hill Day  | Olympia, WA   | Jan 16-18       |
| Elevate Growth Conference | Virtual       | Feb 1-2         |
| WCR/WR Spring             | Tacoma, WA    | April 16-19     |
| Spring NAR                | Washington DC | May 4-9         |
| Network 360               | Chicago, IL   | August 14-16    |
| Fall WCR/WR               | Kennewick, WA | September 17-20 |
| Fall NAR Anaheim          | Boston, MA    | Nov 5-12        |