

**ARIZONA ASSOCIATION OF REALTORS®**

**BOARD OF DIRECTORS' MEETING**

**October 17, 2013**

**Talking Stick Resort ~ Scottsdale, AZ**

**MINUTES**

**CALL TO ORDER**

The regularly scheduled meeting was called to order at 10:34 am by President Sue Flucke. A quorum was present.

**ASSOCIATION REPORT**

**Approval of Minutes** - The April 11, 2013 minutes were approved as mailed.

**Executive Committee Report** - The actions of the Executive Committee since the April 2013 Board of Directors' meeting, including those actions that were approved after the September mailing to the Directors, were presented by President-elect Fuchs, who then moved to approve numbers 13, 14 and 15 of the AAR Executive Committee "Add-On Report to the Board of Directors" as follows:

**MOTION:** It was moved, seconded and carried to approve the changes to the Arizona Association of REALTORS® 2014-2015 Legislative Policies as submitted.

**MOTION:** It was moved, seconded and carried to approve the changes to the REALTORS® Issues Mobilization Committee Policies as submitted.

**MOTION:** It was moved, seconded and carried to approve the changes to the REALTORS® of Arizona Political Action Committee Bylaws as submitted.

**Treasurer's Report** - Treasurer Paula Serven provided a report on the 2013 year-to-date financials and capital budget.

2014 Treasurer Monthofer presented the 2014 Proposed Operating/Capital Budget to Board for approval.

**MOTION:** It was moved, seconded and carried to approve the 2014 Proposed Operating/Capital Budget as submitted.

**Chief Executive Officer's Report** - CEO Michelle Lind updated the Directors on the Association's operations.

**Legal Update** - Scott Drucker, General Counsel, presented an update on AAR legal issues.

**Arizona Department of Real Estate Report** - ADRE Commissioner Lowe gave the Board an update on the issues the ADRE has been handling year-to-date.

**NAR Report** – Patricia Pipkin, NAR Region 11 Vice President, addressed the Board of Directors.

## **PRIMARY COMMITTEE REPORTS**

**Legislative and Political Affairs** - Craig Sanford, Chair of the Legislative and Political Affairs Committee, provided an update for the Directors.

Lori Doerfler, 2014 RAPAC Trustees Chair, announced the RAPAC Fundraising Achievements award winners.

For associations making 100% or better of their 2013 RAPAC fundraising goal: Santa Cruz County Board of REALTORS® - 102.78%; Prescott Area Association of REALTORS® - 104.15%; White Mountain Association of REALTORS® - 113.76%; Yuma Association of REALTORS® - 114.31%; Sedona Verde Valley Association of REALTORS® - 134.37%; Lake Havasu Association of REALTORS® - 138.15%; Green Valley/Sahuarita Association of REALTORS® - 141.51%; Central Arizona Board of REALTORS® - 176.9%

Boards that have met NAR's 50% or better participation requirement: Bullhead City/Mohave Valley Association of REALTORS® - 57.05%; Green Valley/Sahuarita Association of REALTORS® - 68.13%

The association that had the most year-over-year gain: Bullhead City/Mohave Valley Association of REALTORS®.

The local associations that met or exceeded their set goal: Bullhead City/Mohave Valley Association of REALTORS® - 100%; Scottsdale Area Association of REALTORS® - 100%; Tucson Association of REALTORS® - 100%; White Mountain Association of REALTORS® - 100%; Yuma Association of REALTORS® - 100%; Southeast Valley Regional Association of REALTORS® - 126.08%; Central Arizona Board of REALTORS® - 200%; Lake Havasu Association of REALTORS® - 200%; Sedona/Verde Valley Association of REALTORS® - 300%.

The board that had a combined percentage of all goals of 483.33%: Sedona/Verde Valley Association of REALTORS®.

Lori Doerfler, 2014 RAPAC Trustees Chair, announced that the RAPAC drawing raised \$9,000. Winners of the drawing were as follows:

Lori Doerfler – iPad Mini  
Mary Ann Shryack – iPad  
Lori Doerfler, \$1,000 Visa Gift Card

**Professional and Business Development** – Lori Doerfler, 2014 Chair of the Professional and Business Development Committee (standing in for 2013 Chair Larry Hibler) provided a year-to-date update on the committee's activities for the Directors.

**Business Services and Technology** – Ed Pattermann, Chair of the Business Services and Technology Committee, provided a year-to-date update on the committee's activities for the Directors.

**Risk Management** – Armando Contla, Chair of the Risk Management Committee, gave a year-to-date update on the committee's activities for the Directors.

## **REAL ESTATE SPECIALTY REPORTS**

**Arizona CRS Chapter** – Joseph Hallatt, President of the Arizona CRS Chapter, updated the Directors on chapter events.

**Arizona Chapter of WCR** – Pam Frestedt, President of the Arizona Chapter of WCR, updated the Directors on chapter events.

## **ASSOCIATION CONSIDERATIONS**

## **ADJOURN**

There being no further business the meeting was adjourned at 12:27 pm.

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**K. Michelle Lind, Recording Secretary**