

Arizona Association of REALTORS  
Professional & Business Development Committee  
March 20, 2014  
Minutes

The regularly scheduled meeting was called to order by Chairperson Doerfler at 1:00 p.m. A quorum was present.

**Present**

Lori Doerfler  
Gary Nelson  
Vicki Lind  
Sasha Lopez  
Holly Mabery  
Stacey Onnen  
Vicki Cleman  
Frank Dickens  
Cathy Erchull  
Christopher Paris  
Mike Wasmann (phone)  
Holly Eslinger (phone)  
Flo Day (phone)  
Sue Flucke (phone)  
Janet Kane (phone)  
Evan Fuchs (phone)

**Staff**

Barbara Freestone  
Brittni Matt  
Bethany Brannan  
Kimberly Franzen  
Calie Waterhouse

There being no corrections, the minutes of January 16 were approved.

Updates were provided on the measureable objectives, spring convention, MRE Society, education outreach and remote delivery.

**MOTION:** Made, seconded and carried that there be a minimum of 3 students in a remote classroom.

It was also noted that the effectiveness of delivering remotely a two-day class is a concern and will be carefully evaluated after the first two-day class is delivered.

Holly Eslinger presented planned Broker Summit content and format. Date for the Summit is anticipated to be June . Holly also reported the workgroup will be addressing a broker-only page on the website and development of a broker toolkit at their April 30 meeting.

Stacey Onnen provided an informational report on the activities in the GRI Oversight Workgroup since the January meeting.

MOTION: Made, seconded and carried to approve the Leadership Development Program as presented. (Frank and Holly abstained from voting)

MOTION: Made, seconded and carried to request an allocation of \$21,580 from the Executive Committee to rollout Module 1 and Module 2 this year. (Frank and Holly abstained from voting)

MOTION: Made, seconded and carried to offer the 2014 Instructor Summit as presented.

Bethany Brannan provided an update on the communication activities and stats.

MOTION: Made, seconded and failed to include the following activities on the AAR web calendar:

MOTION: Made, seconded and carried AS AMENDED to include only those classes/events that AAR is participating in on the AAR web calendar.

AMENDMENT: Made, seconded and carried to include local association designation & certification classes as well as local association special events on the AAR web calendar.

Chairperson Doerfler asked Sasha Lopez to work with a few volunteers and bring back full recommendations including budget draft, interest level, proposed timing and location, and commitment/cancellation policy with the Hear It Direct provider. Christopher Paris volunteered to help Sasha.

Next Meeting: June 12, 2014 1:00

Adjourn: There being no further business, the meeting was adjourned at 3:00 p.m.