

## Via Email and U.S. Mail

March 1, 2018

Dear Arizona REALTORS® Directors:

The Arizona REALTORS® Board of Directors meeting will be held on **Thursday, March 22, 2018**, at the Renaissance Glendale Hotel & Spa in Glendale, Arizona. The meeting will be preceded by **Regional Caucuses beginning at 9:00 a.m. and the Board of Directors meeting will begin at 10:30 a.m.** I urge you to attend the Regional Caucuses, during which there is an opportunity for more informal discussions on current issues.

The major items of business during the March meeting will be the election of year 2019 Arizona REALTORS® officers, the Executive Committee Report and information on the 2017 audit. There are only two opportunities for the directors to meet annually, so it is important that we make use of this time to discuss real estate industry issues and/or trends with which you have concerns and believe the association should consider for future action. The meeting is not intended to resolve such issues, but to refer items to the appropriate primary committee for consideration. However, if there is a “pressing matter,” we will take whatever time is needed to address any appropriate action.

You have previously received information on the Arizona REALTOR® Convention, “*Together Towards Tomorrow*” to be held March 20<sup>th</sup> through March 22<sup>nd</sup> in conjunction with the Board of Directors meeting. We have an excellent program lined up for the convention, which I strongly encourage you to attend. Please visit [www.aaronline.com/increase-knowledge/convention/](http://www.aaronline.com/increase-knowledge/convention/) to download the schedule and registration information.

**Agenda and Meeting Materials:** I am enclosing the current agenda for the directors meeting. Meeting materials will be sent via ShareFile and available in the Board of Directors Strategy Room for review prior to the meeting. However, if you would prefer to have the printed materials sent to you, please contact Christina at [christinasmalls@aaronline.com](mailto:christinasmalls@aaronline.com).

- **ShareFile:** You will receive an email from Arizona REALTORS® ([mail@sf-notifications.com](mailto:mail@sf-notifications.com)). You will first need to access this file on a desktop computer, thereafter the file may be accessed from any device. If you do not have an existing ShareFile account, follow the instructions to “Click here to activate your account and view this folder.” If you already have a ShareFile account, your existing account will be used as long as the same email address is being used. You may access your files at any time by logging in at: <https://arizonarealtor.sharefile.com>
- **Board of Directors Strategy Room:** To access the Board of Directors Strategy Room go to: [www.aaronline.com/2018-board-of-directors-strategy-room/](http://www.aaronline.com/2018-board-of-directors-strategy-room/) - the password is: **BOD2018**. The materials will be available on March 1<sup>st</sup> and an easily printable PDF version of all the materials will be available.

**Director Orientation Materials:** In January you were sent a Directors Orientation PowerPoint, a video by NAR General Counsel Katie Johnson explaining a Director's fiduciary duties and an article "*Serving the Arizona Association of REALTORS® as an Officer or Director.*" All of these materials are posted on the Arizona REALTORS® website at [www.aaronline.com/about-us/leadership-and-volunteers/](http://www.aaronline.com/about-us/leadership-and-volunteers/). **Please make sure and review these materials before the meeting.**

**2017 "Top Ten" Accomplishments:** As I am sure you are aware, the Arizona REALTORS® advocate for protecting private property rights and balancing laws and regulations that impact homeowners and renters. We provide our members with standardized real estate forms, technology tools for efficient transactions, dispute resolution programs and professional development opportunities. We work with the local associations and the national association to enhance our members' ability to represent their clients with integrity and competency. Each year, we select our "top ten" accomplishments for the year. I am enclosing the Arizona REALTORS® 2017 Top Ten Accomplishments infographic for your review.

**Please contact us:** If you have any questions or concerns regarding the forgoing, or at any time during the year, please do not hesitate to contact Chief Executive Officer Michelle Lind at [MichelleLind@aaronline.com](mailto:MichelleLind@aaronline.com) or me at [lori@loridee.com](mailto:lori@loridee.com). We want to hear from you. If you have any questions about how to access ShareFile or the BOD Strategy Room, please contact Director of Operations, Christina Smalls ([christinasmalls@aaronline.com](mailto:christinasmalls@aaronline.com) ~ 602-248-7787 ext. 463),

I look forward to seeing you at the Arizona REALTOR® Convention and Board of Directors meeting!

Very truly yours,

A handwritten signature in black ink, appearing to read "Lori Doerfler". The signature is fluid and cursive, with a large initial "L" and "D".

Lori Doerfler, ABR, CIPS, rCRMS, CRS, GRI, PMN  
2018 Arizona REALTORS® President



“REALTOR®...the best prepared real estate practitioner with the highest standards”

## BOARD OF DIRECTORS MEETING

Thursday, March 22, 2018 ~ 10:30 a.m.

Renaissance Glendale Hotel & Spa ~ Glendale, Arizona

### AGENDA

#### **A. CALL TO ORDER – President Lori Doerfler, ABR, CIPS, rCRMS, CRS, GRI, PMN**

1. Inspirational Message – **C. Dale Hillard, CRS, GRI** - Southeast Valley Regional Association
2. Pledge of Allegiance – **Gary Fenton, rCRMS** - West Maricopa County Regional Association

#### **B. ASSOCIATION REPORT President Lori Doerfler, ABR, CIPS, rCRMS, CRS, GRI, PMN**

1. Director Responsibilities, Authority and Oath of Office – **(attachment 01)**
2. October 13, 2017 minutes as delivered – **(attachment 02)**
3. Election of Year 2019 Officers – **(attachment 03)**
4. NAR Report
  - a. 2018 NAR Region XI RVP **Cathy Colvin, CRS**
  - b. 2019 NAR First Vice President Candidate – **Charlie Oppler**
5. Executive Committee Report – **President-elect D. Patrick Lewis – (attachment 04 and Handout)**
  - a. Bylaws Revisions – **MOTION (attachment 05)**
  - b. 2019 Leadership Appointments for Primary Committees and Local Association Executive – **MOTION (attachment 06 and 06A)**
  - c. Board of Directors Position Description – **MOTION (attachment 07)**
6. Treasurer’s Report – **Treasurer Jan Leighton, CRS, GRI, e-PRO**
  - a. 2017 Audit Report – **(attachment 08)**
  - b. Allocation of 2017 Accumulated Operating Surplus **MOTION – (Pending Executive Committee Approval: attachment 09 and handout)**
  - c. 2018 Year-to-Date Financials – **(attachment 10)**
  - d. 2018 Capital Budget Update – **(attachment 11)**
7. Chief Executive Officer’s Report – **Michelle Lind, CEO – (attachment 12)**
  - a. Legal Update – **Scott Drucker, General Counsel**

**C. PRIMARY COMMITTEE REPORTS**

1. Professional & Business Development (**PBD**) – **Susan Slattery, GRI** – (attachment 13)
2. Business Services & Technology (**BST**) – **Carlos Ramos** – (attachment 14)
3. Risk Management (**RM**) – **Beth Adams, rCRMS** – (attachment 15)
4. Legislative & Political Affairs (**LPA**) – **Kent Simpson** – (attachment 16)

**D. REAL ESTATE SPECIALTY REPORTS**

1. CRS Update - **Jeff Lewis, CRS, GRI, SRES**
2. WCR Update - **Stacey Krolak, LTG, PMN**
3. Arizona CCIM Update - **Rick Padelford, CCIM**

**E. ASSOCIATION CONSIDERATIONS**

**F. ADJOURN**

**NEXT MEETING: Wednesday, October 17, 2018**  
**Scottsdale Marriott at McDowell Mountains**

# ARIZONA REALTORS® TOP 10 ACCOMPLISHMENTS FOR 2017

31 media stories highlighting Arizona REALTORS®



Successful *Totes for Hope* initiative to help the homeless

Developed cyber-security risk management tools and resources to combat wire transfer fraud

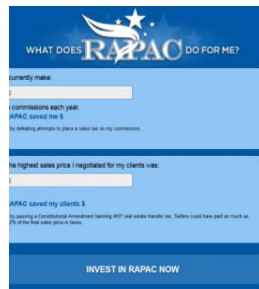


Team Toolkit developed to assist brokers and agents who consider forming a team

Single Sign-On research and approval to eliminate frustrating password problems



Forms Back-up plan developed to ensure critical forms are always available



REALTORS® RAPAC participation increased to over 24% of membership

100% of Arizona REALTORS® Legislative policies achieved



Arizona REALTORS® Convention was the largest ever with 500+ attendees

Education provided to 1641 students through 41 live-streamed classes

