



September 27, 2018

Dear Fellow 2018 Arizona REALTORS® Director:

Hopefully you have already received information on this year's Leadership Conference which will be held on October 16th and 17th in conjunction with the Board of Directors meeting.

The next Arizona Association of REALTORS® (Arizona REALTORS®) Board of Directors meeting will be held on **Wednesday, October 17, 2018** at the Scottsdale Marriott at McDowell Mountains (16770 N. Perimeter Drive, Scottsdale 85260). The **Regional Caucuses will begin at 9:15 am and the meeting will begin at 10:30 am**. Please attend the Regional Caucuses, during which there is an opportunity for more informal discussions on current issues.

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. You will receive an email invitation to join the meeting ShareFile folder, please accept the invitation by clicking on the link, which will allow you access to the materials in order to prepare for the meeting. To access the Strategy Room go to: www.aaronline.com/2018-board-of-directors-strategy-room/ - the password is: **BOD2018**. An easily printable PDF version of all the materials (193 pages) will be available on the Strategy Room web page, however, if you would prefer to have the printed materials sent to you please contact Christina Smalls at christinasmalls@aaronline.com.

The major items for consideration during the directors meeting are the proposed 2019 Operating and Capital Budgets, and the proposed 2019-2020 Legislative Policies. The proposed Operating budget is based upon a dues amount of \$190.

Please review all materials prior to the meeting, including the report from the Executive Committee which contains information and action items that have occurred since the March meeting. Any new recommendations from the Executive Committee not contained in the ShareFile folder will be provided for your consideration at the meeting.

There are only two opportunities for the directors to be together annually, so it is important that we make use of this time to discuss industry issues and trends with which you believe the Arizona REALTORS® should consider for future action. Any such issues should be raised during the Association Considerations item on the Agenda. The meeting is not intended to resolve any raised issues, but to refer items to the appropriate primary committee for consideration. Of course, if there is a "pressing matter" we will take whatever time is needed to address any appropriate action.

If you have any questions or concerns, please contact Arizona REALTORS® Chief Executive Officer Michelle Lind at MichelleLind@aaronline.com or me at lori@loridee.com. I look forward to seeing you at the Leadership Conference and Directors meeting!

Very truly yours,

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