

**Via Email and U.S. Mail**

March 7, 2019

Dear Arizona REALTORS® Directors:

The Arizona REALTORS® Board of Directors meeting will be held on **Thursday, March 28, 2019** at the Scottsdale Plaza Resort in Scottsdale, 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 2020 Arizona REALTORS® officers, the Executive Committee Report and information on the 2018 financial 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, “*Focus*” to be held March 25<sup>th</sup> through March 28<sup>th</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. 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 the Arizona REALTORS® ShareFile account ([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/2019-board-of-directors-strategy-room/](http://www.aaronline.com/2019-board-of-directors-strategy-room/) - the password is: **BOD2019**. The materials will be available on March 8<sup>th</sup> and an easily printable PDF version of all the materials will be available.

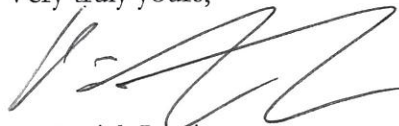
**Director Orientation Materials:** In January you were sent a Directors Orientation PowerPoint; position description; a video by NAR General Counsel Katie Johnson explaining a Director's fiduciary duties; and an article "*Serving the Arizona Association of REALTORS® as an Officer or Director.*" These 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 you review the materials before the meeting.**

**2018 "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® 2018 Top Ten Accomplishments infographic for your review.

**Please contact us:** If you have any questions or concerns regarding the information in this letter, 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 [dpatricklewis@gmail.com](mailto:dpatricklewis@gmail.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,



D. Patrick Lewis  
2019 Arizona REALTORS® President



**BOARD OF DIRECTORS MEETING**  
**Thursday, March 28, 2019 ~ 10:30 a.m.**  
**Scottsdale Plaza Resort ~ Scottsdale, Arizona**

**AGENDA**

**A. CALL TO ORDER – President Lewis**

1. Inspirational Message – **Kristin Croak** – Central Arizona Association
2. Pledge of Allegiance – **Bridgett Bowers** – Sedona/Verde Valley Association

**B. ASSOCIATION REPORT – President Lewis**

1. Director Responsibilities, Authority and Oath of Office – **(attachment 01)**
2. Approval of October 17, 2018 meeting minutes – **(attachment 02)**
3. Election of Year 2020 Officers – **(attachment 03)**
4. NAR Report - 2019 NAR Region XI RVP **Paula Monthofer**
5. Executive Committee Report – **President-elect Roberts** – **(attachment 04 and Handout)**
6. Treasurer’s Report – **Treasurer Nelson**
  - a. 2018 Audit Report – **(attachment 05)**
  - b. Allocation of 2018 Accumulated Operating Surplus **MOTION** – *(Pending Executive Committee Approval: attachment 06 and handout)*
  - c. 2019 Year-to-Date Financial Update – **(attachment 07)**
  - d. 2019 Year-to-Date Capital Budget Update – **(attachment 08)**
7. Chief Executive Officer’s Report – **Michelle Lind, CEO** – **(attachment 09)**
  - a. Legal Update – **Scott Drucker, General Counsel**

**C. PRIMARY COMMITTEE REPORTS**

1. Professional & Business Development (**PBD**) – **Sindy Ready** – **(attachment 10)**
2. Business Services & Technology (**BST**) – **Aaron Pfeifer** – **(attachment 11)**
3. Risk Management (**RM**) – **Lisa Paffrath** – **(attachment 12)**
4. Legislative & Political Affairs (**LPA**) – **Shelley Ostrowski** – **(attachment 13)**

**D. REAL ESTATE SPECIALTY REPORTS**

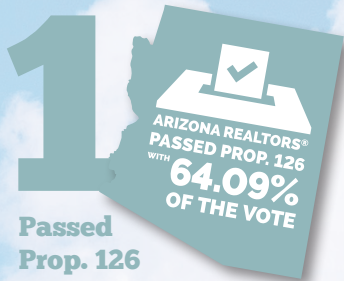
1. CRS Update – **Bryan Anderson, ABR, CRS, GRI – 2020 Arizona RRC President**
2. WCR Update – **Yvonne Ahern – 2019 Arizona WCR President**
3. Arizona CCIM Update – **Greg Boccardo, CCIM**

**E. ASSOCIATION CONSIDERATIONS**

**F. ADJOURN**

**NEXT MEETING: Friday, October 18, 2019**  
**Embassy Suites ~ Phoenix/Paradise Valley**

# ARIZONA REALTORS® TOP 10 ACCOMPLISHMENTS 2018



**Passed Prop. 126** prohibiting state and local governments from enacting new or increased service taxes



**Achieved 93 percent success rate in General Election endorsements**



**Defeated legislation that would have cost homeowners thousands of dollars in construction defect lawsuits**



**Successfully launched our Single Sign-On dashboard**



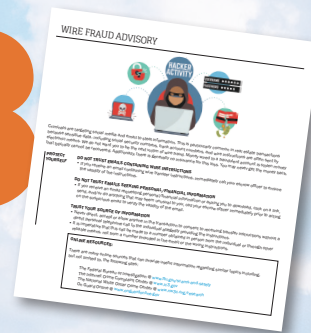
**Numerous media stories highlighting Arizona REALTORS®**



**Offered 59 GRI classes, awarded 213 scholarships and recognized 115 new designees**



**Partnered with 16 local associations on education programs including: GRI, rCRMS, and CRPM**



**Published a Wire Fraud Advisory to educate and protect buyers and sellers**



**Developed a Cyber Insurance Guide to help brokerages secure such policies**



**Successfully enforced form copyrights in court**

