



ASSOCIATION VISIT REPORT

Regional Vice Presidents and Arizona REALTORS® staff please complete the following report after attending meetings/events at local associations. The purpose of the report is to share any issues of concern of Arizona's local associations.

Name PHIL ANNET Region 1

Association BULL HEAD CITY, AZ

Date Visited 1-22-2020

Met with	<input checked="" type="checkbox"/>	Board of Directors
	<input type="checkbox"/>	General Membership
	<input type="checkbox"/>	MLS Meeting
	<input type="checkbox"/>	Other _____

Please comment below about special needs, concerns or positive feedback that may have been shared during your visit that is noteworthy or that requires follow-up.

ATTEND BOARD MEETING, IMPRESSED WITH THE COMMITMENT TO RESERVE SAVINGS PLAN BEING ADHERED TO. DISCUSSED THE IMPORTANCE OF RAAE - CONGRATULATED TRIPLE CROWN AWARDS + SET EXPECTATIONS FOR A REPEAT. SPOKE ABOUT TD + SSO. THEIR ROLES IN LEADERSHIP.

Please indicate how any necessary follow-up should be handled:

<input checked="" type="checkbox"/>	Follow-up is not necessary
<input type="checkbox"/>	I will follow-up
<input type="checkbox"/>	Association staff please follow-up with _____ by _____ Date



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Name PHIL Armet Region I

Association LAKE HAVASU CITY

Date Visited 1-21-2020

Met with	<input checked="" type="checkbox"/>	Board of Directors
	<input type="checkbox"/>	General Membership
	<input type="checkbox"/>	MLS Meeting
	<input type="checkbox"/>	Other _____

Please comment below about special needs, concerns or positive feedback that may have been shared during your visit that is noteworthy or that requires follow-up.

Discussed RAPAE + CONGRATS on TRIPLE CROWN, TD + SSO GOALS TO BE REACHED + THE IMPORTANCE OF A MAJOR INVESTOR EVENT SOONER THAN LATER REALTOR OLYMPICS GETTING STARTED. THE BUILDING WILL BE PAID OFF IN 5 MONTHS!!

Please indicate how any necessary follow-up should be handled:

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Name PHIL ANNET Region 1

Association KINGMAN

Date Visited 1-30-2020

Met with	<input checked="" type="checkbox"/>	Board of Directors
	<input type="checkbox"/>	General Membership
	<input type="checkbox"/>	MLS Meeting
	<input type="checkbox"/>	Other _____

Please comment below about special needs, concerns or positive feedback that may have been shared during your visit that is noteworthy or that requires follow-up.

ATTENDED BOB MEETING, DISCUSSED
 LEADERSHIP ROLES, CONGRATS ON RAPAC
 TRIPLE CROWN, THEY EXPRESSED SOME
 BROKERS ARE ENCOURAGING NEW AGENTS
 NOT TO PARTICIPATE ??? GREAT COMMUNITY
 OUTREACH GOALS & WE DISCUSSED TD &
 SSO → SOME OLD SCHOOL BROKERS
 ARE STILL TRYING TO BE PUPPET MASTERS

Please indicate how any necessary follow-up should be handled:

Follow-up is not necessary

I will follow-up

Association staff please follow-up with _____
 by _____ Date

F.Y.I.

RAPAC CHAIR
 A/E NEED
 HELP WITH THIS ?



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Name _____ Region _____

Association _____

Date Visited _____

Met with _____ Board of Directors
_____ General Membership
_____ MLS Meeting
_____ Other _____

Please comment below about special needs, concerns or positive feedback that may have been shared during your visit that is noteworthy or that requires follow-up.

Please indicate how any necessary follow-up should be handled:

_____ Follow-up is **not** necessary
_____ I will follow-up
_____ Association staff please follow-up with _____
by _____
Date

Region 3 Report for January 2020

NAAR

The Current Membership numbers are for Primary 561 and secondary 266 for a total of 827 members

I am going to be attending their February BOD meeting, I did try to go to their January meeting, but it is the same time as this Excom meeting.

I was able to attend their installation of their president Melinda Morfin, Where Gary Nelson was the MC and it was a fun night for all. I look forward to working with their leadership team these next two year

I had a discussion regarding MLS 8.0 with Judy Jackson and we discussed the ability of each association in Region 3 to come to a consensus on adoption and enforcement of 8.0. I will be working more closely to help create this if possible.

SVVAR

The Current Membership numbers are for Primary 548 and secondary 226 for a total of 774 members

I am going to be attending their February BOD meeting on Wednesday 26, I did try to go to their January meeting but they had asked I wait till February because they have their accountant coming in for January.

I was able to attend their installation of their president Debbie Smith, Where Holly Mabery was the MC and it was a fun night for all. I look forward to working with their leadership team these next two year

I am working to help SVVAR to add the Transactions Desk Button to their Association SSO dashboard, I have sent an email to Michelle Lind.

SVVAR reported they feel their first fundraiser for RAPAC is with their dues billing and they have already signed up 7 Major investors. They also asked when they will be receiving their 2020 RAPAC goals.

PAAR

The Current Membership numbers are for Primary 1392 and secondary 335 for a total of 1727 members.

I was unable to attend their installation for their 2020 president Jeff Bashaw

Amanda has invited me to speak at one of their first quarter membership meetings I am waiting to find out the date and time.

I am working to help PAAR to add the Transactions Desk Button to their Association SSO dashboard, I have sent an email to Michelle Lind.

Central Arizona

The Current Membership numbers are for Primary 238 and secondary 179 for a total of 417 members.

I was unable to attend their installation of 2020 President Jennifer Kiley

I am scheduled to be at their BOD meeting on February 27 At that time I will find out how I can help and also get to know their BOD

White Mountains

The Current Membership numbers are for Primary 441 and secondary 188 for a total of 629 members.

I was unable to attend their installation for their 2020 president June Call, I have know June for some time and I am looking forward to her leadership.

I will be attending their January 28th BOD meeting to get to know their BOD, and find out at that time how I can help into 2020

SVVAR/NAAR

They did work together to try to create a combined MLS, there was a vote by both associations' general membership in the last quarter of 2019. The NAAR Association passed the vote, The SVVAR association vote did not pass. Both BOD are going to regroup and see about approaching this again.

PAAR/SVVAR/NAAR

Are all continuing their elevation LDP training for encouraging involvement and future Leadership. Their next session starts in the next few weeks.

Phx REALTORS

Current membership is up and at 9,852 members

They had a soft opening of their new headquarters at 7878 N 16th St, Phoenix

The City of Phoenix just passed a fee for rideshare companies that serve SkyHarbor Airport and it is not popular with the drivers. This will be the first legal test of Prop 126.

On January 23rd they will host a RAPAC cornhole tournament and encourage all to enter.

They are working on attracting more major investors and at this time they are seeing similar number of investors to last year

SAAR

Current membership is up 9% from last year at this time

The passing of 8.0 MLS is causing a lot of discussion and confusion. SAAR has hosted a lot of session with brokers to educate and Matthew Consalvo has been extremely helpful and has made himself available. It is also uncovering a lot of MLS violations that have been out there for a long time. It will be interesting to see the rules for implementation from ARMLS. Lastly, they are looking at how to educate members on social media because there are a lot of violations relating to that as well.

Excited to have a new Strategic plan with a new approach by involving more members through “flash engagement groups”

Cave Cree City Council is working on a new sign ordinance. The 1st draft was very harmful to our members and the ability to do business. We have been involved in some positive changes and compromises and look forward to a good outcome. We have heard Scottsdale is thinking about opening their sign ordinance again and we hope it is just rumor.

Political climate in Scottsdale is very contentious. A recent approval of a mixed use project in downtown was met with angry individuals that filed a referendum to put the project on the ballot after it was approved through council. (4-3) The developer will end up building a less favorable project taking out green space, mixed use and a unique design.

Everyone is welcome to the Tailgate Party on Wednesday January 22nd from 4 to 6 at Venue 8600 / SAAR. Wear your team jersey (Mary especially you – from Rebecca)

Any and all help with dues formula enforcement, more frequent and accurate lists would be very helpful.

This concludes my report

HERE IS MY REPORT FROM THE **REGION 1** ASSOCIATIONS. I HAVE ATTENDED AT LEAST ONE BOARD MEETING FOR ALL 4 ASSOCIATIONS IN THE FIRST QUARTER OF 2020 AND A COUPLE OF GENERAL MEMBERSHIP MEETINGS. I'M INSPIRED BY THE 2020 LEADERSHIP IN REGION 1.

1.) THE **BULLHEAD CITY ASSOCIATION** IS IN A TRANSITION OF LEADERSHIP CURRENTLY. THE PREVIOUS EXECUTIVE COMMITTEE RESIGNED AMIDST SOME INTERNAL FRICTION. ERIC THE AE HAS DONE A GOOD JOB HOLDING IT TOGETHER. IN THE LAST COUPLE OF WEEKS THE MEMBERSHIP VOTED A NEW EXCOM TEAM, HEADED BY THE WELL KNOWN DALE KELLY. I'VE SPOKEN TO DALE, HE'S CONFIDENT THAT ORDER WILL BE RESTORED AND THE ASSOCIATION AND ITS MEMBERSHIP WILL BE SERVED PROPERLY.

IN THE MIDDLE OF ALL OF THIS THE CURRENT PANDEMIC HAS PAUSED MANY COMMUNITY OUTREACH, MAJOR INVESTOR EVENTS AND ASSOCIATION FUNCTIONS. MEETINGS WILL SOON BEGIN VIRTUALLY AND THE ASSOCIATION OFFICE IS AVAILABLE BY APPOINTMENT.

2.) IN THE **KINGMAN ASSOCIATION**, THE OFFICE IS CLOSED AND SERVICE TO MEMBERS IS DONE BY APPOINTMENT ONLY. THEY DID GET THE AFFILIATE APPRECIATION PARTY IN ON MARCH 10TH. THE ASSOCIATION OFFICE IS BEING USED TO FACILITATE THE LOCAL BLOOD DRIVES.

RPAC PARTICIPATION IS OVER 60% CURRENTLY WITH 2 MAJOR INVESTORS. CURRENTLY ALL COMMUNITY AND ASSOCIATION FUNCTIONS HAVE BEEN PAUSED. VIRTUAL MEETINGS ARE BEING CONDUCTED AND THE AE IS UPDATING MEMBERSHIP VIA EMAIL AND SOCIAL MEDIA.

3.) IN THE **LAKE HAVASU ASSOCIATION** OFFICE IS OPEN BY APPOINTMENT ONLY FOR MEMBER SERVICES. THE BOD AND COMMITTEES HAVE PIVOTED QUICKLY TO ZOOM MEETINGS AND NEXT WEEK THE MARKETING MEETINGS WILL ALSO BE VIRTUAL. RAPAC AND OTHER ASSOCIATION ACTIVITIES HAVE BEEN PAUSED FOR NOW.

THE REALTOR OLYMPICS HAVE BEEN CUT SHORT, BUT STILL RAISED \$26,000 FOR COMMUNITY OUTREACH. SALES HAVE SLOWED A LITTLE IN HAVASU, BUT THE MARKET REMAINS STRONG.

4.) IN THE **YUMA ASSOCIATION**, THE PLANS TO TRANSITION INTO THE NEW BUILDING ARE STILL GOING FORWARD ONCE THE RENOVATIONS ARE FINISHED. ONE LARGE COMMUNITY ISSUE IS THE RELOCATING OF THE FAIR GROUNDS, DUE TO AIRPORT FLIGHT PATTERNS. GOVERNMENT AFFAIRS WILL CONTINUE TO BE INVOLVED IN THIS.

THE ASSOCIATION OFFICE IS CLOSED AND THE CALLS ARE BEING FORWARDED TO THE EMPLOYEES AT HOME. APPOINTMENTS ARE BEING MADE FOR SERVICES NECESSARY. AS IN MOST CASES ASSOCIATION AND COMMUNITY EVENTS ARE BEING PAUSED, WHILE MEMBERSHIP IS TRYING TO KEEP THE COMMUNITY OUTREACH ACTIVE BY HELPING WITH THE FOOD BANK NEEDS.

EXTREMELY LOW PARTICIPATION AND INTEREST IN TRANSACTION DESK IN YUMA. . . AT THE BOARD MEETING IT WAS A COLLECTIVE "UGH!" WE PROBABLY NEED TO FOCUS SOME HELP DIRECTLY TO THEM ON THE BENEFITS OF THIS MEMBER BENEFIT.

IN SUMMARY, WITH ALL OF THE MEETINGS I ATTENDED SINGLE SIGN ON, TRANSACTION DESK ARE NOT OF TOO MUCH INTEREST TO THE MASSES. IT APPEARS EVERYONE IS GOING TO WAIT UNTIL THEY DON'T HAVE A CHOICE.

OUR REGION IS VERY THANKFUL FOR ALL OF THE TOOLS AND SUPPORT AAR HAS PROVIDED. WE HAVE BEEN ABLE TO ADJUST QUICKLY AND WITH THE RECENT TURN OF EVENTS. WE WILL CONTINUE TO WORK DILIGENTLY TO SERVE OUR MEMBERS DURING THIS UNPREDICTABLE TIME.

*THANK YOU,
PHIL ANNETT*