



October 2, 2020

Dear Fellow 2020 Arizona REALTORS® Directors:

Hopefully you have already received information on this year's Leadership Conference which will be held via Zoom on October 20<sup>th</sup> through October 23<sup>rd</sup> in conjunction with the Board of Directors meeting.

The next Arizona REALTORS® Board of Directors meeting will be held on **Friday, October 23, 2020 via Zoom.** The **Regional Caucuses will begin at 9:00 a.m. and the Board Meeting will begin at 10:45 a.m.** You will receive the link to join the caucuses and meeting via separate email. 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 notifying you that the materials are available in the ShareFile folder, please click on the link for access to the materials in order to prepare for the meeting. To access the Strategy Room go to: [www.aaronline.com/2020-board-of-directors-strategy-room-2/](http://www.aaronline.com/2020-board-of-directors-strategy-room-2/) - the password is: **BOD2020**. An easily printable PDF version of all the materials (202 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 at [christinasmalls@aaronline.com](mailto:christinasmalls@aaronline.com).

The major items for consideration during the directors meeting are the proposed 2021 Operating and Capital Budgets, and the proposed 2021-2022 Legislative Policies. The proposed Operating budget is based upon a dues amount of \$190.

Please review all the 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 for your consideration from the Executive Committee's October 21<sup>st</sup> meeting will be added to the ShareFile folder before the board 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](mailto:MichelleLind@aaronline.com) or me at [maryrobertshavas@gmail.com](mailto:maryrobertshavas@gmail.com). I look forward to seeing you at the Leadership Conference and Directors meeting!

Very truly yours,

Mary Roberts  
2020 Arizona REALTORS® President