



Governing Board Meeting
Thursday, March 07, 2019
Stewart Title Conference Room
3001 E Skyline, Tucson

Attendees: Elizabeth Cherry, Debbie Shireman, Stephanie Grande, Lauren Smith Klase, Eva Naumann, Wanda Baader, Cynthia Luois, Ronda Argueta, Brenda Bowers, Yvonne Ahern and Teenu Argarwal-Hebbar

Governing Board Actions

1. The Meeting was called to order 10:05am
2. Agenda was approved
3. Approval Minutes-the Minutes from the Special Meeting and the Board Meeting for the month of February were approved.

M/S/A the minutes from both February Meetings.

4. **Committee Reports:**

President's Report Elizabeth thanked everyone for the feedback regarding the events have been very positive, everyone has mentioned that the meetings have been powerful.

Reminder regarding email, that communications should be between immediate parties and then let her know the final conversation or need for approval.

There have been some comments about the change in meeting day, from Thursday to Fridays, please remind people that with appropriate notice the Standing Rules state that this is allowed. We have run into scheduling problems with a couple speakers so those meetings will remain on the Friday they are scheduled to happen.

The Annual TAR Meeting is coming up, Women's Council Member Diane Marzonie is running for a higher position and that as fellow Women's Council Members we should plan to attend to support her.

Reminder State Meetings are coming up beginning on 3/25. Our meeting focus is Social Media. We have the Cocktails with Champions Fundraiser basket ideas floating around and some items have been donated already to help with the basket.

TAR Expo is scheduled for 9/19/19. Yvonne strongly encourages us to have our own booth, not to share a space. We will not likely know the cost of the booth until June. Elizabeth will discuss the status of the Membership packets with Lisa Burns-Thaller.

Yvonne further discussed the state meetings to be held in March. Stephanie and Elizabeth mentioned that they had been discussing an Air BnB or vacation rental for the week to cut down on hotel costs. They would need to know right away who will be interested. Cynthia stated that she would talk with her Mom about using a couple rooms in their home.

Secretary Debbie had no further report to give.

Strategic Partners/Sponsorship Lauren reviewed the distributed spreadsheet (see attached). She stated that she has been in contact with several previous sponsors and is waiting for return calls. She introduced Teenu and noted her previous experiences in fundraisings and stated that Teenu will be the Chair for Strategic Partners next year. Lauren also stated that she reminded the Partners that there was still a membership that they needed to pay and due to the current web page payment limitations, that they would receive one or two members for the fee of \$150.00.

Technology Liaison Wanda stated that the local website is up and running. Yvonne mentioned that it looks really nice. Wanda said now that the site is up, she will move on to creating the BOT conversations. The BOT will be available for Events, Membership, Strategic Partners and Leadership Development. Currently, the BOT is limited to 4 tabs.

The members talked about the Constant Contact Sign Up sheet and would like to make it look better. Wanda stated that we would be looking at a fee of about \$30.00 for that. The members agreed that we should have something of value if we are going to ask for information. Wanda said that she had something that she could add for that value pieces. Approving this expense will be discussed later in the Treasurer Report.

President-Elect Stephanie further noted the March Meetings, and the need to communicate our plans for attending so that rides and rooms can be coordinated. Yvonne stated that in the past, she has called members and personally asked them to attend-whether it is state or local meetings.

She also noted that we should think about what we would like to participate in next year so that she can start building her team.

Treasurer Eva distributed the Financial Report (see attached) and there are some changes because the Strategic Partner income has changed and that we projected to be in the negative. She stressed the importance of the Fall Fundraiser Event to carry us through.

Eva shared an email from Wells Fargo (see attached). She said there are some things that we still need to work out if we change to OneAZ Credit Union, most importantly we need to be sure that TAR systems will work together with OneAZ. One item of importance is Authorize.Net. Wanda said that the back end of Authorize.Net is old and we should investigate others such as PayPal. It was also noted that we are trying to find out what other groups like CCIM are using. Brenda said that the contract with Authorize.Net should be up. Eva will need to review the contract to see what the exit plan will need to be should we move to something else. Whichever product we choose, we need to be sure that it can be used at TAR and with Constant Contact.

Wanda will investigate the costs of PayPal and WePay. Eva will discuss these areas with Jeff and Jolene to make sure that we remain compatible with TAR.

Director of Hospitality Brenda said that she would like us to have the ability to purchase the 50/50 raffle tickets online. One of the concerns is how to pay out the money if we are collecting it on line, Brenda suggested Petty Cash. The members discussed and agreed a trial period would be appropriate.

M/S/A Wanda to add the button to purchase 50/50 raffle tickets. Ticket price would be 6/\$10.00. The trial would be for 3 months.

Director of Membership Ronda reported for Lisa today. The National Website is down so our numbers may be off a little, but we have 48 Members with 91.67% of them Realtors. An email containing a list of new members and renewed members is submitted (see attached). It was noted that our Membership Roster contains names of people that are no longer members. Elizabeth would like to see this roster cleaned up, it is important that people are referring to active members. The Board discussed TAR New Member Orientation. We are not able to participate in this other than having information available. The Board agrees that we need our own orientation program as we have had in the past. This will be deferred to the Membership Committee.

Director of Programs Cynthia stated that March 29 Membership Drive is at Woops! The ticket price was discussed and a lengthy conversation about alcohol at the meeting and what our liability was. Yvonne noted that State is moving away from providing for alcohol in any way. A few options were discussed as far as Woops! providing and serving and hiring a bartender. It was noted that we have paid for an insurance rider for any potential liability. Debbie stated in the past, the Treasurer and President handled the rider through TAR as they could authorize the purchase. Eva and Elizabeth will follow-up.

Cynthia noted that the Dessert Auction venue has moved because of renovations at the Museum of Art. They are looking at Skyline Country Club, the theme will change to something along the lines of cold/frozen with a blue and white theme and ice sculptures. The date has also moved to June. Cynthia will review the calendar of events and submit changes to Wanda so that the website is accurate.

Lisa Burns-Thaller will discuss the fall Membership Event with TAR (Oktoberfest)

The Silent Auction for the Dessert Auction was mentioned. Teenu suggested that our items be Realtor related, things we could use rather than expensive items that only a few could purchase. Ronda said that Lisa knows where we could possibly have some small travel packages. The members were encouraged to think about where we spend money and ask those vendors for donations or discounted items.

Education Chair Terri Keefe has suggested a Realtor Safety Course. The Board discussed whether the education we offer has to be a CE. The Board agreed that we were always competing with TAR CE schedule and if we offered something of value, it would be well attended. Wanda and Cynthia stated that they would be able to teach a class or two. It was also noted that it would be a great opportunity for our Strategic Partners to teach something related to their business that would be educational, something more than a Lunch and Learn though.

Ways and Means No further fundraising was discussed.

5. **Old Business** None

6. **New Business** The Board briefly discussed giving a member and renewing member a membership renewal for 2020.

7. **Adjournment**

With no further business to conduct, this meeting was adjourned at 12:00pm