



Board of Directors Meeting Minutes  
November 8, 2022 at 12:00pm  
Colton's Steak House in Kirksville, MO

### Call to Order/ Introductions

**President's Report** - Erick Hanson

**AE Report** - Jennifer McKim

### Financials

- Bank Midwest Checking: \$68,207.10
- Bank Midwest CD: \$11,808.55 (Matures on: 6/17/2023)
- Bank of Kirksville Checking: \$55,482.68
- Bank of Kirksville CD: \$16,915.22 (Matures on: 5/27/2023)

### Old Business

- The Core Standards report was approved on 10/4/22 by MR. Complete one more charity event for 2023 Core Standards?
  - Potentially add another event (i.e. Adopt A Child) to meet Core Standards requirement.
- Discuss Annual Survey Results (Core Requirement) - [VIEW HERE](#)
- GM Meeting & RPAC Event
  - RPAC Funds: \$1440 raised and transferred to MR.
  - Thank you cards were sent to affiliates, sponsors, and volunteers.
    - Raspberry's BBQ is booked for 2023. Moving event to October 3<sup>rd</sup>.
- Realtor Ring Day (Dec. 2, 2022) - Sign-up sheet has been sent to members.
  - Good response for participants for Ring Day.
- Missouri REALTORS® Fall Business Conference - Eric, Sonja, Michelle, & Marina Munday attended.
- Jen & Erick attended the Leadership Orientation & Advocacy Day on Oct. 10th-11th.
- 2023 Leadership has been announced - State Director 'Agreement to Serve' forms were submitted to MR in Sept.
- Membership dues billing has begun (due Dec. 31st).
  - Dues have started to come in at a good pace.
  - MR and NAR dues increases went into effect. Jennifer has updated forms and shared price increases with members.

### New Business

- 2023 board meetings have been scheduled and Colton's booked.
- MR Winter Business Conference (January 17-19, 2023) - Erick, Sonja, & Michelle will attend. Hotels are booked.
- Awards Ceremony (Feb. 23, 2023) - Evonne Baker will assist (application forms will go out in January.)
  - Discuss award nomination process.
  - MR speaker has been scheduled. Breanna Vanstrom, CEO of MR, will be our guest speaker.
  - Order a flag on stand for Thousand Hills Lakeside Dining & Raspberry's BBQ? [VIEW HERE](#)
    - NECAR Board will donate a US & MO flag to Thousand Hills.
- Discuss MLS/Zillow - Remarks & Agent Remarks section
  - Some Zillow listings are being flagged for including personal information. Personal information in the Navica 'Remarks' section is not against NECAR policy, but is against Zillow's policy. Jennifer will send NECAR & MLS members email with necessary information.
- Membership Report
  - NECAR Primary members – 194 – so far only 2 agents have dropped their memberships
  - NECAR Secondary members - 17
  - MLS only members - 52
  - Affiliate members - 8
- Additional Items
  - Jennifer will be checking to see why some Navica listings are showing as new when they are not new listings.
  - We need to revisit who can add addresses and listings back in if they have been marked SOLD by accident. Who else can make the correction other than Jennifer? Jennifer will follow-up with Navica.
  - How do we encourage offices to attend MR conferences?
    - Jennifer will share MR scholarship opportunities with members via email and quarterly newsletters.
  - 2023 Core standards Safety event.

- Jennifer will reach out to Shawn Moore to possibly present at an event. Shawn is a Realtor and former police officer.

#### **Upcoming Due Dates**

Realtor Dues: December 31, 2022

Award of Excellence Forms: Jan. 2023

Strategic Plan: Dec. 2022/Jan. 2023

#### **Upcoming Events**

BoD Meetings: Dec. 13, Jan. 10, Feb. 14, March 14, April 19 (Zoom), May 9, June 13, July 11, Aug. 8, Sept. 12, Oct. 3 (GM Meeting), Nov. 14, Dec. 12

Realtor Ring Date: December 2, 2022

Missouri Realtors Winter Business Conference: January 17-19, 2023 - Kansas City

Missouri Realtors Spring Business Conference: April 11-13, 2023 - Columbia

Missouri Realtors Fall Business Conference: September 19-21, 2023 - Springfield