



Board of Directors Meeting Minutes
August 6, 2019
12:00p.m. Colton's Steakhouse

Call to Order/ Introductions

Present- Darin Porter, Mike LaBeth, Keith Jackson, Ron Davis , Dawn Bruner, Zach Springer, Katie Ochs

Absent- Sonja Legan, Erick Hanson

President's Report- Keith Jackson

- Mary Magers- Keith reported that Mary Magers, Total Lending Concepts, is interested in joining as an Affiliate Member. Katie will send an affiliate application and dues invoice.

AE Report- Katie Ochs reported on the current financial state of the association.

Board members voted to move CD#2 to Bank Midwest after maturation, due to the fact that Bank Midwest holds Affiliate Membership.

Core Standards Update

- Association Open House weekend or Commercial Open House
 - To be scheduled in Kirksville and/or Macon this fall
- Community service project/fundraiser
 - Macon Food Pantry to be scheduled this fall
- AE Review Date- Katie will e-mail all Board of Directors (BoD) the AE Review Form. Keith will gather feedback from all BoD members, and schedule a time to meet with Katie this month.

Old Business:

- NAR Placemaking Grant Application (Unionville-Gary M. Knight Real Estate) – The grant was approved for \$4,000. Katie will contact Gary M. Knight Real Estate regarding a groundbreaking or ribbon cutting event.
- Learning Library Orientation Set-Up- The online orientation module is in the final stages of being completed, and should be implemented by September 1st.
- Lunch & Learn follow-up- 11 Realtors attended the lunch and learn. Positive feedback was received by attendees.
- AE Workshop July 29-30th – Katie attended the AE conference at Lake of the Ozarks to complete the 6 hours of AE CE required for core standards.

New Business:

- REALTOR® Relief Fund- One NECAR application was submitted and funds were awarded.
- Property Panorama InstaView Virtual Tours – Katie and Dawn attended an InstaView Virtual Tours webinar and reported software features to the BoD. After discussing costs and benefits to the association, board members voted to not pursue the paid feature at this time.
- Navica Mobile App- A few members have reached out to Katie regarding access to the Navica Mobile App. The App is an MLS benefit and must be purchased by the MLS as a whole for members to gain access. A subscription costs \$495 initial set-up and \$0.50/month per member. Katie will send out a survey to members gauging interest and report back at the next BoD meeting.

- MLS Ranking Report – An office inquired about receiving an MLS agent ranking report to include sales and ranking over the whole MLS. The MLS rules and regulations do not address this request. After thorough discussion, the board voted to not proceed with allowing access at this time; however, an MLS ranking report per office can be released. Katie will report back to the requesting office.
- Leadership Nomination- Katie will send an association e-mail asking for leadership nominations, emphasizing the fact that leadership positions must be filled in order to maintain association status. There is a leadership and Advocacy Orientation Oct 14-15, 2019 in Columbia in which the incoming President will be asked to attend.
- Strategic Plan-Katie will update the strategic plan and present at the next Board meeting.
- September Business Meeting (Sept 25-27) in Springfield
 - State Directors- Mike Labeth is unable to attend the September Directors meeting and has resigned as State Director. He will submit his letter of resignation, and a new State Director will be voted in. Katie will send out an e-mail to members asking for nominations. She will also contact MO Realtors for the New Director Forms.
- October Meeting Details –Katie will contact Affiliate Members asking for sponsorship.

Upcoming Events Board of Directors Meetings: 2019 Schedule: September 3rd, **October 1st**, November 5th, December 3rd