

MINUTES

1. Call to Order

The meeting was called to order at 9:00 am.

2. Roll Call

Cronin, John (A)	Keeler, Wendy (P)	Panasis, Charles (A)
Dickey, Mark (P)	Marchewka, Robert (P)	Penn, Ronald (A)
Dieker, Roger (P)	Martin, Doug (P)	Tremblay, Andre (Ph)
Duffy, Tom (Ph)	Nadeau, Chris (P)	
Hirsch, Lawrence (P)	Norwood, Chris (Ph)	
Jean, Bill (P)	O'Connell, Gerry (A)	

3. Secretary's Report – D. Martin

- a. **MOTION** to accept the minutes of the January 16, 2014 meeting was **SECONDED and APPROVED.**

4. President's Report – M. Dickey

- a. President's Update
1. NECPE EDC Update 2014

There was no EDC update.

2. Continue discussion regarding Proposed Procedure for ROTY and AOTY – T. Duffy

There was a review of past nomination practices by Tom Duffy. David Choate suggested that the procedure remain the same, but perhaps have the BOD and/or chair of the ROTY/AOTY Committee choose the recipients of the awards vs. having a membership vote. The issue is tabled until the March meeting. We must make a decision per Mark Dickey and he may appoint a task force.

3. NNEREN

- a. Designate NNEREN Shareholder Representative
A **MOTION** was made that the current President-Elect of NHCIBOR become the NNEREN Shareholder Representative this year and moving forward. The **MOTION** was **SECONDED and APPROVED.**

4. TrueForms/ZipForms Update

There was discussion on the cost to host on CIBOR's website. It would cost approximately \$10,000 annually. There is the potential to PDF the files and host them on our site for nothing. Issue arising in how we will police the updates to

forms and then be sure they are all current PDFs. Allison will call and get info on how CIBOR members can access the forms otherwise.

5. Real Estate Commission Visit regarding Education Next Month

CIBOR members to attend the meeting on March 18th to discuss obtaining credits for various classes and the onerous process in doing so along with the increasingly difficult nature in gaining the approvals.

6. Leadership Symposium April 2-4, 2014: 2 Attendees needed.

Bob Marchewka and Doug Martin to check schedules - **Update, Bob M and Doug M have confirmed and are registered.

5. **Office Administration Report** – A. Ropes

Allison reported that since the last meeting, there are 8 new new applicants including 4 REALTORS and 4 Affiliates.

On renewals to date, there are 9 affiliate members and 31 realtor members who I haven't heard from and who haven't renewed. I enclosed in your packet that list and did indicate 10 primary vs. 21 secondary realtors.

The CORE Course was held on Feb. 7th. There were 30 who originally signed up, 26 showed up. Of those we had 4 non members attend. NHCIBOR will have a \$450.00 profit on this course.

The Affiliate committee's after hour network meeting was rescheduled due to the snow on Feb. 13th. The new date is Thursday, March 13th; 5:30-7:30 pm at British Beer Co., in Portsmouth It will be a cash bar. Free to members and \$10 to non members. There will be a 50/50 NHCares raffle with proceeds being donated to The Community Toolbox, a non profit that provides home repairs that affect safety, health and accessibility to low income and at risk homeowners.

A blast went out requesting applications for NHAR's Honor Society for REALTORS. I have received one application so far. I will be sending out a blast for the Affiliate Honor Society by next week. That blast will only go to Affiliates and affiliates who apply need to be a member of NHAR...there are only a handful of those.

Fran West at the Real Estate Commission had some additional questions regarding the application for credits for the 1st quarter meeting. Jim DeStefano did talk at length with Fran two days ago and she was looking for answers to questions posed in the outline sent. Jim said that many of the questions have no clear cut answer, but he will try to get that information to her in the next few days. Anyway, at this point, if we receive credit, it will be after the meeting has already been held. Jim is going to ask Fran if it would be at all possible to have a PHONE or Email VOTE on the application before the next meeting of the RE commission which is scheduled for March 18th.

So far I have 22 signed up for the quarterly meeting. I have sent out 3 CIBOR, 2 CPE, 1 Marketing List blasts. I forwarded to Jim DeStefano a copy of the file for him to send out to a list he has of about 1,000 realtors. It is on the front page of the website and on the website calendar..

6. **Committee Reports**

Affiliate – B. Jean reported After hours event rescheduled for the 13th.

Communications/Public Relations– C. Nadeau reported that he will follow up with Stephanie from Savoirdaire and get her proposal and forward around.

Education – R. Penn Absent. Allison reported the committee will meet March 10 at 9am.

Finance – B. Jean presented the financials for December 2013. A **MOTION** was made to **ACCEPT** and **APPROVE** the financials for December 2013. The **MOTION** was **SECONDED** and **APPROVED**.

Review of Franklin Savings Bank deposit account offering for the money market account: Discussion tabled till March after explanation from Bill. Looking to also get some other quotes.

Governmental Affairs – C. Panasis absent. Chris Norwood reported Senate Bill 421 would increase the # of elective credit hours needed for licenses. NHAR supported this bill with an expanded spectrum on what is allowed for credit approval. Allison will email report to board. No call to action at this point.

Membership – A. Tremblay made a **MOTION** to approve the new provisional member applications subject to the names being published as per CIBOR Bylaws. The **MOTION** was **SECONDED** and **APPROVED**.

Orientation –L. Hirsch reported that he will be attending the orientation class March 31st. CIBOR would like to see an increase in attendance and to improve the quality of the presentation.

RPAC – T Duffy asked for board members to donate \$99 to reach threshold and show support for the cause. D Martin proposed support of Tom Riley for National Treasurer it was noted that T. Riley is a client of D Martin's firm for full disclosure. T Duffy made a motion for a \$500 contribution however withdrew the motion pending further discussion. Board would like to preform due diligence on the election process, competitors, and the likely hood of Tom Riley winning. They would like to invite Tom Riley to the board meeting to discuss further and get a better feel for the process and how CIBOR can potentially help. Discussion tabled until March.

Special Events – W. Keeler reported that she will put together a meeting for the committee. She will attempt to do this after the Education meeting on March 10th.

Sponsorship – B. Marchewka. No update however Mark Dickey will provide Bob M with an outline of the position to help Bob get started.

7. **New Business** – No new business reported.

8. **Adjournment**

A **MOTION** to ADJOURN the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:31 am.

Respectfully submitted,

Doug Martin
Secretary