

**MINUTES**

1. Call to Order

2. Roll Call: *(Need 8 for quorum)*

Brown, Aron (A)	Marshall, Don (P)	Nadeau, Chris (P)
Cronin, John (A)	Martin, Doug (P)	O'Connell, Gerry (P)
DeMello, Kathy (P)	Dieker, Roger (P)	Tremblay, Andre (P)
Dickey, Mark (P)	Hirsch, Larry (P)	
Keeler, Wendy (P)	Jean, Bill (P)	
Marchewka, Bob (A)	Johnson, William "Star" (P)	

**In Attendance:** Pam Dorjii (NHAR Liaison)

3. **Secretary's Report** – R. Dieker

- a. **MOTION** to accept the minutes of the Dec. 18, 2014 meeting was **SECONDED** and **APPROVED**.

4. **President's Report** – G. O'Connell

a. President's Update

1. Top 3 Challenges Question for BOD (Tabled in Dec. 2014)

Gerry will take the opportunity to contact Principal Brokers to inquire of 3 items that can be addressed to improve the business climate in New Hampshire.

2. NAR's CORE Standards Update: Strategic Plan, Consumer Outreach and Advocacy Focus Areas

As we prepare our reports for NAR, Allison will be reaching out to the committee chairs for a brief summary of activity.

Strategic plan needs to be revised. Mike Lawler is no longer practicing brokerage and needs to be replaced.

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

Since the meeting in December there have been 5 new applicants: 2 affiliates, 3 REALTORS.

Renewal reminder notices were sent out to 37 Affiliates on Tuesday notices to 75 REALTORS should go out tomorrow.

Business Forms Update: Matt Johson, Devine Millimet said he would get back to me with a price to review the 6 Business Forms. I should hear this week.

I have been continually updating the website with NHCIBOR's various events/meetings. I am in the process in working on the committee updates.

6. **Committee Reports**

**Affiliate and Special Events** – B. Jean

Bill is planning an after hours event that has not been finalized.

**Communications/Public Relations** – C. Nadeau

SavoirFaire cannot provide an a la carte proposal. Marketing services is hard to itemize. They would entertain a revised scope for \$900/month. Discussions ensued about reducing the term to less than a year or an option to terminate. Giving them a year seemed acceptable with a periodic update/review required.

A **MOTION** was made to deficit spend beyond the budgeted amount for 2015, but no more than \$10,800 in total for SavoirFaire to do marketing and website work with quarterly meeting updates from them for a year contract. The **MOTION** was **SECONDED** and **APPROVED**

**Education** – K. DeMello

Kathy will attend the first Education Committee meeting on January 20 and report back.

**Finance** – B. Jean

December 2014 Financials were tabled till next meeting.

**Governmental Affairs** – Vacancy to Be Filled

Mark and Chris to discuss feasibility of combining Government Affairs with Political Advocacy.

**Grievance** – G. O'Connell

Nothing to report

**Membership** – A. Tremblay

- 1) **MOTION** to approve new provisional member applications subject to names being published as per CIBOR bylaws. The **MOTION** was **SECONDED** and **APPROVED**.

**Professional Standards** – W. Keeler

Wendy to attend next meeting of Professional Standards and report in February.

Pam Dorjii informed the group that the next Professional Standards seminar will be February 18 and 19 at the Radisson. NERC Conference is February 11 and 12 in Portsmouth. Public Policy meeting is Friday January 16 and Pam will update the group at the February meeting

**RPAC** – M. Dickey

Nothing new to report

**Sponsorship** – B. Marchewka

Sponsorship letter as proposed by Bob was read by Gerry. Only comments were to remove the reference to bartender. *(Addition from Allison: Comments were made as to how to compensate the sales people. It was suggested to avoid 1099 forms and to give gift certificates to be used to CIBOR events, meetings, or CIBOR memberships.)*

**Political Advocacy** – M. Dickey

Two items being discussed and debated are Land lease and financing referral fees. No opposition, so far, to either. Political season and timing suggest that we have our next round of items lined up by September. Group agreed that the most important item/theme to address is economic development.

**New Business**

No new business items introduced

7. **Adjournment** at 10:12 am  
A **MOTION** to **ADJOURN** the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:12 am.

Respectfully Submitted,

Roger Dieker  
Secretary