

**MINUTES**

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

Brown, Aron (P)	Marshall, Don (P)	Nadeau, Chris (P)
Cronin, John (P)	Martin, Doug (P)	O'Connell, Gerry (P)
DeMello, Kathy (P)	Dieker, Roger (P)	Tremblay, Andre (A)
Dickey, Mark (P)	Hirsch, Larry (P)	
Keeler, Wendy (Ph)	Jean, Bill (P)	
Marchewka, Bob (P)	Johnson, William "Star" (P)	
3. **Secretary's Report** – R. Dieker
  - a. **MOTION** to accept the minutes of the January 15, 2014 meeting was **SECONDED** and **APPROVED**.
4. **President's Report** – G. O'Connell
  - a. President's Update
    1. Top 3 Challenges Question for BOD
      - Follow Up from Jan. Mtg: Comments:  
Email sent by Gerry requesting opinions on obstacles for businesses in New Hampshire – No responses yet.
    2. NAR's CORE Standards Update: Strategic Plan, Consumer Outreach and Advocacy Focus Areas
      - Follow up Strategic Plan Comments from Jan. Mtg.  
Allison is revising/working on Strategic Plan for Gerry and Bob to review.
    3. NHCIBOR CARES Awards Event (D. Martin)  
Doug working on a June event themed "Deal of the Year". Sponsors in place. Judges in place. Will be requesting nominations for several categories. Will try to make this an annual event to increase visibility. Several groups have had much success with this format.
    4. MCAR Board of Directors Update: CPE Issues  
Gerry had a good visit/outreach to the Maine CPE members. Good progress was made in sharing more details with the Maine members and, hopefully, they have gained more insight into how important everyone is. Will be looking to Maine firms to enforce rules, improve the quality and results for all members and increase membership.
5. **Office Administration Report** – A. Ropes

Since the meeting in December there have been 7 new applicants: 4 affiliates, 3 REALTORS.

Allison sent out the last of my reminder notices to REALTORS and Affiliates who haven't renewed. Attached is the list of non renewals as of yesterday. Includes 18 affiliates and 42 realtors: 60 members. Of those, 5 have said that payment is on the way, the others I haven't heard back from.

Business Forms Update: Matt Johson, Devine Millimet got back to me regarding the cost to review 6 business forms which will be no more than \$2,000 and the cost to upload the forms in ZipLogix is \$165 per page for new forms. There are 16 new pages of business broker forms at a cost of \$2,640 to upload. Total approximate cost for Business Broker forms legal review and upload is \$4,640. In 2015 budgeted, there is \$500 for uploading new forms (under Forms Expense) and \$500 for legal review of forms.

There is a CORE Course tomorrow to be held in GMNBR's training room. To date, I have 14 signed up. We need 3 more attendees to break even.

1<sup>st</sup> Quarter meeting is March 27<sup>th</sup>, Friday: Power of Strategy for 3 NH Ce Credits. Lynne Bagby will be the instructor. Will be held at SERESC in Bedford. So far, I have 15 attendees.

Affiliate Network event is scheduled for next week, Feb. 25<sup>th</sup> at Grill 28, Portsmouth, NH from 5-8 pm. Beth Chea of Wells Fargo is sponsoring the event.

## 6. **Committee Reports**

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

Working on education topic for Affiliate hosted Quarterly.

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

Kicking off the new SavoirFaire process and working through website issues. Still working through website maintenance items. Need a disclaimer for the Blog items as to they are not NHCIBOR opinions, but those of the author. Chris will be posting an energy article on the Blog to gauge results. Members using the Blog for press releases will be a good thing that may provide more value and drive traffic. Will provide updates.

### **Education** – K. DeMello

Continuing to develop topics for upcoming Quarterlies. 3/27 Quarterly is set with Lynn Bagby 2<sup>nd</sup> Quarterly is June 26<sup>th</sup>, 3<sup>rd</sup> Quarterly September 25<sup>th</sup> and PDS penciled in for April 23<sup>rd</sup> on HVAC.

### **Finance** – B. Jean

1) **MOTION** to accept the month end Financials December 2014 and January 2015 was **SECONDED** and **APPROVED**.

### **Governmental Affairs** – Vacancy to Be Filled

Combined with Political Advocacy

### **Political Advocacy** – M. Dickey

Bill circulating on inheritance taxes as the Highway Bill searches for new sources of income. Wetlands impact is also being discussed. Preliminary opinion is that the financing referral fee acceptance will pass and put NH in line with the Federal Laws.

In an attempt to better define NHCIBOR approval guidelines for the Political Advocacy Committee, it was agreed that 51% of the Board is a quorum and that pro-active topics require a

full vote by the Board, but re-active items with urgency only require an Executive Committee vote.

A **MOTION** was made to accept the Political Advocacy Committee following guidelines: 1) The Political Advocacy Committee is a voting committee with membership consisting of a minimum of 13 members of both REALTORS and Affiliates and with at least 2 being NHCIBOR Board of Directors. A proactive action being taken will require a NHCIBOR Board of Director vote. A reactive action requires NHCIBOR Executive Committee vote. The **MOTION** was **SECONDED** and **APPROVED**.

Jim DeStefano working on inserting the words “In a residential transaction” to qualify the requirement of providing the agency disclosure form at the first business meeting. This should eliminate the wasted effort being endured among the commercial real estate firms.

A **MOTION** was made to allow the insertion of “in a residential transaction” to qualify the requirement of providing the agency disclosure form at the first business meeting. The **MOTION** was **SECONDED** and **APPROVED**.

**Grievance** – G. O’Connell  
Nothing new to report.

**Membership** – A. Tremblay absent. (Tabled till next meeting.)

- 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 NHAR meetings as they are scheduled.

**RPAC** – M. Dickey  
No update

**Sponsorship** – B. Marchewka (Tabled till March mtg.)

**7. New Business**

Don Marshall will be connecting with the Business Broker community to see if there is the desire to improve the opportunity for Business Brokers to become more involved with improved exposure and cooperation of their listings with improved results for their clients.

**8. Adjournment** at 10:12 am

A **MOTION** to **ADJOURN** the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:30 am.

Respectfully submitted,

Roger Dieker  
Secretary