

New England CPE
Board of Directors
Nov. 16, 2017

Londonderry, NH
10:30 am

MINUTES

1. Call to Order
2. Roll Call

NECPE Board of Directors

DeMello, Kathy (P)	Jackman, John (P)	Marchewka, Bob (P)
Donovan, Tony (Ph)	Jean, Bill (P)	Marshall, Don (A)
Forte, Scott (Ph)	Johnson, Star (Ph)	Perry, Greg (Ph)
Hirsch, Larry (P)	Litchfield, Brenda (P)	Valentine, Ralph (P)

1. **Secretary's Report** – L. Hirsch

- a. **MOTION** to accept the minutes of the September 21, 2017 meeting was **SECONDED** and **APPROVED**.

2. **President's Report** – K. DeMello

- a. Update on MCAR Sponsorship of Class in October (R. Valentine and Scott Forte)
Scott made the presentation and felt that it went well. He estimated that 80% of those in the room were already members. Suggested that NECPE have a banner made up for future meetings – NHCIBOR and NECPE.

3. **Treasurer's Report** – B. Jean

- a. **MOTION** to accept the month end financials for October 2017. **MOTION** was **SECONDED** and **APPROVED**.
- b. Review Proposed NECPE Budget for 2018 and Approve: Catalyst fees will be increasing by \$12.00 per member effective July 1, 2018. The budget was based on 450 members – currently have 483 members.

MOTION was made to approve NECPE's proposed budget for 2018. **MOTION** was **SECONDED** and **APPROVED**.

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

- Since the last meeting in September there have been 15 inquiries for NECPE: 9 NH, 4, MA, 1 ME and 1 Washington DC.
- As always, working on withdraws and deletions.

- I did have one member who had a secondary contact who was not a REALTOR in the field. I called the company and they took him off the contact list.

5. **New Business**

Reviewed Education committee plans for 2018. Expect to have Nancy McKellar in for a PDS in October 2018.

Discussed having NECPE booth at the NAR convention in Boston in 2018. Will try to share booth with Catylist.

NNERN made an offer to provide a single sign-in for its members who are in NECPE. The advantage would be increased visibility for NECPE to NNERN's 8,500 members. There would be no sharing of data with non-NECPE members.

A **MOTION** was made to approve the link that would allow the single sign-in on the NNERN "dashboard" subject to verification that NECPE member data is not exposed to non-members. Non-members would be directed to the public website. **MOTION** was **SECONDED** and **APPROVED**.

Discussion about trying to get Catylist to share in the marketing costs to get new members. There was a successful marketing event at the Grog in Newburyport, MA. Approximately 18 attended.

John Jackman was inducted as president of NNERN.

Gerry O'Connell is being sworn in as President of NHAR.

6. **Adjournment**

A **MOTION** to adjourn the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 11:35 am.

Respectfully submitted,

Larry Hirsch
Secretary