

Location: Berkshire Hathaway Verani, 1 Verani Way, Londonderry

## **MINUTES**

1. Call to Order

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

Callaghan, Tenley (Ph)	Friedman, Joe(A)	Jean, Bill(P)	Martin, Doug (Ph)
Cruess, Robert (P)	Gambaccini, Dave(Ph)	Johnson, Star(P)	Overdeput, Hugo (P)
DeMello, Kathy (P)	Garvey, Dave (P)	Keeler, Wendy (A)	Stallkamp, Christian(Ph)
Forte, Scott(P)	Hirsch, Larry (A)	Kingsley, Scott (P)	Valentine, Ralph (P)

2. Secretary's Report – L. Hirsch (Absent) A **MOTION** was made on behalf of Larry Hirsch to accept the minutes for the February 2018 meeting was **SECONDED** and **APPROVED**. A note was made to correct Dave Garvey's presence at the meeting in February.

4. President's Report – R. Valentine

a. President's Update

1) Commercial Designation Update

UNH made a proposal to come up with a program of about 10 courses and they would actually run it. They won't design a program for us to buy or license from them. Details on pricing to be determined.

The committee met on March 6<sup>th</sup> to look at CIBOR offering the courses, Lipsey developing the courses and collaborating with NAR and NHAR. Different options and pricing structures are being reviewed and worked on.

2) Committee Members Update (Communications/PR and Affiliate/Special Events

Events  
Need two or more on Communications/PR and Affiliates Special Events committees. We should go after younger members to serve.

3) Generic Lease Form

Do we want to consider a generic lease form? Maine and Mass have a generic lease form. A poll was taken of the BOD to see who uses the sales form currently and no one did, because every deal is different. Discussion about having a letter of intent (non binding) at minimum might be a good idea.

Protection Period or Tail Period of an Exclusive Agreement

At the forms PDS, some members didn't understand the protection period/tail period. They thought that once expired, they would have to go to listing broker to bring them back. People didn't understand that protection is available. When we do another forms class this issue will go on the list.

Major Change to PSA Inspection Clause

A buyer couldn't get out of a deal unless a significant defect was previously

disclosed and this has been removed. The board was asked their thoughts on leaving it in or removing it. Some board members thought it would give the buyer the ability to walk a way at any point in time. The board will go back to the forms committee to revisit the inspection language on the form.

5. Office Administration Report – A. Ropes

- Since the meeting in February, there have been 6 new applicants: 5 Realtors and 1 Affiliate.
- The commercial forms update PDS held Feb. 23, 2018 originally had 40 sign up with 35 showing up, 5 no shows and 3 walk-ins: 38 at class. Received \$ 170 in sponsorship/non member tix less food/credit application cost at \$289.00 for loss at \$ 119.00. This was the first time at CIBOR we had a sponsor for a PDS. And, since we had a sponsor, I thought we would try having refreshments.
- Friday, March 9<sup>th</sup> the CORE course taught by Dave Garvey had originally 29 signed up with 3 walk ins and 3 no shows for a total 29 in attendance. Collected \$ 1,025 less expenses 500 for a profit \$ 525.
- March 30<sup>th</sup>, 2018 will be the 1<sup>st</sup> quarter meeting. Registration/continental breakfast 8-9 am, class and quarterly meeting 9 – 12:15 pm. It will be held at The Falls Event Center, 21 Front St., Manchester. The class will be taught by Lynne Bagby and has 3 credits: 1031 Exchange. So far 13 have signed up, I expect that number to go way up.

6. Committee Reports

- a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley  
Scott will get a meeting set up in April.
- b) (Communications/Public Relations) – Dave Gambaccini  
A meeting has not been set up yet. Dave needs help with that.
- c) (Education) – B. Jean  
Allison covered the first quarterly in her admin report. In addition there is a PDS scheduled for May 4<sup>th</sup> featuring Optima Bank and the CRDC.
- d) (Finance) – B. Jean
  - 1) A **MOTION** was made to accept the month end financials for February 2018. The **MOTION** was **SECONDED** and **APPROVED**.
- e) (Grievance) – S. Johnson  
Nothing to report. I will report when Wendy is at the next meeting to talk about ombudsman, mediation, cooperative agreements and citation.
- f) (Membership) – R. Cruess
  - 1) **MOTION** to approve new provisional member applications subject to names being published as per CIBOR bylaws. The **MOTION** was **SECONDED** and **APPROVED**.
- g) (Professional Standards) – W. Keeler (Absent)

Discussed upcoming Professional Standards workshop. A portion of the meeting will deal with the new citation program.

h) (RPAC/IMF) –D. Garvey  
Nothing new to report.

i) (Sponsorship) – B. Jean  
Nothing new to report.

j) (Public Policy Committee/Government Affairs) – K. DeMello  
We didn't meet last week because of the snow storm. Taylor Caswell was scheduled to speak. Pat McDermott is trying to reschedule. Pat McDermott will be retiring from Hinckley Allen on April 30<sup>th</sup>. He has proposed to stay on as consultant for us. A **MOTION** was made to continue with Pat McDermott absent Hinckley Allen. Terminate the contract with Hinckley Allen as of Pat's resignation date and renegotiate with Pat McDermott. The **MOTION** was **SECONDED** and **APPROVED**.

NHCIBOR and the Public Policy Committee applied for a Smart Grant with NAR for \$ 5,000 and we found out that it was not approved because they don't have the funds for all the applicants. NAR is looking at all the applications again and will let us know.

7. New Business

8. Adjournment at 10:27 am.

Respectfully submitted,

Allison Ropes  
Executive Officer