# NH CIBOR Londonderry, NH

# Board of Directors

# Nov. 15, 2018 9:00 am – 10:00 am

Location: Berkshire Hathaway Verani, 1 Verani Way, Londonderry, NH

**MINUTES**

1. Call to Order

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

Callaghan, Tenley (Ph) Friedman, Joe (P) Jean, Bill (P) Martin, Doug (P)  
Cruess, Robert (P) Gambaccini, Dave(P) Johnson, Star(Ph) Overdeput, Hugo (P)

DeMello, Kathy (A) Garvey, Dave (Ph) Keeler, Wendy (P) Stallkamp, Christian(Ph) Forte, Scott (A) Hirsch, Larry (A) Kingsley, Scott (P ) Valentine, Ralph (P)

1. Secretary's Report – L. Hirsch

A **MOTION** was made to accept the minutes for the Oct. 2018 meeting was **SECONDED** and **APPROVED.**

1. President's Report – R. Valentine
2. President’s Update
3. NAR Annual Meeting, Boston Update:

Ralph and Doug attended the meeting. Most of the time was spent with Catylist. Catylist is coming up with a new platform to be rolled out end 2019 or beginning 2020. There are three finalists for the new platform and Catylist is one of them.

1. Slate of Officers NHCIBOR BOD Update:  
   Ralph Valentine thanked Wendy Keeler for her years as service on the board. Wendy will not be returning to the board. Christian Stallkamp will be the President Elect. And we have two new members to the board: Deana Arden and Matt Bacon, Secretary.
2. Office Administration Report – A. Ropes

● Since the meeting Oct. 2018, there have been 8 new applicants: 3

Realtors and 5 Affiliates.

* The next PDS class will be Nov.30th at KW office in Portsmouth. Registration will be 8:30-9:00 am and class will be 9:00-12:00 pm. It will be an update on public policy given by Matt Johnson and Bob Quinn from NHAR for the first hour. The following two hours will be a Forms Update and hoping to receive 2 credits for the course. So far have 13 signed up.
* The holiday party is scheduled for Thursday, Dec. 6th and it will be held at the MCC…5:00-10:00 pm. So far we have 3 sponsors: Boyd & Boufford, NBT Bank and TFMoran. Have approximately 20 signed up, that number will go way up.
* Electronic bills and hard copy bills have gone out for renewals. Payments are coming in.
* NHAR is holding another leadership academy in 2019. The purpose of the academy is to assist members in preparing for future leadership positions at the state and national levels. Interested members need to complete an application, while there is no tuition, there is a commitment requirement. There are only 8-10 seats available that will be filled following completed interviews and recommendations by the Leadership Academy review panel in early February. Applications need to be filled out and returned to NHR no later than Jan. 31, 2019. Once you complete the program, you must agree to serve on an NHAR Standing committee within the next two years with the goal of being appointed to serve as a Chair or Vice Chair of a standing committee. Completion of the academy is a qualification requirement for the NHAR offices of Second VP, First VP , Pres-Elect and President. Do any of the board members want to refer someone? If so, they will be sent an application.

6. Committee Reports

a) (Affiliate and Special Events) / (NHCIBOR Cares)– S. Kingsley

Scott reported that the committee is going to lay low for the holidays. The committee will be looking into combining the Summer Mixer and NHCIBOR Cares awards anniversary celebration together in 2019. Scott was invited to attend NHCIBOR Cares BOD meeting Jan. 15th at Colliers to discuss how this event could move forward.

b) (Education) – B. Jean

The calendar is filled for 2019. Committee will begin working on the details in January.

c) (Finance) – B. Jean

A **MOTION** was made to accept the month end financials for October 2018.

The **MOTION** was **SECONDED** and **APPROVED.**

1. (Grievance) – S. Johnson

Nothing new to report.

1. (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.**

1. (Professional Standards) – W. Keeler

Nothing new to report.

1. (RPAC/IMF) –D. Garvey

Nothing new to report.

1. (Sponsorship) – D. Gambaccini

Dave spoke with Catie and Bob regarding holiday party sponsorships. Dave will push it at the Seacoast Marketing Meeting.

1. (Public Policy Committee/Government Affairs) – R. Valentine for K. DeMello Absent

The PPC has a formal liaison to NHAR Ralph Valentine and David Choate. Chris Norwood will be the Vice Chair of NHAR PPC Committee in 2019. Ralph will be the Chair of NHCIBOR PPC in 2019.

1. New Business:

Ralph mentioned that we have spent a lot of time this year on NECPE SEO and other Catylist issues, that the CIBOR designation has fallen on the back burner. Gerry O’Connell believes that NHAR may have funds available to help with the designation.

1. Adjournment at 9:46 am.

Respectfully submitted,

Allison Ropes  
Executive Officer