

Aspire North REALTORS®

Board of Directors Meeting

April 23, 2021 via zoom

Attendees: Dave Wilsey, Matt Hodges, Stephanie Koppe, Joni Holly, Rene Hills, Chad Deville, Heather Hudson, Ken Kleinrichert, Toni Morrison, David Hricik, KJ Sayer, Carolyn Ulstad, Jessica Brutzman, Katie Hoyt, Kim Pontus

Call to order: 8:32 am

Motion to approve the agenda – motion passed

Motion to approve the consent calendar: - pulled Budget & Finance minutes moved to new business

Motion passes

1st member comment phase – no comments

President's Report:

- Recap of the retreat, Lauren and Kim did a great job of putting it together, the gift bags were a nice touch, despite having technology issues, it was great to see everyone in person
- Professional Standards training last week. It was the first time Dave W. attended. There was lots of good information and nice to understand the process.
- 33rd Annual Fair Housing workshop, took place virtually yesterday (Thursday, 4.23.21) it was an interesting format, with interaction of being able to go to different tables. Dave attended the Tackling tough topics workshop. He found it very interesting, especially regarding fair housing and leases.

Unfinished Business:

- 2021 Calendar:
 - o June 8th is the Ballpark and Brew event at Pit Spitters Stadium
 - o MI Realtors Convention September will be in person (more under new business)
 - o NAR Mid-year meeting / leadership is virtual and registration is still open, it's a free event, we are all encouraged to sign up and attend. (May 10-15)
- Committee Member Approval:
 - o Sustainability: Matt Hodges is the chair
 - Members to include: Joni Holly, Jessica Brutzman, Carolyn Ulstad, & Heather Hudson
 - Motion was made to accept members: motion passes
 - Matt also wants to get members from non-leadership positions, more to be added to committee at a later date.
 - Sustainability topic is being tabled to next month's meeting, once Matt has a chance to better review the information from NAR that was recently sent to the BOD.
- MLS Committee Chair update:

- Rene sent out updated the minutes from the MLS meeting and resent to BOD yesterday, also Heather Hudson was in attendance of the meeting, but was missed on the minutes.

Mobile Homes:

- The following motion was made by the committee: **Motioned to ask Aspire BOD to recommend NGLRMLS to create a category for manufactured homes in parks, similar to commercial rentals.**
- Matt motioned to adopt what the MLS committee put in their minutes, seconded by David H. Motion passes

Teams:

- Team should be first in listing, but we need to know who is on the team to contact regarding the listing. The name shouldn't be altered, it should be a licensed person
- A team isn't a licensed entity
- Toni – brought up the article from Michigan Realtors Magazine, Vol. 20, January 2021, there was an article in regards to teams. Based on the article to paraphrase, a listing should be in an individual name, not a team
- When it's a team listing, some are not putting a secondary agent as the point of contact
- Matt, has it structured for his company a specific way for reporting purposes.
- Ken has spoken with Lauren regarding reporting for Team members as he has agents in his office forming teams.
- It needs to be consolidated under one name
- The primary listing agent is where the numbers are reported too.
- We shouldn't be trying to skew the numbers for teams
- There are only a handful of teams that are currently abusing and hiding behind the current way
- We do need to clean this up and make it more streamlined
- Motion was made to move forward with the recommendation from the MLS committee:

Motion: To recommend to Aspire BOD to further recommend to NGLRMLS BOD that a licensee may not alter their name in the roster to reflect anything other than a licensee

Seconded by Ken K.

- Discussion:
 - Jessica, there is a reason it is done a certain way from a branding standpoint for the team and the secondary agent should be the point of contact for the listing
 - Joni: we need to add a field or put in who is point of contact
 - Kim wants to review the MI Realtors article and see what the state statutes are in regards to this
 - We have to follow licensing laws and direction from NAR
 - A team name is not a licensed entity, the listing agent is the licensee
 - Should there be a subsection that says part of "ABC Group" ?
 - We definitely need to have a point of contact in the listing, but for reporting it goes to the team

- NGLRMLS will review the licensing laws and have to figure out how it is best to do this.
 - We cannot put our preferences above/against the law
 - We also need to review the reporting and what fields
- Roll call was done for voting purposes:
 - 1: abstain, 10 in support of the motion.
 - Motion carries, and will be going to NGLRMLS for their next meeting
- BOD election messaging strategy (from retreat)
 - Motion was made at the retreat:
 - Motion to Run with 9-12 voting directors, no more than 3 can be elected in a calendar year.
 - Kim wanted clarification on this, so he can write the language
 - Breakdown would be as follows: with 5 dropping off in 2021, we would add 1 Maxing at 3 positions for 2022 and 2023, so it will take 3 years to get back up to the current numbers.
 - Kim is going to get the message drafted and email to BOD for review, then get it to Michael, we will need to get this finalized and out to the Membership for an electronic vote by the end of August
 - If we don't receive enough votes, the final vote will be the BOD prior to the GMM meeting in October.

New Business:

- 2021 Michigan Realtors Convention: Will be taking place IN-PERSON!!!, September 28-30 and is at the Grand Traverse Resort!
 - As the local association Kim asked if we would like to do a sponsorship or another activity to promote our brand and name
 - Connor is on the planning committee for the convention
 - We would love to see Aspire North on buses or all over town during the convention!
 - Motion was made to look into sponsorships or something similar for the convention
 - Seconded and motion passed unanimously.
- Budget & Finance Committee Meeting Minutes
 - Dave W. stated we will be diving into the budget and finance minutes and budget itself at our May meeting, which will be in person.
 - This has been tabled until the May meeting - motion was made by Ken, seconded by Rene all in favor

2nd Member comment phase

For the good of the order:

- BOD meeting in May is IN-PERSON!!!
- June 15th the building will be opening back up as per new guidelines from MDHHS

Motion to Adjourn: 9:49 am