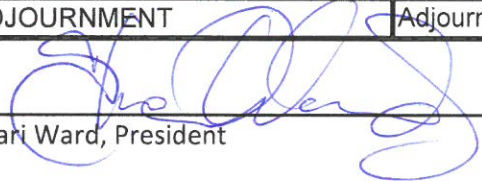


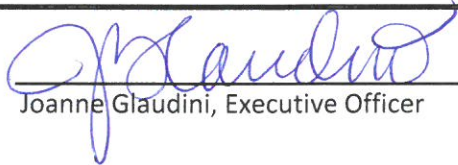
**SOUTHEAST ARIZONA ASSOCIATION OF REALTORS®**, Inc.  
**Regular Board of Directors Meeting Minutes**  
**Wednesday, March 28, 2018 - 8:30 am**  
**125 S. 2nd Street – Sierra Vista, AZ 85635**

The Mission of the Southeast Arizona Association of REALTORS® is to work together to provide vision, guidance, education, services and products to our REALTOR® members and Affiliates; to abide by the REALTOR® Code of Ethics; to encourage members to actively serve their communities; and to protect and promote private property rights.

BOARD MEMBERS PRESENT:	Debra Nystrom-Director, Joan Wilson-Treasurer, Sherry Ethell-Director, Ginger Hernandez-Affiliate Director, Shari Ward- President, Robert Zazueta-President Elect.
BOARD MEMBERS ABSENT:	Linda Huffman-Past President, Melissa Clayton-Director
GUESTS:	Jean Giuffrida, Debby DeRosa, Mike Smith, David Greenberg. Linda Broughton, Karen Trevino,
<b>PLEASE TURN OFF ALL ELECTRONICS</b>	
CALL TO ORDER	8:35 a.m.
PLEDGE OF ALLEGIANCE	Said
QUORUM	Confirmed
PRESIDENT'S COMMENTS	Shared information she learned at the AAR Convention, and what is coming up at the Washington DC Meetings. There is a very good possibility that NAR Dues will be increasing by \$30 for 2019.
PREVIOUS MEETING MINUTES	Ginger Joan approved
MEMBERSHIP REPORT	Given
ROOM RENTAL REPORT	Given
AE REPORT	Joanne gave her report. Shared NARS S.M.A.R.T approach to dues process which outlines their plan for 2019 and explains the \$30 increase. Also reported on AEI.
CALL TO GENERAL MEMBERSHIP	Concerns regarding REALTOR members who have lockbox/access using that to gain entry to homes to complete Inspections. This is not allowed under our rules and regs. It will be addressed.
TREASURER'S REPORT	Joan Wilson will give the Financial Reports
NEW BUSINESS	Upcoming Events: Voter Registration: looking at May or June for this. (Fullfills a Core Standard)
	Non-profit work: look at Safety through Song again or at other options. Bring your ideas to the next meeting.
	Executive Session:
UNFINISHED BUSINESS	Building/Mortgage/Wells Fargo: Look over listing agreement, it is up for renewal, do we want to entertain offers from other commerical agents for the listing? Take to the Brokers meeting and ask for their input. Regarding a Loan Restructure/Refi: Should we investigate other options that would allow SAAR to Qualify on its own? Discussion tabled.
TASK FORCE / COMMITTEE REPORTS	Executive Committee - Shari Ward
	Finance Committee - Finance Committee is meeting today
	By-Laws Review Committee - Shari Ward
	Government Affairs - Melissa Clayton

TASK FORCE / COMMITTEE REPORTS, continued	RAPAC - Robert Zazueta: we donated 5 items to the AAR RAPAC Auction which raised \$1060 for the State, we may be given a portion of that to go towards our quota.
	Professional & Business Development - Michelle Goodman/Joan Wilson
	Affiliate Report - Ginger Hernandez.
	SAMLS - Debby DeRosa
	Public Relations -Kathy Murray
	Real Wishes - Linda Broughton : Shared several thank you letters with the Board: Bingo Night is the 20th to Raise funds for our Relay for Life team. Also Dancing Like the Stars planning sessions begin soon. Looking for Dancers.
GENERAL COMMUNITY REPORTS	NRCD & Upper San Pedro Partnership - David Greenberg
ANNOUNCEMENTS	<b>The next meeting will be April 25, 2018 at 8:30 a.m.</b>
ADJOURNMENT	Adjourned at 9:50 a.m.

  
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 Shari Ward, President

  
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 Joanne Glaudini, Executive Officer