



ASSOCIATION OF REALTORS®

7021 Koll Center Pkwy

Pleasanton, CA 94566

(925) 730-4060

<http://www.bayeast.org>



REALTOR®

EQUAL HOUSING
OPPORTUNITY

AGENDA

Board of Directors

Monday, November 18, 2019

9:30 am – 1:00 pm

The mission of the Bay East Association of REALTORS® is to help our members succeed as real estate professionals.

- | | | |
|--------------|--|---------------------|
| 9:30 | Call to Order/Pledge of Allegiance..... | Nancie Allen |
| | President Allen calls for an Executive Session | |
| | a) CEO Annual Review | |
| | President Allen adjourns Executive Session | |
| | | |
| 10:00 | District Reporting / Membership Forum | |
| | Affiliate Director Report..... | Bob Henry |
| | Approve Minutes of October 21, 2019 [Attachment #1-1 thru #1-2]..... | Nancie Allen |
| | Consent Agenda..... | Nancie Allen |
| | a) Honorary Membership: Peter Jack Chi [Attachment #2-1] | |
| | b) 2020 Committee Appointments: [Attachment #3-1 thru #3-20] | |
| | - Affiliate Committee | |
| | - Alameda Chapter Leadership | |
| | - Community Relations | |
| | - Leadership Development | |
| | - Leadership Evaluation and Selection | |
| | - Local Candidate Recommendation | |
| | - Local Government Relations – Alameda | |
| | - Local Government Relations | |
| | - Marketing Affiliate INFORUM | |
| | - Marketing Central County | |
| | - Marketing Real Estate Alliance of Livermore | |
| | - Marketing Tri-Cities Marketing Council | |
| | - Marketing Valley Real Estate Network | |
| | - Multiple Listing Service | |
| | - MLS Management Group | |
| | - Professional Standards | |
| | c) 2020 Work Group Appointments: [Attachment #4-1] | |
| | - Global Network. | |

*A complete minutes package (motions, attachments) will be provided by request.

10:05

LEADERSHIP REPORTS

Treasurer.....

Sheila Cunha

a) October Financials [*Provided Separately*]

NOTES:

President

Nancie Allen

a) Report

NOTES:

President-Elect.....

Tina Hand

a) Report

NOTES:

Executive Committee.....

Tina Hand

a) New Members – October 2019 (**Action Required**)

[Attachment #5-1 thru #5-3]

NOTES:

Past President Report.....

Tim Ambrose

a) Report

NOTES:

MMG.....

Joe Annunziato

a) Report [Attachment #6-1 thru #6-2]

NOTES:

Chief Executive Officer.....

Tricia Thomas

- a) Glide Product Demo.
- b) 2021 C.A.R. Region 6 Assistant Regional Chair Appointment.
[Attachment #7-1 through #7-2]
- c) Global Achievement Program Award. [Attachment #8-1]
- d) NAR Financial Wellness Conference.
- e) Nor Cal Data Integration Project Update.
- f) Nor Cal Broker MLS Summit - February 20, 2020.
- g) New Membership System.
- h) For Your Information (click links):
 - [Membership Stats–History](#)
 - [October Communications Report.](#)

NOTES:

MOTIONS/ACTION ITEMS

Executive Committee

- a) Motion #1 – November 6, 2019 – Enter into contract negotiation with Armanino for a Business Continuity and Disaster Recovery Plan at a cost of no more than \$65,000. [Attachment #9-1 thru #9-6]
- b) Motion #2 – November 6, 2019 – Enter into contract negotiation with IMIS for an association engagement and management system at a price not to exceed \$70,000,000 for implementation and annual starting fee of no more than \$50,000,000. [Attachment #10-1]

NOTES:

Leadership Development Committee

- a) Motion #1 – October 2, 2019 - Amend Corporate Policy and Procedures Leadership Development Composition, Section 13.02 increasing committee count from 10 to 15. [Attachment #11-1 thru #11-3]

NOTES:

Leadership Evaluation and Selection Committee

- a) Motion #1 – October 30, 2019 – Allocate \$1000 for each 2020 NAR Meeting (2) to each of the four (4) NAR Leadership Stipend recipients: Nick Solis, Melrose Forde, Mike Fracisco and Will Doerlich, totaling \$8000. [Attachment #12-1]

NOTES:

NAR Reports - San Francisco Meetings ([Located on the website](#))

- Joe Annunziato
- Will Doerlich
- Melrose Forde
- Craig Ragg
- Doreen Roberts

2019 Action Plans – 3rd Quarter Update ([Located on the website](#))

- | | |
|--------------------------|--|
| - Affiliate | - Leadership Evaluation and Selection |
| - AIMM | - Local Community Relations |
| - Alameda Chapter | - Local Government Relations |
| - Community Relations | - Local Government Relations – Alameda |
| - Housing Opportunities | - Marketing |
| - Foundation | - Professional Standards |
| - Leadership Development | - Young Professionals Network |

General Information (Info Only – See Website)

- [2019 Strategic Goals](#)
- [Membership Statistics – October 2019 vs. October 2018](#)
- [Robert Rules of Order Parliamentary Motions Guide](#)
- [2020 Meeting Calendar](#)
- [2020 Board of Directors Roster](#)

1:00

Adjourn..... Nancie Allen

NEXT SCHEDULED BOD MEETING
Monday, December 16, 2019
9:30 a.m. – 1:30 p.m.

*A complete minutes package (motions, attachments) will be provided by request.