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Leadership Development Committee

February 25, 2020

1-2:30pm

Boardroom, Pleasanton

www.bayeast.org



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

1.	1pm	Call to Order & Welcome	Viviana Cherman, Chair
2.		Introductions	All
3.		Approve January 28 Meeting Minutes (attachment 1)	All
4.		February 26 Forum – 7 Levels of Communication	All
5.		Discuss April 9 Forum Topic - Public Speaking (checked with education and there are no plans for addressing this topic)	All
6.		Task Force – Next Steps - Website - Video - Association Events - Developing “Hard” skills - Developing “Soft” skills	All
7.		Other Business	All
8.	2:30pm	Adjourn	Viviana

2020 Meeting/Event Schedule

Date	Meeting/Event	Time	Location
Tuesday, February 25	LDC Meeting	1–2:30pm	Boardroom
Wednesday, February 26	Forum	9:30-10:30am	Boardroom
Tuesday, March 24	LDC Meeting	2–3:30pm	Boardroom
Thursday, April 9	Forum	12:30-1:30pm	Conference Center
Thursday, April 23	LDC Meeting	1–2:30pm	Boardroom
Thursday, May 21	LDC Meeting	1–2:30pm	Boardroom
Wednesday, June 24	Forum	12:30-1:30pm	Alameda Conference Center
Wednesday, June 24	LDC Meeting	2–3:30pm	Alameda Conference Center

Tuesday, July 28	LDC Meeting	1–2:30pm	Boardroom
Tuesday, August 25	LDC Meeting	1–2:30pm	Boardroom
Thursday, September 24	Forum	12:30-1:30pm	Conference Center
Thursday, September 24	LDC Meeting	2–3:30pm	Conference Center
Tuesday, October 27	LDC Meeting	1–2:30pm	Boardroom
Thursday, November 5	Forum	10-11am	Conference Center
Thursday, November 5	LDC Meeting	11:30am–1pm	Conference Center
Thursday, December 17	LDC Meeting	1–2:30pm	Boardroom

Antitrust Policy

The Association assigns the highest priority to full compliance with both the letter and the spirit of the antitrust laws, and it is vital that this meeting be conducted in a manner consistent with that policy.

If at any time during the course of the meeting leadership believes that a sensitive topic under the antitrust laws is being discussed, or is about to be discussed, they will so advise the meeting and halt further discussion.

As attendees at this meeting, you likewise should not hesitate to voice any concerns you may have in this regard.

The following topics are prohibited in conversation between attendees:

- Comparison of commissions, rates or fees for services charged or being contemplated by any broker, agent or vendor. (= Price fixing)
- The suggestion or practice of making the sale of one good or service conditional to the purchase of a second distinctive good or service. (= Tying)
- Agreement to divide customers or allocate territories.
(= Market division)
- Any suggestion or agreement to collectively abstain from using, buying, or dealing with someone or some other firm or vendor. (= Boycotting)
- Any agreement or understanding between competitors to restrict the volume of goods they will produce or make available for sale is illegal. (= Agreement to limit supply)

We thank you in advance for your cooperation in observing these guidelines.