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<http://www.bayeast.org>

Young Professionals Committee
January 8, 2019
1:30 p.m. – 3:00 p.m.
Boardroom



The Bay East Young Professionals Network, YPN, is a dynamic group of real estate professionals who want to stay abreast of the latest tools, resources and networking opportunities; provide a voice in the direction of our association and contribute to our communities. We encourage everyone who attends our events to mentor, share and learn from each other.

1.	1:30pm	Call to order and welcome	Elisa Chao, Chair
2.	1:35pm	Introductions	Elisa
3.	1:40pm	Approve Minutes December 11 Meeting	Elisa
4.	1:45pm	Review Dates for 2019 Events	Elisa
5.	2:00pm	Education Series	Elisa
6.	2:25pm	2019 Event Business Cards	Elisa
7.	2:35pm	Social Media – appropriate hashtags	Alex
8.	2:45pm	Other Business – Sharing Personal and Business Goals for 2019	All
9.	3:00pm	Adjourn – Next Meeting February 12 @ 1:30 p.m.	All

2019 Meeting/Event Schedule

Date	Meeting/Event	Time	Location
Tuesday, January 8, 2019	YPN Meeting	1:30-3pm	Boardroom
Tuesday, February 12, 2019	YPN Meeting	1:30-3pm	Boardroom
Tuesday, March 12, 2019	YPN Meeting	1:30-3pm	Ridgelands B
Tuesday, April 9, 2019	YPN Meeting	1:30-3pm	Ridgelands B
Tuesday, May 14, 2019	YPN Meeting	1:30-3pm	Boardroom
Tuesday, June 12, 2019	YPN Meeting	1:30-3pm	Ridgelands B
Tuesday, July 9, 2019	YPN Meeting	1:30-3pm	Boardroom
Tuesday, August 13, 2019	YPN Meeting	1:30-3pm	Boardroom
Tuesday, September 10, 2019	YPN Meeting	1:30-3pm	Boardroom
Tuesday, October 8, 2019	YPN Meeting	1:30-3pm	Ridgelands B
Tuesday, November 12, 2019	YPN Meeting	1:30-3pm	Boardroom
Tuesday, December 10, 2019	YPN Meeting	1:30-3pm	Boardroom

YPN Committee

December 11, 2018

1:30–3:00 p.m.

Boardroom

CHAIR: Elisa Chao (1/11) VICE-CHAIR: Alex Kim (1/11)	STAFF: Dorothy McFann Samantha Schmidig Toni Wilson
PRESENT: Kevin Phiengsai (1/4) Sean Tannenbaum (2/10)	ABSENT: Trevor Frey (2/2) Preety Kaur (2/2) Sofyan Karim (6/11)
NON-VOTING:	GUESTS: Jacob Hunter Liz McKinney Jessica Williams
(#/YTD = number of missed meetings)	

Call to Order

The meeting was called to order at 1:40 p.m.

Approve Minutes

Minutes approved from the September and October meetings.

YPN Infrastructure

- Offer varied activities to help each other grow business
- Brainstorm ideas

Committee Structure & Responsibility

Discussed value of joining and want members to be committed.

2019 Action Plan

- Continue with three main goals of networking, education and give back.
- Potentially try one of the networking events on a Friday in Spring or Summer in Pleasanton or Livermore.
- Reach out to Nancie regarding a networking with the president at Jack's
- Plan an education series
 - o CRM
 - o Lead Gen
 - o Taxes
- Have a scheduled tech segment at the member appreciation event.

2019 Committee Commitment

Discussed the importance of attending meetings.

Other Business

Shared personal and Business Goals for 2019.

Meeting Adjourned at 3 p.m., next meeting Tuesday, January 8

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.