

BOARD OF DIRECTORS MEETING MINUTES

Thursday, May 27, 2010

Present: Tom Rizen, Dee Kepp, Jimmee McNeely, Elaine Paddy, Doug McVinua, Cathy Joyce, Doug Adcox, Tracey Shaw, Pamela Frestedt, JoAnn George, Stanley Graham, Kathryn Lansden, Michael Hickson.

Staff: John Stih, Jackie Whittaker, Samuel Aubrey, Wyndi Austin.

Guests: Barry Kramer, Curtis Hall, Jack Williams, Duane Washkowiak, Linda Berg, Kate Rose, Jim Amdahl, Mike McInteer, Theresa Helmick, Chris Bastian, Vicki Kennedy, Attorney, Arthur Boroque.

The meeting was called to order at 1:00 p.m. by President-Elect, Tom Rizen.

The April 22, 2010 Minutes were approved.

Membership Forum

(John Stih volunteered to leave/Jackie Whittaker requested to leave)

The following members expressed their concerns:

(In order of presentation)

Barry Kramer, Curtis Hall, Jack Williams, Duane Washkowiak, Linda Berg, Kate Rose, Jim Amdahl, Mike McInteer, Theresa Helmick.

Attorney, Arthur Boroque then addressed the entire group.

Financials

Treasurer, Elaine Paddy, reviewed the April Financials and the Finance Committee Minutes of May 18, 2010.

Upon motion duly made, seconded and adopted, it was

RESOLVED: To approve the 2009 Asset Allocation of
\$100,000 Technology Reserve and \$100,000 Legal Reserve

CEO'S Report

John Stih reported that the recent Builder's Fair was successful with approximately 400 people in attendance. ARMLS will move into the SEVRAR renovated lease facilities on July 1, 2010. SEVRAR to date has 10,913 members, 9,826 being REALTORS®.

The Auditors have completed their audit and will be reporting to the Directors next month. Wyndi Austin and Cathy Blake are working on offering store products on line and will be reporting to the Directors next month.

ARMLS

ARMLS President, Duane Washkowiak, gave an ARMLS update.

It was determined to table the vote on the ARMLS Rule Changes for shareholder approval.

Page Two

Board of Directors Meeting Minutes/ May 27, 2010

Government Affairs/RAPAC

Samuel Aubrey reviewed the Government Affairs Committee Minutes of May 24, 2010 and gave an update on RAPAC .

Upon motion duly made, seconded and adopted, it was

RESOLVED: To approve SEVRAR developing and launching the High Five for RAPAC Campaign to increase contribution and participation levels.

Marketing Report: Wyndi Austin gave a Marketing report.

Committee/Member Focus Team Reports

Builder's Liaison Committee: Doug Adcox reviewed the Minutes of May 5, 2010

Upon motion duly made, seconded and adopted, it was

RESOLVED: To approve the expenditure of a maximum of \$250.00 to help with the increased cost of the lunches for the 2010 Builder's Fair.

Housing Opportunity Committee

The Minutes of May 18, 2010 were approved.

Upon motions duly made, seconded and adopted, it was

RESOLVED: To approve purchasing, if necessary, 12 over-the-door lock Boxes for the Tempe Lock Boxes for Seniors program. Approximate cost to be \$300.

FURTHER RESOLVED: To approve the proceeds from the upcoming October 15th Book Sale to be donated to the Tumbleweed Foundation.

Marketing Tour Focus Team

The Minutes of May 10, 2010 were reviewed. It was determined not to approve the motion to move the Mesa Tour from Peter Piper Pizza to the Grand Title Agency.

The following Meeting Minutes were also reviewed:

Affiliate Committee Meeting 5/13/10.

Education Member Focus Team 5/18/10

MLS Committee 5/20/10

Executive Session

Professional Standards Committee

Upon motion duly made, seconded and adopted, it was

RESOLVED: To ratify the Professional Standards Committee decision on Ethics Complaint #09-57.

End of Executive Session.

Page Three
Board of Directors Meeting Minutes/May 27, 2010

New Members

The April, 2010 new members were approved.

OLD BUSINESS

Dues Task Force

Cathy Joyce, Chair of the Task Force presented a series of options for installment payments of membership dues. The following is part of the presentation:

Option 1:

As a member benefit, offer a discount for paying membership dues early. Members want their dues lowered. Offer a \$30 off discount if paid in FULL by October. No special promotions or extra advertising costs. This would be announced by e-mail, through Fast Facts and the SEVRAR Magazine. By making the deadline in October, budgets can still be finalized for the following year knowing in advance how many members took advantage of the early pay discount.

Option2:

As a member benefit, offer a three easy payment plan. The payment plan would require credit card authorization in advance for all three payments, no refunds. Again, no special promotions or extra advertising costs. This would be announced by e-mail, through Fast Facts and the SEVRAR Magazine. A convenience fee can be charged with each payment. This additional income would go towards the membership's Critical Needs Fund.

Three Easy Payment Plan A:

Bill in September three equal payments plus convenience fee and RAPAC donation.

First one third payment due in October

Second one third payment due in November

Third and final payment due in December.

The third payment can be adjusted to match any dues changes announced by AAR or NAR in October and November.

Upon motion duly made, seconded and adopted, it was

RESOLVED: That we send Option 1 and Option 2A to the Dues Task Force for a financial analysis to be reported back to the Board of Directors at their next meeting.

Page Four
Board of Directors Meeting Minutes
May 27, 2010

NEW BUSINESS

NAR Committee Reports

Dee Kepp gave a report on the NAR Issues Mobilization Committee meeting.
Doug Adcox gave a report on the NAR Communications Committee meeting.

New Committee/Member Focus Teams Members

Upon motion duly made seconded and adopted, it was

RESOLVED: To approve the following new Committee/Focus Team Members:

Affiliate Committee: Dawn Barnett, Becky Zibert, Jenni Erdmann.

Builder's Liaison Committee: Lisa Hoffer, Dody Showalter.

Government Affairs Committee: Crisanna Tutera

MLS Committee: John Gordon, Steve Wasson, Sasha Lopez

President's Remarks

Tom Rizen gave an update on FHA terms. He also provided a new HAFA brochure and gave information on HB2345, HB2450 and a Myth Buster sheet from NAR.

Executive Session

(John Stih & Jackie Whittaker left meeting)

The meeting adjourned at 7:25 p.m.

The next meeting will be June 24,2010.

John Stih
Chief Executive Officer