

**Egyptian Board of Realtors®, Inc**  
**Board of Directors Meeting & Orientation**  
**9:00 a.m. October 5, 2017**  
**1306 N. Atchison, Marion, IL**

**Teresa Camarato, Past President; Suzanne Wood, President; President Elect, Cindy Bevis ; Brian Wood, Secretary/Treasurer; Amy Bailey, Ted Popov, Cheryl Ruzich, Chris Sisulak, Dave Thompson, Charay Palmer, AE**

**Excused: Paul Coons, Nancy Siegmund**

**Board of Directors Orientation**

The orientation included review of the governing documents, reimbursement and travel policy, recent financial statements and billing policy. Directors signed an Agreement to Serve & Confidentiality Agreement which gave an overview of their duties while serving on the Board. The Directors watched a video entitled "Fiduciary Duties of the Director" featuring NAR Counsel Kate Johnson.

**The Order of Business Follows:**

- **BOD Meeting Minutes from August 10, 2017 – Approved**
- **Financial statements –Approved**
- **Membership Additions/Terminations/Transfers for August & September - Approved**
- **Association Executive authorized to handle business of the board as outlined in the Bylaws of the Association – Approved**
- **EBOR Meetings & Events Calendar for 2017-2018 – Approved**
- **President's selection for committees – Approved. President Wood indicated she plans to attend the first meeting of all Standing Committees.**

**Instanet Solutions, Dotloop & Ziplogic**

After a discussion of the different products, a motion was made and approved to contract with Instanet Solutions to furnish an auto-fill, e-sign, transaction desk product to the members. IS has offered free upload of Office forms through December 31, 2017. After that date, there will be a \$50 charge per form. The Managing Broker of each Realtor® office will be assessed a nominal

fee February 1 of each calendar year to cover the cost to the association. The Board asked AE to schedule a mandatory Managing Broker's meeting at John A. Logan College to review the new product and provide training.

In addition, we will continue to provide documents to Dotloop for those members who want to continue with the product. Dotloop is offering a discount for current and future members who use the Dotloop product.

#### Appointment of Director

A vacancy on the Board of Directors occurred when Brian Wood moved up to the Secretary/Treasurer spot. President Wood contacted Stewart Weisenberger to fill the vacancy. He accepted and his appointment was Approved.

#### MLS Rules & Regulations

Review and discussion of changes to the document. Among the changes were rules regarding a "Coming Soon" status and an increase in the MLS fine from \$50 to \$100 per listing. The Board of Directors also encouraged the AE to withdraw services for those repeat offenders.

#### 2017-2020 Strategic Plan

Prior to the presentation, a video was shown featuring Bob Goldberg, CEO of NAR. In the video, he discussed his vision for the Association and his plan to implement his vision. Part of his plan calls for NAR staff, including himself, to be more accessible to the members. He also discussed raising the bar on Professionalism so the consumer can easily determine the difference between a real estate agent and a Realtor®. After the video, Dave Thompson Chair of the Strategic Planning Task Force presented the Task Force's plan for the Association which seemed to mirror NAR's plan. The proposed Strat Plan included elements regarding Communication with Members; Relevant education regarding the industry; Leadership Development throughout the Association; Develop relationships between Realtors® and the communities; Provide education on Technology to members; Review and clarify to the members the MLS Rules & Regulations. The proposed Strategic Plan was approved. In addition, the Board developed the following Mission Statement: "Our Mission is to encourage and promote the Pride of Home Ownership to Consumers and to demonstrate the Standards and Value of using a Realtor® and the services they provide."


**2017-2018 Budget**

Cindy Bevis presented the budget and a motion made to accept the budget.  
Approved.

**AE Update**

1. EBOR is still waiting for reimbursements from NAR & Illinois Realtors® related to Major Investor advertising; the Annual RPAC auction; and Lobby Day registrations.
2. AE is researching vendors to create a new Association Website that will be consumer friendly with a member's only section.
3. AE wants to offer an Annual Sponsorship to Affiliate members to raise some non-dues revenue. Different levels will be recognized on a Banner which will be displayed at every EBOR event.  
Motion made and approved.

Meeting adjourned at approximately 3:00 p.m.

  
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Suzanne Wood, President