



**Board of Directors
November 28, 2017
9am/ RAA Office**

MINUTES:

I Call to Order: Angi Trahan, President called the meeting to order.

II Prayer: Trahan requested a moment of silent prayer.

III Roll Call – Sign-in:

Angi Trahan-present

Lisa Roy Sheppert-present

Allen Duhe-present

Harry Fuselier-present

Janine Day-present

Claire Disch-present

Lucius Hornsby-present

Don Perron-present

Angela Seaux-present

Reid Smith-present

Tim Skinner-present

Kelly Streva-present

Kenneth Trahan-present

Jim Welch-present

IV Approval of Board Minutes- A **MOTION** was made and seconded to approve the minutes from the October meeting. **MOTION CARRIED**

V President's Report:

- 1. Check Presentation of 2017 Gumbo Proceeds:** Trahan introduced representatives from the 3 charities who will be receiving proceeds from the 2017 Gumbo Cook-off. Those charities and representatives were:
Seeds for Success: Chere Breaux, **Maddie's Footprints:** Heather Broussard and RAA Member Lori McGrew and board members from Lafayette Catholic Services representing **St. Michael's Home for Veterans:**
- 2. MLS Fine Appeal:** Trahan recognized RAA members, Darren D'Aubin and Mindy Bollich around 9:30am who requested the board overturn a fine which was upheld by the MLS Committee at their November meeting.

Both D'Aubin and Bollich were allowed to present on the board regarding the fine issue.

A MOTION was made and Seconded to reduce the fine for both D'Aubin and Bollich to one violation at \$100 each. MOTION CARRIED

3. NAR Conference and Expo Update: Trahan reported the following regarding the recent NAR Conference & Expo that she, Susan Holliday and Lisa Roy Sheppert attended.

- a. MLS Changes to be noted:
 - i. **MLS of Choice:** this rule application allows members to move more freely within MLS markets and have the choice to join whatever MLS best benefits their business. This rule prevents MLS's from requiring agents for MLS service if they do not want it so long as the agent can prove that they belong to another MLS it also removes the rule that required all licensed sales persons affiliated with a broker's office to subscribe to the MLS if the broker is a member of the MLS and broker's office lies within the territorial jurisdiction of the association that owns the MLS. MLS's now are required to provide a waiver of fees for those members who wish to unsubscribe for services.
 - ii. **Sold Data:** Policy Statement 7.58 was amended regarding sold data. Now MLS's MUST at a broker's request provide access to all available sold data maintained by the MLS starting from January 1, 2012. The previous policy had previously required MLS's to provide a minimum of 3 years of sold listing data.
 - iii. **Property Search results:** MLS Policy Statement 7.58 was amended to authorize brokers to return search results on their websites with no less than 500 listings or 50% of the MLS, whichever is less. This increases the minimum number of search results that a MLS can mandate. This policy applies to IDX.
 - iv. **MLS Subscriber Orientation:** Policy statement 7.92 was amended to now require MLS's that have mandated orientation and training session that these sessions be made available to members on-line.

In order to meet his mandate, the RAA staff will have to formulate a way for members to take the mandatory MLS rules

and Procedure class online and receive credit for the class. Staff will start working on this ASAP.

b. Possible Dues Increase in 2019 for Political Advocacy: Trahan stated during the NAR 360 it was alluded that NAR may consider a \$25 increase in dues for advocacy in 2019. RAA will be watching this closely and will keep the board updated.

c. Call for Action on Tax Reform: Trahan reported NAR was currently doing a massive Call for Action to protest the current tax bill before Congress. She asked every board member to please not only take the Call for Action, but help spread the word to their colleagues in the real estate industry.

3. RAA Leadership Academy 2017: Trahan reported the second RAA Leadership class has completed their final session. 2017 Class members are Ivan Jennings, Lynzie Blanchard, Lori Ducharme, Kimberley Meyers LaFleur. These members will be recognized and officially graduate at our Awards ceremony luncheon next year on February 2nd.

4. Morgan City Outreach: Trahan updated the board at the October meeting the board authorized the CEO to move forward to attempt to schedule a CE opportunity and free lunch for real estate professional from the Morgan City Area. Trahan stated the CEO was not successful in securing a CE instructor for a class and so the event will be postponed until 2018.

5. RAA Focus Group Executive Summary: Trahan referred board members to the Executive Summary from recent focus group sessions. Trahan stated the information from these sessions was very enlightening and RAA incoming president, Lisa Sheppert plans to use the report during her board retreat in January to begin to discuss and address some of these issues.

6. By-Law Update: CEO, Susan Holliday distributed a list of potential by-laws changes to be addressed in 2018. Incoming President, Lisa Sheppert has appointed a task force to review and make potential changes to the by-laws. The board reviewed the proposed changes and expressed approval of moving forward on the proposed changes.

7. Report from Professional Standards Committee: Trahan reported the Professional Standards committee held and Ethics hearing in October that needed to be reviewed and adopted by the RAA board.

A MOTION was made and seconded to enter into Executive Session to review the report from the Professional Standards Committee. MOTION CARRIED

A MOTION was made and seconded to exit Executive Session. MOTION CARRIED

A Motion was made and seconded to accept the report from the Professional Standards Committee. MOTION CARRIED

VI Committee Reports:

- a. **MLS:** Trahan called upon MLS Chair, Don Perron to review the MLS Minutes from November. **A MOTION was made to accept the minutes with the exception of item #2 and to refer the item back to the MLS Committee for more information and a more definitive definition of concessions. MOTION CARRIED**
- b. **YPN:** Trahan reviewed the YPN Minutes.
A MOTION was made and SECONDED at Approve the YPN Minutes. MOTION CARRIED
- c. **Events Committee:** Trahan reviewed the Events Committee Minutes with the board. **A MOTION was made and seconded to approve the minutes from the Events Committee. MOTION CARRIED**

VII Treasurer's Report

- A. **Membership Re-cap:** Fuselier reported the current RAA membership was 1596 which was 4 new members away from another RAA milestone of 1600 Members.
- B. **Prudential Account:** Fuselier reported the balance of this account as of October 31st was 802,721.44

- C. **2017 Actual v Budget:** He then referred board members to review the current vs actual financials and opened the discussion for any questions on the report.
- D. **Budget & Finance Committee Minutes:** Fuselier the referred board members to the minutes from the recent Budget & Finance team minutes. The Budget & Finance Team reviewed the draft of the 2018 budget. The noted no changes with the exception that they would like the board to consider increasing the Education expense line item by \$20,000 in 2018.

A MOTION was made and seconded to accept the Treasurer's report. MOTION CARRIED.

VIII CEO Report: Holliday referred the board to her written report which detailed her offices activities within the last month.

IX New/ Old Business: There was no new or other old business addressed.

X Upcoming Events: Trahan reviewed the upcoming RAA events with the board:

1. **Board and Committee Chair Luncheon:** Friday, December 8th 11am-1pm at Zed's.
2. **Annual Installation in honor of Lisa Roy Sheppert:** Thursday, January 11th from 5:30-9pm at Abacus
3. **Awards Luncheon:** Friday, February 2nd at 11:30pm at Petroleum Club. Program to include: recognition for the REALTOR® of the Year, Affiliate of the Year, Peer Award and Lloyd G. Smith. Graduation of the 2017 RAA Leadership Class.
4. **Louisiana REALTORS® Learning to Lead Conference:** February 4th-6th in Lafayette at the Double Tree Hotel

With there being no further business, the meeting was adjourned.