



**Board of Directors  
December 20<sup>th</sup>**

**MINUTES:**

**I Call to Order: Lisa Roy Sheppert, President:** Lisa Roy Sheppert, President called the meeting to order.

**II Roll Call – Sign-in**

**Lisa Roy Sheppert-present**

**Walter Campbell-absent**

**Angi Trahan-present**

**Harry Fuselier-present**

**Janine Day-present**

**Cassie Goldsboro-present**

**Jim Welch-present**

**Jim Keaty- present**

**Lori McGrew-present**

**Angela Seaux-present**

**Reid Smith-present**

**Kelly Streva-present**

**Kenneth Trahan-present**

**III Approval of Board Minutes: A MOTION was made and seconded to approve the minutes from the November board meeting. MOTION CARRIED.**

**IV Treasurer's Report:** Fuselier reported the current RAA membership was 1632 REALTOR® members. He reported the investments at Prudential as of November 30<sup>th</sup> is 964,738.97. Fuselier referred board members to the 2018 Budget vs. Actual figures and opened the floor for questions. He then moved into discussion of the 2019 Proposed Budget for RAA.

In discussing and reviewing the 2019 Budget, Fuselier noted two proposed changes which were recommended by the Finance Committee.

A **MOTION** was made and seconded to accept the Minutes from the 4<sup>th</sup> Quarter Budget & Finance team as presented. **MOTION CARRIED**

A **MOTION** was made and seconded to increase line item 4110 to \$3500.

**MOTION CARRIED**

A **MOTION** was made and seconded to accept the 2019 Budget with the motioned adjustments. **MOTION CARRIED**

**V President's Report:**

**1. MLS Strategic Plan:** Sheppert referred board members to the revised 2019 Strategic Plan.

A **MOTION** was made and seconded to approve the 2019 Strategic Plan as presented. **MOTION CARRIED**

**2. 2019 By- Law Committee to discuss MLS Committee Composition:** The board discussed its consideration of possible changes to the RAA By-Law's as it pertains to the composition of the MLS committee under Article XVIII. The board authorized the 2019 President, Walter Campbell to form a Task Force to review Article XVIII for possible revisions. The Task Force would be limited in scope to only review Article XVIII Multiple Listing.

**3. 2019 Dues Collection Update:** Sheppert reviewed with the board the current statistics on 2019 Dues renewals as well as semi-annual service fee billings.

**4. COE/ MLS Requirements:** Sheppert reviewed with the board the current statistics on members meeting the COE requirement from NAR as well as the MLS study course mandated by RAA.

**5. Louisiana REALTORS® Learning to Lead Conference:** Sheppert referred board members to the upcoming Louisiana REALTORS® Learning to Lead schedule. Sheppert announced the Executive Committee in an effort to encourage 2019 board members to attend the conference was asking for approval to reimburse 2019 board members who were willing to attend a leadership session on trust and credibility lead by Adorna Carrol be given a monetary reimbursement for the LR lunch on Wednesday which kicks off Louisiana REALTORS® 100 years of

service, a LARPAC event Wednesday evening and one-night stay at the conference hotel, the Golden Nugget.

**A MOTION** was made and seconded to approve the reimbursement of expenses for 2019 RAA board members for the stipulated items recommended by the Executive Committee for the Learning to LEAD conference. **MOTION CARRIED**

**6. Board Calls to New Members:** It was suggested that in an effort to launch RAA 2.0 which is outlined in the 2019 Strategic Plan that the board consider adopting a policy whereby they will make personal phone calls to every new REALTOR® member. This concept was discussed by the board.

**A MOTION** was made and seconded for the board to make monthly calls to all new members who join RAA in 2019. **MOTION CARRIED**

**VI Committee Reports:**

1. MLS: Jim Keaty reviewed the MLS Minutes from December.

**A MOTION was made and seconded to approve the minutes as presented. MOTION CARRIED**

2. Events: Sheppert reviewed the minutes from the Events meeting.

**A MOTION was made and seconded to approve the minutes as presented. MOTION CARRIED**

**VII CEO Report:** The CEO provided a verbal report on her office's workload for the month.

**A MOTION** was made and seconded to enter into Executive Session allowing RAA board attorney, Mike Barras, the RAA CEO, Susan Holliday, and 2019 RAA Board members Christie House and Ken Simeral to remain. **MOTION CARRIED**

**A MOTION** was made and seconded to end Executive Session. **MOTION CARRIED**

**VIII Upcoming Events:** Sheppert reviewed with the board members the scheduled upcoming RAA events.

1. **Annual Awards Luncheon:** Friday, January 25<sup>th</sup> at 11:30am at Petroleum Club

**HONORING:**

**REALTOR® of the Year:** David Gleason

**PEER Award:** Leslie Guillory

**Affiliate of the Year:** Maria Pitre

**Lloyd G. Smith:** Donna Reaux

2. **Legislative Outreach:** Tuesday, March 19<sup>th</sup> at Petroleum Club