

**General Membership Meeting Minutes**  
**Manchester Grand Hyatt**  
**San Diego, California**  
**Tuesday, January 25, 2011**

Governing Board meeting was called to order at 8:41 a.m. by Sherri Souza, 2011 President.

Pledge of Allegiance was led by Genie Mantzoros, San Francisco Chapter LCP

Inspiration was presented by Joyce Turner, Norcal Chapter LCP

2011 President Sherri introduced the head table: Heather Ozur, Treasurer; Tammy Newland, Secretary; Jamie Saltman, Pres Elect; Vicky Campbell, Parliamentarian and Margo Willis 2011 Women's Council of REALTORS® National President.

Past State Presidents in attendance were acknowledged: Eva Garcia, Emily Link, Sharon Telles, Carol Luckenbach, Mary Jane Cambria, Jean Tietgen, Bobbie Nelson, Mike Riley, and Barbara Safran

Member of the Year Bobbie Nelson was acknowledged and Service award winner Liz Callahan was acknowledged along with past service award winners.

President Sherri asked all first time attendees to stand and be acknowledged along with Local Chapter Entrepreneur of the Year recipients.

Minutes approved from October 3-4, 2010 state meeting.

Vicky Campbell, Parliamentarian read the rules of the day. Board approved with the following changes; change to 2011 LCP on the rules of the day. **Approved**

Margo Willis, WCR National President addressed the members and left California members with a challenge. If any CA WCR leaders what a challenge coin, they need to see Sherri.

Sherri welcomed our guests from Idaho,

Roll call of the Governing Board Members was taken by Tammy Newland, 2011 Secretary.

Credentials Chair, Gayle Sutton, reported that we had a quorum. 125 national members representing 39 chapters were present.

Theresa Berenger, 2010 Treasurer, presented the final budget with the following changes:  
Expense:

National Officer Reserve = 3,000 and Strategic Planning Reserves = 3,000

It was reported that we had a net income for 2010 of \$41,986.45

**Final report was approved by Governing board.**

Cecily Tippery, Audit chair 2010- reported audit was completed.

Heather Ozur, 2011 Treasurer, presented proposed budget for 2011 with the following changes: Income

State Meetings= 73,690

Ways & Means= 7800

Total Income = \$225,550

Expense

Expo = 4200

Ways & Means = 800

Total Expense = \$225,550

**Proposed budget was approved by Governing Board**

Jamie Saltman, 2011 President- Elect, gave the membership report stating California is growing with the addition of three newly chartered chapters in CA this year. East Valley was chartered mid-year, North Central Valley in Nov. and South Bay in Dec. We currently have 44 chapters and California has 2131 members.

President Sherri asked for committee reports. She stated that she only wanted reports, action items and /or motions.

President Sherri noted the following changes in Standing & Special Committee Chair. Membership Chair will now be Kathy Oliver Shultz. Hospitality Chair is Marvelene Weyer. Sponsorship vice Chair is Cheryl Keller. **All Chairs and Vice Chairs approved by Governing Board.**

Committee Reports:

Finance & Budget, Vice Chair- Yoko Kasai made the following motion:

That we use the funds from the National Officer Reserve Account in the amount of \$10,000 as a Diamond sponsor for the Inaugural of Bobbie Nelson as 2012 WCR National President. **Approved by Governing Board.**

Nominating, Chair- Barbara Safran reported the applications will be on the state website after this meeting and April 27, 2011 is the deadline for applying for leadership positions.

National Focus, Chair- Mike Riley reported that if you are interested in applying for any leadership position (including flag salute, trainer, presenter, etc) those applications will be on the website after the meeting.

Expo, 2010 Chair, Tammy Newland gave a report on the results of the Expo and 2011 Chair, Krista Johnson, reported that expo will be purchasing a professional booth stand for the CAR Expo booth and for future WCR marketing opportunities to give us a professional standard. The cost of the booth was the profit earned last year and already approved in the budget.

President Sherri adjourned Governing Board at 10:10 a.m. and General Membership meeting was called to order.

President Sherri acknowledged and thanked our 2011 Annual Sponsors.

Platinum: Alain Pinel Realtors, American Home Shield, Bay East AOR, First American NHD/JCP, Military Home Loans, Old Republic Home Warranty, Upgraded Agent, Win Home Inspection.

Gold Sponsors: Calif. Desert AOR, Property ID, San Diego AOR, Pacific West AOR

Silver Sponsors: MLS Listings Inc, UTC Fire & Security, Keller Williams La Quinta.

Platinum Sponsor- American Home Shield, Ally Edgerton, gave a presentation.

Theresa Wilson and Denyse Wilson, Ways & Means Chair & Vice Chair, introduced chapter Spotlights:

San Mateo, East Valley, Bakersfield, Central Coast, Inland Valley

President Sherri Souza and 2011 Website Administrator, Vickie Fageol, gave a presentation on our website changes.

Membership Chair, Kathy Oliver Shultz announced that the State will have a recruitment and retention contest that will run through the end of April for cash prizes and to look for further information on the website or to see your DVP/Governor.

Networking lunch- Jim Suth sponsored by D. R. Horton, Homebuilders

Ways and Means Chair, Theresa Wilson, introduced the following chapters for chapter spotlights: North San Diego, Palm Springs/Desert Cities, Southwest Riverside County, and San Diego

Platinum Sponsor - Terri McMillan, John Melka , Clint McKinnon of Win Home Inspections

Member Testimonial- Edith Broyles, San Diego Chapter

Past Presidents Chair- Emily Link asked all LCP to bring bylaws, standing rules and their calendar to the May State meeting.

Announcements were made .

Marianne Osberg, Chair of Education & Programs, introduced our Guest Speaker- Doreen Roberts, 2011 President-Elect, Bay East Association REALTORS® presenting “NAR Code of Ethics”

Leadership Development/Chapter Effectiveness Breakouts were repeated from yesterday: “Chapter Revenue Building”- Denyse Wilson, LCP Southwest Riverside, Anita Glasser, LCP Coastal West Orange County, Linda Chatten, LCP Santa Cruz

“New and Renew”- Sylvie Zolezzi, PE Marin, Fiona Theseira, LCP San Diego

“Business Opportunity Training”- Res.net

Platinum Sponsor Presentation- Old Republic Home Warranty

Chris Kutzkey, candidate for 2012 CAR Treasurer, talked to our members about her campaign efforts.

Denyse Wilson and Theresa Wilson, Ways and Means Chair and Vice Chair did drawing for scarf and raffle tickets.

Chapter Announcements made

President Sherri thanked the presenters who did the breakout sessions on Monday and Tuesday.

Next State meeting is scheduled for May 2 & 3<sup>rd</sup>, 2011 in Sacramento, CA.

Meeting adjourned at 4: 15 p.m.

Respectfully Submitted,

Tammy Newland

2011 State Secretary