

General Membership Meeting Minutes
Fairmont Hotel
San Jose, California
Sunday, September 18, 2011

Meeting was called to order at 9:00 a.m. by Sherri Souza, 2011 President.

Pledge of Allegiance was led by Leona Doidge, 2011 Central Coast LCP

Inspiration was presented by Ann Gupta, 2011 Tri-Cities LCP

Sherri introduced head table: Heather Ozur State Treasurer, Tammy Newland State Secretary, Jamie Saltman President Elect, Vicky Campbell Parliamentarian.

Sherri introduced special guests: Genny Smithers, Regional Vice President and Niki Boyd from Idaho and Sindy Reddy from Arizona who are running for National Financial Secretary.

DVP and Governors introduced: Kathie Bell, Sharon Bridges, Judy Black, Mary Christenson, Judy Ann Hawkins, Linda Lee, Terriann McGowan, Helen Kerwin-Saltzman, Lynn Valintis, Jana Walchle and Governors introduced were: Penny Christensen, Wendy Formica, JoAnn Levine, Cecily Tippery

Past Presidents were introduced:

Barbara Safran, Bobbie Nelson, Jeri Jorgenson, Mike Riley, Judy Myers, Sharon Telles President Sherri acknowledged Bobbie as WCR National President Elect and Bobbie talked about her upcoming installation and National WCR meeting.

Member of the year, Bobbie Nelson was recognized. Service award honorees recognized.

LCP introduced themselves- 37 chapters represented. Entrepreneur of the year honorees recognized. First time attendees introduced themselves and there were 17 first time attendees. Sherri acknowledged Jana and her committee and the first time attendee's breakfast.

President Sherri asked all members to stand who have a NAR appointment and asked California Association of REALTORS® Directors, Vice Chair & Chairs to stand along

with local Association Directors & Chairs & members who sit on their local board committees to stand and be acknowledged.

Sherri had the whole audience read the mission statement.

Jamie Saltman, State President Elect acknowledged the Strategic Partners for 2011:
Platinum Sponsors: Alain Pinel Realtors, American Home Shield, Bay East Association of REALTORS®, First American NHD/JCP, Military Home Loan Programs, Win Home Inspections and Old Republic Home Warranty, Agent Revolution

Gold Sponsors: San Diego Association of REALTORS®, Pacific West Association of REALTORS®, Property ID

Silver Sponsors: MLS Listings, Inc., UTC Fire and Security, Linda Lee- Prudential Calif. Realty, Keller Williams Realty- La Quinta

Sherri called up Barbara Safran, 2011 Nominating Chair so she could introduce the candidates. Barbara thanked her nominating committee. Meet the Candidates Forum with the following people:

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| President Elect | Tammy Newland |
| Secretary | Heather Ozur |
| Treasurer | Linda Lee |
| Governors: | District 1: Terriann McGowan, Lu Jayo, Lynn Valintis |
| | District 2: Marvelene Weyer, Penny Christensen (running from the floor), Marianne Osberg, Monica Malcuit, Stephen Pearson, Theresa Wilson and Judy Black (running from the floor) |
| | District 3: Jana Walchle, Erin Barry, Ann Marie Milanese, Helen Kerwin-Saltzman |
| | District 4: Wendy Formica, Janet DePerry, Angela Ordway, Fiona Thesiera |

Announcement from Ways and Means Chair- Theresa Wilson about ticket sales and raffle tickets available

Platinum Sponsor Presentation- Win Home Inspection and First American NHD/JCP

Chapter Spotlights featured: South Orange County, Tri-Cities, Coastal West Orange County, East Bay, Nor Cal, San Francisco
Lu Jayo is our time keeper for this meeting.

Committee breakouts were held: Garden Room- Bylaws, Audit, Finance & Budget
Crystal Room- Membership, First Time State Attendees, Hospitality
Empire Room- Ways and Means, Expo, Sponsorship

Regency 2 Room -Education Awards, Education & Programs, Technology, Credentials, Meeting Planning, Member of the Year, Past Presidents
Committee members only: National Focus, Member of the Year, Audit Committees

A special lunch was held “Honoring our State Recruitment and Retention Contest, Kathy Oliver-Schultz thanked her committee and presented Education Awards for retention and recruitment :

Retention Awards: Small chapter- 3rd place= San Francisco and Simi-Moorpark, 2nd place= Victor Valley, 1st place= Nor Cal

Large chapter- 3rd place= Inland Valley, 2nd place= Marin County, 1st place= Delta

Mega chapter-3rd place = Coastal W. Orange County, 2nd place= San Diego, 1st place= Sacramento

Recruitment Awards: Small chapter- 3rd place= East Bay, 2nd place= Napa, 1st place= Antelope Valley

Large chapter- 3rd place= Central Coast, 2nd place= South Orange County, 1st place= Inland Valley

Mega chapter- 3rd place= Coastal W. Orange County, 2nd place= Sacramento, 1st place= Long Beach

New chapter- North Central Valley

Debbie Hawkins, Education Awards Chair presented the following education awards: Jodi Marfia, Judith Myers, Cindi Wu, Denyse Wilson and the JoAnne McEchren Awards were presented to: Cecily Tippery, Denyse Wilson, Cindy Wu

Delegate check in started at 1:15 and President Sherri called the Governing Board Meeting to order at 1:45 p.m.

Rules of the day were read by Vickie Campbell, Parliamentarian- **Approved**

Roll call by Tammy Newland, 2011 Secretary and two proxy voting members are present

Credentials Report as given by: Yvonne Leonard and a quorum in present

The following changes were made to the May 2, 2011 minutes: Pledge of allegiance was led by Linda Chatten, 2011 Santa Cruz LCP and Inspiration was presented by Suzan Gogol, 2011 San Mateo LCP. Changes to minutes for May 3, 2011 under President Sherri brought a motion forward from the Line Officers: **That Motion was Approved**
Minutes were Approved as Amended

Treasurer Report by Heather Ozur, 2011 Treasurer- Report will be filed

Committee Reports:

The following reports were made with no action items:

Bylaws- Barbara Lymeris

Education Awards- Debbie Hawkins
Education and Programs- Marianne Osberg, add Lara Radosavcev to member list
Finance & Budget- Annette Marchain, add Joyce Kristensson to member list
Membership- Kathy Oliver-Schultz
Strategic Planning- Jeri Jorgenson
Ways and Means- Theresa Wilson
National Focus- Judy Myers
Expo- Krista Johnson, add Carol Luckenback, Vickie Campbell, James Nevans to member list
Audit- Linda Ellen Anderson
Credentials- Yvonne Leonard- Vice Chair
Hospitality-Marvelene Weyer
Meeting Planning- Erin Barry
Member of the Year – Bobbie Nelson, announcement will be made in January 2012
Sponsorship- Kathie Bell
Technology- Jodi Marfia
First time State Attendees- Jana Walchle, change Kelly Rudiger name and recommendation to note: Please put the orientation on the first day agenda and website
Nominating- Barbara Safran

Membership Report given by Jamie Saltman, 2011 President Elect and CA numbers for all members is 1951 members

Election of Governing Board Members of 2012 Nominating Committee
Jeri Jorgenson, Judy Ann Hawkins, Wendy Formica were elected

Krista Johnson gave the membership an update on EXPO and WCR booth, looking for additional volunteers to work the booth.

Sherri adjourned the Governing Board Meeting at 2:45 p.m.
Sherri called the Annual Business Meeting to order at 2:46 p.m.

Election Rules of the day were read by Vickie Campbell

Election of 2012 State Officers- to serve with 2012 President Jamie Saltman
President Elect Tammy Newland
Secretary Heather Ozur
Treasurer Linda Lee

Governors

District One Terriann McGowan
District Two Penny Christensen
District Three Jana Walchle
District Four Wendy Formica

District Vice Presidents

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| District One | Lu Jayo, Lynn Valintis |
| District Two | Monica Malcuit, Marianne Osberg, Stephen Pearson and Theresa Wilson |
| District Three | Erin Barry, Ann Marie Milanese, Helen Kerwin-Saltzman |
| District Four | Angela Ordway, Fiona Thesara |

Don Faught, 2012 CAR President Elect gave us a CAR update on hot issues and topics to be discussed at board of directors meetings this week.

Chapter spotlights were done while waiting for ballot results, we heard from Southwest LA chapter, South Joaquin Valley Chapter, Santa Clarita Valley, Verdugo Hills

Chapter Announcements were made while waiting for election results

Testimonials were shared about referrals received and given to WCR members

Election of General Membership Members of 2012 Nominating Committee:
Carol Luckenbach, Jodi Marfia and Kathie Bell with alternates of Vickie Fagaol and Deborah Montague

Election meeting adjourned at 5:07 p.m.

Leadership Development & Education Break out Sessions:

Brad Warren- Lead Generation “Lead Generation in these challenging times”

Curtis Doss, Southwest Riverside chapter - Sponsorships- “Why your chapter can’t live without them!”

Steven Nottingham, Long Beach LCP and Linda Lee, San Diego chapter- “Are you doing your annual check-up?”

By-Laws & Standing Rules Committee- “Are your standing rules to date?”

Meeting was adjourned by Sherri Souza, 2011 State President, at 6:15 p.m.

Respectfully Submitted,
Tammy Newland
2011 State Secretary