

General Membership Meeting Minutes

Fairmont Hotel

San Jose, California

Monday September 19, 2011

Governing Board meeting was called to order at 8:40 a.m. by Sherri Souza, 2011 President.

Pledge of Allegiance was led by Joyce Turner, LCP Norcal Chapter

Inspiration was presented by Karin Carr, LCP Solano Chapter

2011 President Sherri introduced the head table: Heather Ozur, Treasurer; Tammy Newland, Secretary, Jamie Saltman, Pres Elect; Vicky Campbell, Parliamentarian

Sherri introduced special guests Niki Boyd, Sindy Reddy, Genny Smithers

Sherri introduced State Governors and District Vice Presidents:

Past State Presidents in attendance were acknowledged: Emily Link, Judy Myers, Sharon Telles, Carol Luckenbach, Jeri Jorgenson, Mike Riley, and Barbara Safran, Bobbie Nelson and recognized Bobbie as WCR National President Elect

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 LCP to introduce themselves with 32 chapters attending and First time attendees were acknowledged. She also acknowledge Entrepreneur of the year honorees.

President Elect Jamie Saltman acknowledged sponsors

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

Gold: California Desert AOR, Property ID, San Diego AOR, Pacific West AOR

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

Platinum Sponsor Presentation- Military Home Loans, Bay East Assoc. of REALTORS® and Alain Pinel

Guest speaker- Dixie Carr- “So that’s Why, so that’s how-lessons in leadership”

Line Officers Breakouts

LCP and President Elects- Regency Room meeting with Sherri Souza and Jamie Saltman

V.P Membership/Secretaries- Garden Room meeting with Tammy Newland

Local Chapter Treasurers-Empire Room meeting with Heather Ozur

Chapter Spotlights featuring: Long Beach, LA County Line, Santa Clara and Wine Country

Leadership Development/Chapter Effectiveness Breakouts:

“Sponsors- why your chapter can’t survive without them”- Garden Room with Curtis Doss, Southwest Riverside Chapter

“Lead Generation in these challenging Times”- Empire Room with Brad Warren

“Are you doing your annual check-up”- Regency room with Steven Nottingham, Long Beach Chapter and Linda Lee, San Diego Chapter

“Are your By-Laws and standing rules up to date?”- Crystal Room with 2011 Standing rules and By-laws committee

Lunch with special speaker Dan Miller- “Secrets of Millionaire Agents”

Platinum Sponsor presentation- Old Republic Home Warranty, American Home Shield

2012 State Orientation presented by Bobbie Nelson, 2011 WCR National President-Elect and Jamie Saltman, 2011 WCR CA President-Elect

Celebration of the 2011 WCR year with closing remarks by Sherri Souza

Opportunity drawing

Meeting adjourned at 5:30 p.m.

Respectfully Submitted,

Tammy Newland

2011 State Secretary