

## MINUTES

1. The meeting was called to order by President Al Michalovic at 9:34 am. This was followed by the Pledge of Allegiance to the Flag.
2. Roll Call:

Cheney, Marion (P)	Eames, Rachel (P)	O'Halloran, Dan (E)
Cushing, Ben (P)	Grella, Theresa (P)	Quackenbos, Bo (P)
Dorji, Pamela (P)	Griffin, Paul (P)	Smith, Andy (P)
Dumont, Barbara (P)	Guevin, Bonnie (P)	Truell, Mary (E)
Goodhue, Maxine (P)	Michalovic, Al (P)	
3. Secretary's Report – P. Griffin
  - a) It was **MOVED, SECONDED and VOTED** to approve the agenda as received.
  - b) It was **MOVED, SECONDED and VOTED** to approve the minutes of April 6, 2016, as mailed/distributed.
4. President's Report – A. Michalovic
  - a) Al updated the committee on the successful completion of the Real Estate Negotiation class that took place in April. It was well attended and all participants stated they enjoyed the class and learned a great deal.
  - b) Al noted that there was great turn out for the SRS classes. Both classes were well received. The membership were thrilled to have 12 credits for each class.
  - c) Al noted that the Green Symposium Task Force is meeting at NHAR tomorrow. There will be more to report at the next meeting.
  - d) Al reported that he had a meeting with the current Chair of the NH RPAC to get an overview of the operation procedures for the RPAC Trustees. Al found it very informative and appreciated his time.
  - e) Al also noted that he attended the Leadership Symposium and the first meeting of the Leadership Academy and he was humbled to participate in some of the work with the group.
  - f) Al noted that he spoke with MA and CT regarding the FBI coming to their states about specific fraud scams taking place across the country.
5. Executive Vice President's Report – P. Griffin
  - a) Paul encouraged all Executive Committee members who are signed up for Mid-Year to attend the NHAR events.
  - b) Paul reported that all but one of the local boards who had lingering non-member licensees who owe dues to NHAR has cooperated and all are in compliance.
6. President-Elect's Report – R. Eames
  - a) Rachel noted that she attended the RENE class and enjoyed her time at the class. She plans to attend the SRS class in June. Rachel would like to work with Adorna Carol to create a "generational" class for 2017.

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- b) Rachel updated the committee on Leadership Academy. Things are going smoothly and are being carried out as envisioned, which she finds exciting.
  - c) Rachel also noted that the raffle tickets for Installation and Leadership Academy graduation are being handed out and she's encouraging all to sell the tickets so they can participate in the event, as well as the auctions.
7. Treasurer's Report –Bo Quackenbos
- a) The April 2016 Financial Statements were reviewed.
  - b) The April 2016 Membership Reports were reviewed.
8. Committee Reports – A. Michalovic
- a) Communications – Dan O'Halloran – Dave reported in Dan's absence
    - 1. Dave noted that the last month and a half have been focused on the website subcommittee researching and finding a new vendor for a new web company. The vendor field has been narrowed down and will be presented to the full Communications Committee once a finalist has been chosen.
  - d) Legal – Andy Smith
    - 1. It was **MOVED, SECONDED** and **VOTED** to approve the changes in section 10 of the Purchase & Sales Agreement, as presented.
    - 2. Andy reported that the Professional Standards Workshop came in just under budget.
    - 3. Andy also reported on potential speakers and dates for the 2017 Professional Standards Workshop.
    - 4. Andy noted that there's a Mediation Training taking place on May 17 at NHAR. It's the fourth in a series of eight trainings.
  - c) Professional Development – Marion Cheney
    - 1. Marion noted that the Working Group leaders met with NHAR Staff to discuss progress of their planning of the Convention and other Professional Development programs. She's pleased that the Working Groups have had great success.
    - 2. Marion noted that there will be considerably more credits this year at the 2016 State Convention.
    - 3. Marion also noted that there will be more CIBOR classes at the 2016 Convention.
    - 4. Marion reported that there will be a Rookie panel at the convention this year discussing the challenges that new members/agents might be experiencing.
  - d) Public Policy – Mary Truell, Bob reported in Mary's absence
    - 1. Bob noted that HB1595 has now passed through House and Senate and signed into law. It will allow cooperating transactions from out of state agents on commercial transactions.
    - 2. Bob updated the committee on the discussion and debate regarding the short term rental bills. Of importance, one bill is moving quite quickly and has become more controversial than they expected, but they're hopeful to be involved in the discussion for language in the bill moving forward.
    - 3. Bob noted that HB1656 regarding the real estate transfer tax is having success in the Senate and it appears that they will also have good luck with the House.
    - 4. Bob noted that drones will be an issue to keep an eye on in the future.
    - 5. Bob reported that SB446 was vetoed, it was a bill that has to do with Home Inspectors. Public Policy Committee didn't take a position on the bill, but did monitor it.

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6. Bob also reported that NHAR is working with NAR under their directive, and have selected an FPC to become a liaison with insurance department at the state. The role would be to work with the insurance commissioner regarding flood insurance programs.
  7. Bob noted that Alan DeStefano will be doing an RPAC phone bank immediately following the meeting.
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9. Member Liaison Reports – R. Eames
    - a) Pam Dorji reported for Capitol Region, Seacoast Board, Contoocook Valley and NH CIBOR.
    - b) Barbara Dumont reported for Lakes Region, Strafford Board, North Country and White Mountain Boards.
    - c) Theresa Grella reported for Greater Manchester/Nashua, Monadnock, and GSSBR.
    - d) Ben Cushing reported for Greater Claremont, Sunapee Board and Upper Valley Boards.
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10. Adjournment
    - a) It was **MOVED, SECONDED and VOTED** to adjourn at 10:44 am

Submitted by:



Paul Griffin  
Executive Vice President/Secretary