

MINUTES

Risk Management Advocacy Group

Date: February 16, 2006

Omni Richmond Hotel

Richmond, Virginia

Presiding: Nancy Walker, CRB, 2006 Chair

In attendance: Nancy Walker, CRB, Doris Brammer, ABR, Darlene Brent, Rosanne Bunting, GRI, ABR, Don Carnesi, ABR, GRI, Lori Chapman, CRB, CRS, GRI, Clyde Cooper, Jr., ABR, CRS, GRI, Asif Kabani, GRI, Bud Kreh, ABR, CRB, CRS, GRI, Jeanette Newton, Chrys Robins, Pat Sury, CRS, GRI, Beth Wilson, CRS, GRI.

Others attending: Jesse Dennehy, Kit Hale, Linda Kinsman, Peggy Lynch, John Powell, Judy Savage and Melanie Thompson.

Members Absent: Georgina Bailey, Victoria Warren

Staff Liaison: Marc Lebowitz, CAE, Scottie Bosworth

Chairman Walker called the meeting to order. Minutes from the previous meeting were approved by motion.

Old Business:

Possession Language: RMAG discussed and revisions to paragraph 8 of the Residential Contract of the Purchase. It was Motioned, Seconded and Approved to maintain the possession language in the Form 600 as is until further notice. RMAG is not inclined to change the possession language at this time and will continue to discover the education of this subject.

New Business:

VAR Strategic Plan:

RMAG reviewed and committed the efforts of the group to the proposed Strategic Plan (see Page 2).

Adjourn.

Notes from RMAG Meeting on Strategic Plan Changes:

Goal A, Item 1, Action A, Tactic 2

Broadcast for six in 2006 and six in 2007.

Establish Workgroup #1 – Training on “Living the Code” (Darlene Brent and Rosanne Bunting)

Responsible for:

- Developing the format
- Production oversight
- Design and content
- Work with NAR
- Request \$
- Make something marketable
- Develop budget

Goal A, Item 1, Action B, Tactic 1

(Workgroup above will flow into this.)

Goal A, Item II, Action C, Tactics 1-6

Establish Workgroup #2 – Broker Tools

Janie Whitlow, Don Carnesi, Nancy Walker, Chrys Robins

Tactics 1-6

- Broker Training
- Embezzlement
- Employee Policy Manuals
- Escrow Accounts

Offer broker/agent training

“Broker Toolbox”

-Under trained brokers