

MINUTES

Risk Management Advocacy Group
Date: Wednesday, June 14, 2006
Virginia Association of REALTORS®
Glen Allen, VA

Presiding: Nancy Walker, CRB, 2006 Chair

In attendance: Nancy Walker, CRB, 2006 Chair, Doris Brammer, ABR, Darlene Brent, Clyde Cooper, Jr., Chrys Robins Gatewood, Asif Kabani, GRI, Bud Kreh, ABR, CRB, CRS, GRI, Jeanette Newton, Pat Sury, CRS, GRI, Beth Wilson, CRS, GRI.

Members Absent: Georgina Bailey, Rosanne Bunting, ABR, GRI, Donald Carnesi, ABR, GRI, Lori Chapman, CRB, CRS, GRI, Victoria Warren and Janie Whitlow.

Staff Liaison: Marc Lebowitz, CAE and Scottie Bosworth.

1. Approval of Minutes from the February 16, 2006 Meeting

The minutes from the February 16, 2006 meeting were approved.

2. Review of 2006 Programs

Marc Lebowitz reported that Product Sales are at budgeted levels. Professional Standards Enforcement activity has increased resulting in additional income from sanctions and processing fees.

3. Budget

Proposed 2007 programs were presented and “mapped” to Goals, Objectives, Actions and Tactics in the Strategic Plan.

Legal Hotline: It was Motioned, Seconded and Approved to recommend that the Policy Board accept the 2007 Legal Hotline Budget at Level 2.

Product Sales: It was Motioned, Seconded and Approved to recommend that the Policy Board accept the 2007 Product Sales Budget at Level 1.

Professional Standards Enforcement: It was Motioned, Seconded and Approved to recommend that the Policy Board accept the 2007 Professional Standards Enforcement Budget at Level 1.

Professional Standards Education: It was Motioned, Seconded and Approved to recommend that the Policy Board accept the 2007 Professional Standards Education Budget at Level 3.

Professional Standards Instructor Development: It was Motioned, Seconded and Approved to recommend that the Policy Board accept the 2007 Professional Standards Instructor Development Budget at Level 3.

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Risk Management Advocacy Group Support: It was Motioned, Seconded and Approved to recommend that the Policy Board accept the 2007 Risk Management Advocacy Group as presented.

Agent Road Show: It was Motioned, Seconded and Approved to recommend that the Policy Board approve this new program at Level 2.

4. Living the Code Report

Marc Lebowitz reported that the FitzMartin Agency presented the internal campaign that VAR is creating based on "Living the Code." The FitzMartin Agency proposed an interactive campaign to show members that "*if you live the Code, you'll sell more real estate.*"

5. Adjourn