



MINUTES

Policy Board
Tuesday, September 19, 2006
The Homestead
Hot Springs, Virginia

Presiding: Kit Hale, 2006 President

1. CALL TO ORDER

The meeting was called to order at 1:00 p.m. by 2006 President Kit Hale.
REALTOR® Angela Dougherty received an excused absence from this meeting.

PART 1 – Administrative Matters

2. CONSENT AGENDA ITEMS

It was MOVED, SECONDED AND VOTED to approve the Minutes of the July 13-14, 2006 meeting, and to file the financial statements for the period ending July 31, 2006 showing a surplus of \$670,525 subject to audit, as part of the Consent Agenda.

PART 2 - Strategic Issues

3. **Goal A: MEMBERS ADHERE TO HIGHEST LEVELS OF PROFESSIONALISM & ETHICS**

- a. I.a.2. Broadcast 12 hour-long seminars in 2006 on Living the Code.

Action taken: It was MOVED, SECONDED AND VOTED to adjust the deadline for completion of this project.

- b. II.k. Host web cast seminar on Do-Not-Call/Do-Not-Fax regulations and liability issues.

Action taken: It was MOVED, SECONDED AND VOTED to adjust the deadline for completion of this project.

- c. IV.A. Host high-caliber Association meetings and conventions.

Action taken: It was MOVED, SECONDED AND VOTED to hold the 2008 Convention at the Marriott Waterfront Hotel in Baltimore, Maryland.

MINUTES/POLICY BOARD

July 13-14, 2006

Page 2

7. Goal B: CONSUMERS LOOK TO REALTORS AS INVALUABLE TO THE TRANSACTION.

- a. I.c.2. Promote, via publications and courses, the profit potential in affordable housing as a business strategy.

Action taken: It was MOVED, SECONDED AND VOTED to adjust the deadline for completion of this project.

- b. II.a. Appoint WG to make recommendations about proper VAR role in NAR REALTOR® Image media campaign.

Action taken: It was MOVED, SECONDED AND VOTED to approve a request from the VAR REALTOR® Image Working Group for \$6,000 to assist local associations in their public relations efforts by providing a package of standardized image campaign materials.

Another request will be brought to the Policy Board by this work group at the next Policy Board meeting.

8. Goal C: REALTORS® AND THE REALTOR® ORGANIZATION ARE SEEN AS THE PRIMARY DRIVERS OF REAL ESTATE RELATED LEGISLATION, REGULATION, AND POLICY.

- a. C.1. Position VAR to be the most influential, effective organization in Virginia on real estate, property rights, housing opportunity and quality of life issues.

- Framework for Disclosure/Disclaimer Amendments –

Action taken: It was MOVED, SECONDED AND VOTED to accept the proposed draft legislation as presented by VAR Counsel Chip Dicks to the Real Estate Disclosure/Disclaimer Statute.

- 2007 Legislative Package

Action taken: It was MOVED, SECONDED AND VOTED to accept the proposed 2007 Legislative Package as presented.

- b. I.d. Appoint WG to make recommendations for expanding scope of VAR influence beyond General Assembly to include involvement and monitoring other regulatory and policy entities.

The following recommendations were brought to the Policy Board by the Political Advocacy Work Group:

- The Public Policy Department shall oversee the following groups:
 - REALTORS® Political Action Committee (RPAC Trustees)
 - Grassroots
 - Issues Mobilization

MINUTES/POLICY BOARD

July 13-14, 2006

Page 3

- Political Advocacy
- Legislative Advocacy
- Public Policy Advocacy Group (PPAG)
 - Bill Review Committee
- To better coordinate and structure the Public Policy aspect of VAR in order to build a 'political-influence machine' within the Commonwealth, the RPAC Trustee Chairman shall serve as an ex officio member of PPAG (just as the PPAG Chair serves as an ex officio member of the RPAC Trustees).
- To better coordinate legislative activities throughout the General Assembly, the Work Group recommends the formation of a Legislative Management Team as well as the restructuring of the current Bill Review Committee formation.
 - A Legislative Management Team shall be created to serve as a "rapid response mechanism to answer questions and address problems in the interim period between when the Bill Review Committee convenes" and would "facilitate regular discussion between the different arms of the Public Policy Department". This group shall be composed of the following: Virginia Association of REALTORS® President and President-elect; RPAC Chair and Vice Chair; PPAG Chair and Vice Chair. Additionally, the following staff members would be included: VAR CEO, VAR Director of Government Relations, VAR General Counsel and VAR Legislative Counsel.
 - The Bill Review Committee shall be composed of the Legislative Management Team and a set number of other members, not to exceed twenty, who are recommended by local associations or VAR Public Policy staff, and who have a proven knowledge of real estate related issues.
 - The PPAG Chair shall appoint these remaining members who are not previously named as part of the Legislative Management Team.
 - The Bill Review Committee shall be made a sub-committee of PPAG (as shown above).
 - The Bill Review Committee members shall serve staggered 1, 3, 5-year terms so that a continuity of members shall remain. The term specifics will be decided by PPAG.
 - A Grassroots Work Group shall be formed to focus on how to increase our grassroots effectiveness, using the Wisconsin example of enlisting homeowners as additional 'lobbyists' for the REALTOR® community, and instituting regular newsletters to those individuals to keep them updated.
 - Issues Mobilization recognition shall be raised across the REALTOR® local associations with increased communication concerning the available funds. This shall be done through mail, email, and pamphlets to be distributed at all appropriate events.

MINUTES/POLICY BOARD

July 13-14, 2006

Page 4

- The Work Group has also made recommendations in regard to VAR Standing Positions. A copy of these recommendations are attached to these Minutes.

Action taken: It was **MOVED AND SECONDED** to accept the recommendations of the Political Advocacy Work Group. Motion was **AMENDED** to refer the recommendations to the PPAG. Amendment was **DEFEATED**. Original motion to accept the recommendations of the Work Group was passed.

It was additionally **MOVED, SECONDED AND VOTED** to adopt the following vision statement for VAR – “VAR is the Voice for Homeownership and Community in Virginia – Today and Tomorrow”.

Part 3 - Other Business

- d. Adjournment

There being no further business, the meeting was adjourned.