



- 1. Please turn all cell phones and electronic handheld devices to vibrate.**
- 2. Governing Board members sit in front row. All observers sit in rows behind the Governing Board.**
- 3. Members of California State Network Governing Board include elected State Officers, including District Vice Presidents, State Liaison, 2023 Local Network Presidents & Standing Committee Chairs to include Finance and Budget, Leadership Identification, Credentials, Past President Advisory**
- 4. Observers are encouraged and welcome, however, only Governing Board members have the right to make motions and speak to the assembly when recognized by the Presiding Officer. (Observers who believe they have business requiring the Board's attention may bring it forward only through a willing Board member at the appropriate place on the agenda.)**
- 5. Members of the Governing Board will raise their hands to vote on motions brought before the body.**
- 6. Committee/Project Team Chairs shall turn in Sign-in Sheet, Minutes and Motion/Recommendation forms to the State First Vice President at the conclusion of the committee/project team meeting. Report on Action Items only or at the discretion of the Presiding Officer.**
- 7. Governing Board members who wish to speak should move to the standing microphone and state their name and Network and must be recognized by the Presiding Officer.**
- 8. Handling Motions and Discussions: a) All motions to come before the Governing Board must be written on the Motion/Recommendation Form; maker of the motion must deliver to the State First Vice President prior to making the motion.**  
**b) Once a motion is presented, members wishing to address the motion should move to the microphone, state their name, and if they are speaking for or against the motion.**  
**c) Members wishing to speak to the motion for a second time may only do so after all other members (who wish to) have had an opportunity to speak first. Due to time constraints and respect for others, please limit your discussions to one minute each. If your point had been previously stated, please do not restate.**
- 9. Timekeeper will display the yellow card 30 seconds before your time is up to finish your report and the red card when your time is up. Only with consent of the Board can speakers extend their time limit.**



**Sabrina:** Thank you, Barbara If there are no corrections.... they will stand approved. Thank you.

Credentials Report: Melo-De Savage, Credentials Chair, please come to the microphone to provide the credentials report. Thank you.

Minutes: Minutes of the October 10th, 2022 meeting were posted on the website and sent out to the Governing Board via email for review. Are there any additions or corrections at this time?

Hearing none,

“the minutes stand as read” OR “the minutes stand as corrected” – Not on the agenda – any minutes to review?

2022 Final Treasurer’s Report: Donelle DuFault, our 2023 State First Vice President, will provide us with the final 2022 Treasurer’s Report. “If there are no questions, the report will be filed.”

2023 Proposed Budget Report: Sher Heard, 2023 State Treasurer, will provide us with the 2023 Proposed Budget.

**Sher-** I so move to approve the 2023 budget

**Sabrina-** since this came out of committee we do not need a second

“Any Discussion”

**Sabrina** Governing Board members wishing to speak to the motion move to the microphone, state your name and governing board position, whether you’re for or against the motion. Please limit comments to one minute each.

“All in favor?. Opposed?....Motion carried.

2023 Membership Report: Taffy Maurer, 2023 State President-Elect, will provide the membership report. #1303 REALTOR® Members #211of Affiliate Members: Total # 1514  
86% ratio 465 dropping off

2023 Committee Chairs Approval: We have appointed the following committee chairs, vice chairs and members. The list has been posted on the State website and emailed to the Governing Board for review. “Could I have a motion to approve? Second?

any Discussion.....All in favor?.... All opposed.....Motion carries.

Committee Reports: Action Items Only As I call your name, please come up to the microphone

Sabrina- Sher Heard Finance and Budget

Sher I would like to call Taunee English Chair of the special task force that created the criteria for the \$2,000 National campaign funds voted on at fall governing board meeting.

Taunee Presents

Sher ----Donelle to provide motion. Then I so move

Finance and Budget – Sher Heard

Incert Motion

Credentials Kay Merg

Strategic Planning – Denise Mathis

Leadership Development and Identification – Kama Burton

Strategic Partners and Installation Sponsorships – Parisa Kinsey

Audit –

Expo – Jeanie Anderson

Recognition and Awards – Adrian Nagel

Member of the Year – Rosanna Garcia

Communications and social media – Savanna Hurst

Bobbie Nelson Pathway to Leadership – Beth Flure

State Meeting Planning – Briana Ramirez

Parliamentarian – Barbara Clemons

Sergeant at arms – Chuck Simmons

Website – Tammy LaSala

By Laws/Standing Rules – Lisa Garver

Incert motions

CAR Liaison – PJ Johnson

If a motion is made, Committee Chairs will give their committees' rationale.

Notes:

- we appreciate your input but this is not the right time...we will take note of that
- we need to bring this to a close
- the line officers will take this into consideration.

Adjourn

Governing Board

A few announcements before we head to break.

Leadership Incubator-

Cynthia Morrell

Savannah Hurst

Alecia Hull

Donya Morgan Douglas

Melody Carswell

Shahnaz Kafader

Christine Pini?

Amy Mincer?

10:30-10:33

AV add Ways and Means Slide

**Sabrina** Please -Welcome Halley Hardy our Ways and Means Chair for an update

*10:45-12:00 A/V Put breakout rooms*

Thank you Halley Please take a look at the screen to see your breakout room for your next session.

Agave Membership Directors

Bighorn Event Directors

Date Palm Treasurers

El Dorado First Vice Presidents

LM-Presidents and President Elects

**Patio with Eva Garcia**

Thank you so much for your time and attention we are now going to take a break then please head over to your break out rooms by 10:45. Please remember to sign in at your breakout session.

Lunch 12:00 -12:55

12:55-12:58 AV add Ways and Means Slide

Halley quick over view of raffles

AV add CAR Leadership slide

Sabrina- Welcome back please find your seats we have an amazing panel discussion you are not going to want to miss! Donelle Please introduce our powerhouse panelist and Moderator for this dynamic session!

**Donelle-** Earlier Sandra shared our vision statement -The Women's Council of REALTORS® is recognized as the voice for women in real estate, and the premier source for the development of leaders in the industry, organized real estate and beyond.

Well I think our vision is coming to fruition We have our first ever all women leadership team for CAR! They are not only phenomenal leaders they are all Women's Council members. Please welcome to the stage Heather Ozur

2023 CAR Treasurer, Melanie Barker 2023 Car President Elect and Our 2023 State President Jennifer Branchini.

Kama Burton our Leadership Identification chair and 2022 Graduate of the National Association of Realtors Leadership Academy will Be leading this powerful discussion on Women in leadership!

**Sabrina**-Thank you Jennifer, Melanie Heather and Kama! Please give these amazing leaders another round of applause!

*How would you like to spend some one -on -one time with one of these amazing leaders to pick their brains on leadership and business....Well guess what you can. Kama will be auctioning off the experience of a life time with these amazing leaders*

1:55 – 2:10 AV add CAR Leadership slides

*Kama- Auction*

- *Jennifer*
- *Melanie*
- *Heather*

*Sabrina We are going to take a quick break before we have our amazing speaker, trainer leader Lori Muller to the stage to talk to us about building great habits to success*

2:10-2:20 AV put up break slide

*Break*

2:20- 2:25 AV add Ways and Means Slide

**Taffy**-Welcome back from break now we will hear from Halley Hardy our Ways and Means Chair to spotlight another one of our amazing Networks



- Santa Cruz
- Greater Palm Springs

2:25-3:30 AV add Lori Slide

**Taffy**- Thank you Halley next I would like to bring Lori Muller to the stage but before I do let me share a few things about Lori  
Lori Muller loves to help things grow, whether that is people or the EXIT Realty brand. She knows a thing or two about what it takes to really facilitate that growth thanks to a sales career that started in the 1990's. Then she answered an ad in the newspaper to Travel the USA- Fun in the Sun and left Wisconsin to start a door-to-door sales career that molded her leadership style today. Her career in real estate has taken on every possible role over the last 20 years, and she has earned a cache of certifications to go with it. Lori chartered a network of the National Women's Council of REALTORS® to fill the need in her area for empowering and educating women in the real estate industry, eventually taking the helm of the organization as state president, regional vice president, and eventually she was elected to the National Executive Committee. As a John Maxwell-certified mentor, trainer, and coach, she learned that "I must pour into myself so that I can pour into others".

*In 2020, she was appointed Vice President of the U.S. Organization for EXIT Realty Corp.*

*International by Founder and Chairman, Steve Morris, a position that was created specifically to*

*reflect Lori's talents for internal growth. In just a year, she was appointed President and*

*promptly sold her brokerages to concentrate strictly on increasing EXIT Realty's footprint across*

*the United States, in particular, the growth and development of the agents and brokers, and*

*attracting new talent to a company she absolutely loves.*

*Lori plays a direct role in supporting, empowering, and nurturing others not only as an inspiring*

*and authentic leader, but as a mentor, giving them insight and bolstering their confidence to*

*believe in their own capabilities. It's an experience that keeps on giving back as Lori leads by*

*example when she states, "Invest in you so you can reinvest into others".*

*"Leadership is about listening to people. When you listen, it gives you the ability to impact people's lives, inspire them, and influence them to believe in themselves," she says, "That's what leadership truly is."*

*Lori's Presentation*

**Taffy-** *Thank you Lori that was amazing so many great takeaways we can incorporate in our business today!*

*Please welcome back to the stage Parisha to share more highlights and benefits from our Strategic partners*

*3:30-3:40 A/V Put up Parisha*

Partner Videos

WomanUP

Placer

Metro

*3:40-4:10A/V Put up District Breakouts*

Theresa as Sabrina stated yesterday your District Vice Presidents are here to serve you. Their primary responsibility is to ensure network success. You can expect them to attend your board meetings, help you with standing rules, budget, and business planning. They are there to help with conflict resolution, guide and mentor your networks to grow and bring exceptional member value. It truly takes a village to ensure no network is left behind. Please go to your assigned district break out room. You can find a list on the screen. Your District Vice Presidents will be sharing important information you will want to take back to your membership.

District One –Agave

District Two-Big Horn

District Three LM

*4:15- 4:30 AV add Certified networks*

Sabrina- Welcome back Theresa will acknowledge our 2022 Certified Networks

Theresa-to add her script

Sabrina-Thank you Theresa we are looking to have all our Networks Certified. I will now turn it over to Sher, Halley and the amazing Ways and Means Committee!

Ways and means Raffle

AV add next meeting date slide

Sabrina- a few announcements before we adjourn---our next meeting is in Sacramento XXXXXXXX registration and rooms will be open in two weeks please book early!  
Safe Travels home