



**We are a network of successful REALTORS® advancing women as business leaders in the industry and in the communities we serve.**

Governing Board Meeting, Thursday, October 12, 2023 Hagerty Center  
Chairman, Jennifer Gaston, President

Attendance: Jennifer Gaston, Kelly Price, Rebecca Clark, Aubrey Vandemark, Brandi Wolf, Clover Keys Roy, Carly Tunison, Mary Burgin, Teri Wolff, Kristin Hunt, Anna Courtade, Alex Eicher, Eric Senff, Renae Hansen, Carly Wentzloff

Call to order – Jennifer Gaston: 9:49 a.m.

Approval of Minutes for September 7, 2023 by Brandi wolf; Second by Carly Tunison

Approval of Agenda, October 12, 2023 by Kelly Price; Second by Brandi Wolf

### **Reports from Officers, Chairs and Project Teams**

#### **President's Report:** Jennifer Gaston

- Discuss November Luncheon: Dave Eisner, Brayton Farr/Cardinal Financial sponsors, charities, etc.; Brandi Wolf will assist in following up with him.
- State Event: Be Motivated Tuesday, October 24 9:00 to 4:30 Frankenmuth Brewery. State Board has opened registration to anyone who may be interested in joining the BOD.
- Northern Received our Network Certification! Opening registration to members who want involvement.
- Brain Trust was a huge success. We receive a multitude of ideas for great programming in 2024.
- Strategic Planning Meeting October 26 at Kelly Price's home. Printing costs: Brandi reported general expenses line item has \$500 miscellaneous expenses and \$197 for office supplies budgeted.
- Meet with on Oct. 30th TCGCC to discuss rooms and table placement. Large room will have seating and items for auction. Food will be in an adjacent room.

#### **President Elect:** Kelly Price

- Review of Fall meeting in Detroit: heard from great speakers. Would like to see next year's budget include MAR.
- Discuss Strat Plan: Oct 26 at Kelly Price's house. Start by 8:45-9am. Sponsors are in place for breakfast and lunch. 21 are currently registered.

#### **Treasurer Report, Budget & Finance:** Brandi Wolf

- Current Budget: \$2000 for sponsorship at Strategic Partner Appreciation. One to be collected still. Under budget on board travel. Over budget on general membership travel. Off balance on merchandise but items are ready for sale now. Items can be purchased online now. The merchandise project team has samples to display at today's luncheon. Renae Hansen created a document for inventory and sales. It is on the network google drive. Wild Apricot expenses increased \$300. Next year's budget should reflect this. Strategic Partner are due to re-enroll at this time which would produce \$14K on the line item. The enrollment nudge is going out. Bill Highway has \$3,200 in the account. Brandi Wolf does not have access. Abi Fraser will have access. There is a line item for tax preparation, insurance and legal fees. Adjusting that to what needs are should be considered. Paypal fees are also budgeted and we are over Next year needs to be increased by at least \$1,000.00. Recommending a separate line odor for special travel for incoming board members. Auditing is going

well with Gwyn Besner. We have \$315 in uncollected invoices. Recommend the network write these off as losses.

- Holiday Party: call to action for volunteers. A 'save the date' will need to go out. Carly Tunison will send out. Sponsorships for the Holiday Party: a letter will go out.

**First Vice President:** Aubrey Vandemark

- Minutes: no update

**Program Director:** Carly Tunison

- Update on Marketing needs for upcoming events: The nudge will go out via email and facebook. Carly is training Eric Senff. Carly Tunison will continue to do that slideshow but will need a fill in next year for some time.

**Membership Director: Chair:** Clover Keys Roy

- Membership Update: Clover Keys Roy will be working for Dakoske at ReMax starting immediately and is no longer a Strategic Partner with Golden Swan. She will be a Realtor Member. 96 Realtor Members. There may be additional. Mary Burgin needs admin access. Lisa Bradford, Realtor Member, attended Brain Trust and switched to our network. Strategic Partners are at 90. 186 total members.

**Committee Reports:**

**Other Committees:**

- Swag Fundraiser starts today and runs until Oct. 29: the network will make \$5 per item sold. There are a lot of great selections for their online store. A QR code will be on every table. A couple pushes per week should go out. They will be set up at weekly tours as well. Carly Tunison and Anna Courtade will market this.
- The holiday party needs volunteers.

**Unfinished Business/New Business**

- Kristen Hunt: suggested raising prices for Strategic Partners when Realtor Members go up.

**Adjourned:** Next Board Meeting to be November 9, 2023, 9:45 Hagerty Center