

Spokane Attendees at WR Spring Business Conference

April 12-14, 2017

SAR WR Directors

Michael Baker
Patti Boyd
Joe Garst
Steve Hagen
Eric Johnson
Nancy Jones
Jack Kestell
Gina Mosey
Ken Sax
Jennifer Valerien

Other Attendees

Marilyn Amato, Regional VP
Marianne Bornhoft, NAR Director
Jodie Carpine, WCR State President
Dave Crosby, VP-elect Association Operations
Mike Crowley, Professional Standards Committee
Cynthia Gustafson, RPAC Trustee
Tom Hormel, NAR Director
Jeannette Karis, Alternate for Terry Sullivan (past WR President)
Tom LaLone, Legislative Steering & Finance Committees
Abbey Parsons, SAR YPN President

SAR Highlights (in addition to the WR Synopsis)

Finance: WR 2017 financials are on track with budget. Budget planning for 2018 has started. New WR building in the works: If you would like to be a part of the new building there are opportunities starting at \$250 to have your name on the Living Wall.

Legislative Steering: Talk on www.FixHirst.com is picking up. Rumor is capital gains tax bill will not pass. The bill fixing the independent contractor status passed both the House and Senate and to be signed by the Governor.

Awards Luncheon: Blessings Under the Bridge won Citizen of the Year out of many worthy applicants from around the state. We were so excited to surprise them with this honor.

Diversity: Very interesting meeting and presentation by Archway Consultants on why plan for diversity and how to implement specific plans for broker, owners and associations.

Regional Roundtables: Everyone in Eastern WA is suffering from low inventory except Okanogan/Oroville. Seems to be steady membership growth over the region.

Membership: WR retention of new brokers 78.3% after 1 year, but drops to 35.3% after 5 years. Working on better communication to the members on WR benefits.

Candidate Forum Luncheon: Steve Hagen gave a great speech (despite being sick). He won the election and is now VP-elect of Membership for 2018.

Professional Standards: There is an Ombudsman program available for broker and clients to assist in resolving "issues" prior to going to arbitration. WR wants to focus and getting word out. California has been in a pilot program where they post pictures and violations of repeat Code of Ethics offenders. It seems to be working in their area, and there was some discussion about exploring this for Washington.

Operations: Electronic voting was implemented this year. It went very smoothly and was well received.

Executive Committee: Motions to fund YPN member going to National YPN leadership summit.