

# 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](http://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.