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A regular Board of Directors meeting was held Wednesday, December 1, 2021, at the Pagosa Springs Area Association of Realtors Office.

Present at the meeting: Mike Heraty, Heather Simpson, Grace Golden, Linette Nye Schmidt, Brittany Hathorn, Barbara Swindlehurst, Blue Pitcher, Melissa Swearngin.

Guests: Lauri Heraty with Brie Aljets via Zoom

The meeting was called to order at 09:01 am.

Presentation from Guest Brie Aljets via Zoom to discuss a new broker training program. Three sessions, each session is 2 hours long. \$300 per person - could do \$250 per person if there are more than ten students. Can be held virtual or in person.

- I. Secretary's Report: Approval of the October meeting minutes as presented. Brittany made a motion to approve the minutes. Grace seconded. Motion passed unanimously.
- II. Treasurer's Report: Approval of the October Financials as presented. Blue made a motion to approve the minutes. Brittany seconded. Motion passed unanimously.
- III. President's Report: CAR Fall Forum is valuable, be sure to make plans to attend. The Spring Summit is at the end of April and the Fall Conference is typically in either September or October and encouraged all to attend.
- IV. New Business / Upcoming Events: Membership update by Melissa S. Moved by Grace to approve the membership update as presented, seconded by Brittany. Passed unanimously.

Grace presented information about Public Relations options for improving the Realtor image in the community. Ideas were discussed and included, attending Real Estate Day on Capitol Hill. Host a trade show to include electricians, appraisers, mortgage lenders, etc. Provide education opportunities for agents and give better opportunities to the members as a board. Attend ribbon cuttings, participate in Loaves & Fishes, library project, mingle events. Also discussed how COVID has impacted the ability to get together and have good public relations with the community and camaraderie with

other Realtors in the area. Task force creation was discussed, it would focus on public relations.

2022 Contracts class, Melissa will be promoting that. It is December 14th from 9-4 at the Community Center. Same class will also be held at the Carnegie Library in Monte Vista December 16th. John Gilliam will teach the classes.

Bucks for Bikes - There's \$2000 budget for Bucks for Bikes, Veronica discussed getting a discount on them from Walmart. Will be purchasing bikes and helmets.

V. Committee Reports

- RPAC – Veronica gave RPAC report. Work on raising more RPAC money, but PSAAR will meet the goals. Encourage everyone to donate to RPAC. There will be a lunch & learn in January for RPAC.
- CREN – Lauri Heraty gave report. CREN quarterly meeting was held, lots of regular business and financials discussed. Reviewed NAR violations, there were twenty-two violations. Expect to see education rolling out to prevent further violations.
- Tourism Board – Lauri Heraty gave report. Pagosa Springs took 50% of the tourism budget from the Tourism Board to give it to housing. Also requested that if there are any clients that are having problems with Short Term Permits, have them email the County Commissioners with those problems.
- Government Affairs Committee Update – No further updates not already discussed in the meeting.

VI. Meeting was adjourned at 10:45 am. Next meeting will be January 5, 2022, at the PSAAR Office.