



Mid-Atlantic Brokers Council Meeting

Thursday, June 22, 2017

CALL TO ORDER - Simple Truths Video: Pulling Together

THANK YOU'S & INTRODUCTIONS:

TREASURER'S REPORT – May 31, 2016 – Balance \$26,549 *See Insert

Residuals: 6/2016-5/2017: DE=\$42,662 * MD/DC=\$2,539,975 * PA=\$221,141 * WV=\$49,670

Region: LTM= \$2,853,449 TTD=\$22,979,067

RDF 5/2017: DE=\$12,987 * MD/DC= \$61,529, * PA=\$61,673 * WV=\$8,383 **Total= \$144,572 Committed=\$54,662**

2017: Collected=\$65,075 vs Paid=\$70,206; DE/DC/MD/WV \$58,638 vs \$57,491; PA \$6,437 vs \$12,715

COMMITTEE REPORTS

EDUCATION - Bernadette Cole, Chair

- *The CE Shop Pre-Licensing on our web site*
- *Key Yessaad - #8WeekSuccess Training, Aug 11, Clinton*
- *Dias Real Estate Academy, Tina Hyatt*

MARKETING AND PUBLIC RELATIONS - Tina Hyatt, Chair

- *Billboards – results from Shared boards; I-95 permanent*

EXIT REGIONAL REPORT- Carol McDaniel

- *Awards and Recognition*
- **ANNUAL AGENT AWARDS & BROKER DAY, Baltimore, Horseshoe Casino**
 - *Vendors Needed- contact Megan at megan@exitmid-atlantic.com , 410-287-9001*
- *Shoptok*
- *Contest -Submit to Newsletter*
- *Giving Back - Susan Fleming*

Balance 12/31/2016			\$17,479.63
Dues		\$15,982.50	
AlignMark	\$2,000.00		
Council Meeting	\$0.00		
Awards	\$0.00		
Training:Aanthony	\$1,944.89		
Training:PerProfile	\$2,968.51	\$6,913.40	\$9,069.10
Balance 05/31/2017			\$26,548.73

CALENDAR-

- *Mon-Tue, Jul 10-11 AMBASSADOR TRAINING, Holiday Inn Express, Kent Island*
- *Wed, Jul 12 Rick O'Neil TBD*
- *Thu-Fri, Jul 13-14 AMBASSADOR TRAINING, EXIT Results Realty, Elkridge*
- *Wed, Sep 6 BROKER DAY, Holiday Inn Express Baltimore at the Stadiums*
- *Thu, Sep 7 AGENT AWARDS, Horseshoe Casino, Baltimore*
- *Mon-Wed, Sep 11-13 MD REALTORS Rockfest with Xplode Mon & Tue morning*
- *Tue-Thu, Sep 12-14 Judy LaDeur, Results in Hiring, Atlanta, GA*
- *Tue-Fri, Oct 24th-27th EXIT 21st Annual Business Conference, Gaylord Texan, Dallas*
- *Mon-Fri, Dec 11-15 Broker Owner Training Mon-Fri, Aug 21st-25th (FULL)*

OPEN FORUM REQUESTS

GUESTS

- *Bob McKinnon "Realtors as Leaders"*
- *Nick Libert, EXIT Strategy Realty, Chicago, IL (3 offices)*
- *Rick O'Neil, VP EXIT NY, Ambassador Trainer*
- *Key Yessaad, Internet Strategist, Live/Interactive Training*
- *Zillow Group, Tyler Robertson, Manager Enterprise Sales & Kelly McCauley*
- *Tony Love, Master Trainer, Buffini & Company (Webinar)- Categorizing Agents*
- *Scott Forbes, EXIT Realty Florida; Steve Forbes, EXIT King Realty, Venice FL (3 offices)*

ADJOURN - * Next Meeting: Wednesday, September 6, 2017 *****

Meeting Minutes Broker Council – June 22, 2017

***See attached Agenda for the Financial/Treasurer's Report, Calendar of Events, etc.

Those in attendance: Rick McDaniel, Carol McDaniel, John Steffey, Major Boyd, Elaine Marsicano, Megan Gaskill, Bob McKinnon, Nick Libert, Scott Forbes, Steve Forbes, Rick O'Neil, Key Yessaad, Tyler Robertson, Kelly McCauley, Connie Stommel, Tom Stommel, Mary Eldridge, Craig Strobel, Michele Bilow, Jonathan Rundlett, Ed Haraway, Vernada Williams, Melvin Yates + son, Debbie Houck, Bernadette Cole + father, husband, and daughter, Cindy Woodard, Bernie Flax, Vincent Ekuban, Jim Hyatt, Tina Hyatt, Carlos Lancaster, Corey Lancaster, Marian Duvall, Ron Duvall, Saul Kloper, Olga Kloper, and 7 Prospects.

Notes from the Education Reports:

Bernadette Cole- Committee Chairperson

1. Key Yessaad 8 Week Success Training are well attended.
 - a. Next Training Program starts August 11 at EXIT Landmark in Clinton, MD
2. Michael Hellickson Training
 - a. Want to bring him back
 - b. Possible to Host a group of brokers for training (temporarily FREE!)

Tina Hyatt- Committee Chairperson

1. Maria Diaz offering Licensing and Pre-licensing Classes in the Fall at the EXIT Results Office
 - a. Free Test Prep Review Classes
 - b. CE Classes
 - c. Can approve Broker Outlines for classes through her school

Notes from the Marketing Committee:

1. New Billboard effective- 4 Agent calls in the first 3 weeks up

Notes from Regional Reports:

1. Vendors needed for the Annual Agent Awards being held at the Baltimore Horseshoe Casino on September 7, 2017
 - Contact Carol McDaniel at Carol@ExitDE.com, 302-377-4042
2. Shoptok Press Releases – Please submit at least 1 press release monthly
3. Veterans and their Pets
 - Harold and Daisy, a veteran and his dog riding cross country to spread the word about the need for Veterans pets being supported while the Veteran get the assistance needed, came up to Maryland as part of their Tour De PACLANTIC.

- You can follow Harold and Daisy's journey through google+ or Facebook by searching the group Tour De PACLANTIC.
- Please support them and donate at FundRazr.com/veteransandtheirpets

Guest Speakers included were:

- Bob McKinnon – Leadership
- Rick O'Neil – Ambassador Training
- Nick Libert – Social Media Success
- Key Yessaad – 8 Week Success Training
- Tyler Robertson – Zillow Update
- Tony Love – Webcam for Brian Buffini