

Georgia Upstate Lakes Board of REALTORS

P. O. BOX 970, HARTWELL, GA. 30643

Brooks Moorhead, President
Tom Miller, Vice President
Barbara Payne, Treasurer
Shelley Phillips, Secretary
Jill Botos, Franklin Director
Betty Powell, Hart Director
Angie Phangan, Stephens Director
BJ Alexander, Director at Large
Maralee Ray, Director at Large
Sheryl Mayo, Director at Large
Michele Dipert, Board A.E.

Board of Directors : Meeting Minutes- December 8, 2015

I. Call to order

Brooks Moorhead called to order the scheduled meeting of the Georgia Upstate Lakes Board of REALTORS at 10:05 a.m. on December 8, 2015 at Lavonia Depot in Lavonia, Georgia.

II. Roll call

Quorum present with the following board of director members & upcoming 2016 members were present; Brooks Moorhead, Barbara Payne, Betty Powell, Shelley Phillips, Board A.E., Michele Dipert, Tom Miller, Jill Botos, Maralee Ray, Laury Gardner, Melissa Smith & Dykes Dalrymple. Not present Donna Bennett, BJ Alexander, Angie Phagan or Sheryl Mayo

III. Approval of minutes from last meeting

November's meeting minutes was emailed to all board of directors prior to meeting. These minutes were voted on and approved.

IV. Finance / Treasurer's Report

Barbara submitted the treasurers report for November. Account balance as of November 30, 2015 is \$15,834.91. Treasurers' report was voted and approved. Barbara also shared the 2016 proposed budget.

V. Committee Updates

1. Melissa Smith arranged for all 2016 GULBOR Membership meetings will be held at the Holiday Inn or the Hampton Inn in Lavonia.
2. Jan.13 Strategic Planning work session from 10-4 at Holiday Inn in Lavonia, GAR's CEO – Deb Junkin with facilitate
3. Next General Membership meeting will be Feb 18. & Sponsored by Oconee Federal.

VI. AE's Report

1. Brooks and Michele will work on the 2016 Distinguished Service Award nomination. Deadline is December 20, 2015
2. 2016 GAR Inaugural & Legislative Conference & Expo will be in Atlanta on February 8-11, 2016. Location: Hyatt Regency Atlanta.

VII. New Business

1. Discussion regarding purchasing easy to use Accounting Software for Michele to use.
2. The board raised \$512 in gift cards and cash from the holiday lunch in November. This was split between Toys for Tots, Habitat for Humanity (3 locations), Dolly Parton's Imagination Library (3 locations) & Food Bank of Northeast Georgia.

3. Motioned made and approved to add the following to the Circle of Excellence award calculation regarding teams: Agents who are practicing as a part of a team that is recognized by their broker can choose to submit sales volume for the team or for the

individuals. If sales are reported individually, then the sales price of the property will be divided by the same ratio that the gross commission income is split. (For Example; if selling agent assist a buyer on a purchase of a \$100,000 property and splits the commission with the team lead, the \$50,000 selling side volume would be split \$25,000 to the selling agent and \$25,000 to the team lead.) Brokers will be responsible for correct calculations and will need to approve all team submissions as they do for individual agents.

4. Next BOD Meeting will be held at Holiday Inn on Jan 13, 2016, 10am.
5. Adjournment: Meeting adjourned at 10:49 am.

Minutes submitted by: Shelley Phillips, Secretary.