MINUTES
Meeting of the RANM Board of Directors
August 26, 2015
Inn of the Mountain Gods (Ruidoso)
2:30 p.m. – 4:30 p.m.

Members Present:  Baryalai (Baro) Shalizi, President; Pat Fell, President-Elect; Victoria Murphy, Treasurer; Paul Romero, Northeast District Vice President; Ben Lyons, Northwest District Vice President; Julie Greenwood, Central District Vice President; Wes Graham, Southeast District Vice President; Michelle Martin, Southwest District Vice President; Cathy Colvin, NAR Director; Connie Hettinga, NAR Director; John Kynor, NAR Director; Karla Benefield; Carol Bernstein; Paul C. Billingham; Barbara Blackwell; Julie Blair; Gary Bobolsky; Elizabeth Cale; Stephanie Chapman; Frank Dailey; Karin H. Davidson; Colleen A. Dearing; Gina M. Dion; Jean Duran; Patricia Fell, Sherry L. Fowler; Tom Franchini; Dawne Armstrong – Alternate for Tammy Goodman; Carl Grending; Marc Guggino; Rosie Harmon; Billie Haynie; Hubert H. Hill; Cindy A. Hollabaugh; Lela Holmes; Amy Hummer; Mike D. Julian; Linda Lundy; Victoria S. Markley; Donald Martinelli; Steve Murtha; Diane Bergman-Alternate for Esther R. Purkey; Richard Randals; Wendy J. Rhoades; Debbie Rogers; Mary M. Romero; James M. Russ; Lois Sury-Alternate for Caroline D. Russell; Jon Schnoor; Joseph E. Schumerth; Teri Scott; Micki G. Shillito; Cindy C. Shoobridge; Jeanette Stevenson; Judy Wilson.

Member(s) Absent:  Katharine Duke (excused); Tammy Goodman (excused); Sandylee A. Pasquale (excused); Melissa Pippin-Carson (unexcused); Esther R. Purkey, (excused); Caroline Russell (excused).

RANM Staff:  Steven M. Anaya, RANM CEO; Ashley Strauss-Martin, RANM General Counsel; Barbara Arnal, Accounting Manager; David Oakley, Government Affairs Director; Diane Moehlenbrink, Communications, Event and Marketing Director; Megan McFarlane, Membership Director; Eva C. Maestas, Recording Secretary.

Guest(s):  Linda Rheinberger, Region XI Vice President; JoAnne Poole, NAR Candidate 2017 First Vice President; Cliff Stroud, NM Real Estate Commission President; Bill Davis, RPAC Chair; Todd Clarke, Building PAG Chair; Marietta Gomez; Pam Willis; Gretchen Koether; Beverly Hilton; Veronica Bustamante; Connie Carrico; Dawn Chadwell; Rick Thom; Paul Anderson; Ginny Longbotham; Geri Myers Beel; Nancy Ullery; Wayne R. Ullery; Rosa Martinez; Marti Han Perry; Paco Arguello; Priscilla Reyes; Amy L. Horowitz; Jeanne Schnoor; Doris Nurenberg; Kathy Faubion; Kurstin Johnson; Dan Coleman; Sherri Miller; Alice Tozer; Helen M. Milligan; Don W. Milligan; Steven Rodolinski; Dario Gonzales; Jimmy Montoya; Lamia T. Faruki; Diane Stearley; Danny Wm. Vigil; Cosette Casciani-Eaton; Cindy Boylan; Scott Dean; Ruth E. Wise; Sharon Hicks; Ardy Hafer; Patricia Pipkin; Frances Boggess; Tim Henderson; Theresa Ramos; Joe Szklarz; Steve Cordova; Janice Strand; Michael Bustamante; Sara Stephenson; Jennifer Guode; Deborah Thomas; Lynn Graves; Sonya Roberts; Leslie A. Fincher; Linda Michaud; Beth Crabbe; Jenny Reed; Laurie Pankey; Eloise Gift; Cathy M. Olson; Buddy Romero; Gary Mulryan; Rose Hanson; Nance Bouchier; Dianna Tones Archibeque; Harriett J. Taylor; Maria Morales; Kim Clark; George Torres; Tonya Bush; Deanna Coulter; Cornelia Schloss; Paul Wilson; Janice McCrery; Marketta Damonte; Leslie Gardea.
I. CALL TO ORDER AND WELCOME

A. Baro Shalizi, RANM President brought the meeting to order at 2:53 p.m.

II. Pledge of Allegiance – Dawne Armstrong

III. ESTABLISH QUORUM

A. Steve Anaya, RANM CEO, established the RANM Board of Directors had a quorum.

IV. APPROVAL OF AGENDA

A. Baro Shalizi, RANM President, presented the RANM Board of Directors agenda.

Action: Motion was made and seconded to move the Building PAG presentation to the end of the agenda. Motion Carried.

V. APPROVAL OF THE CONSENT AGENDA

A. Baro Shalizi, RANM President presented the Consent Agenda for approval.

Action: Consent Agenda stands as presented.

VI. REPORTS AND INFORMATIONAL ITEMS

A. A New Mexico Real Estate Commission update was presented by Cliff Stroud, NMREC President.
B. NAR/Region XI Update was presented by Linda Rheinberger, Region XI Vice President.
C. RANM President, Baro Shalizi
   • A summary of the Executive Committee actions are in the BOD packets.
   • Core Standards all 19 local boards are certified by NAR. Thank you to Diane Moehlenbrink and Steve Anaya, CEO.
   • The RANM audit was done by Hinkle and Landers, and it was unmodified which means RANM had no problems.
   • The Community Outreach Project is to work with homeless Veterans and we are working with the Veterans Integrated Services. During the RANM on the Road we raised $5,000, and the main thrust will be October and November when they have their Stand Down Events.
   • Calls to action, we hit our 20% goal; kudos to Debbie Rogers, David Oakeley and all of those that worked diligently to make this happen, it is the first time to reach the goal.
• Where we are lacking a little bit is in RPAC participation, we are at 31% we need to get to 37%, that is about 380 members that need to give at least $15.00 each. I am confident we will meet this goal.

• Normally we announce the NAR committee appointments at the Fall Conference so everyone is recognized. We don’t have the NAR committee appointments since we had the fall Conference a little earlier. I would like to recognize Wes Graham who was appointed as Chair of the RPAC Trustee Federal Disbursement Committee which also makes him Chair of the Federal Individual Expenditures Advisory Board. I would also like to recognize Pat Pipkin she has been appointed as Chair in Resort and Second Home Real Estate Committee.

• Connie Hettinga, has been appointed Vice Chair for Land Use Committee and is also now a member of the Insurance Committee. I am humbled and honored to be asked by Bill Brown to sit on the Extended Leadership Committee for 2017.

• The Legislative Committee as you know has full agenda. One of the things they want to move forward is a constitutional amendment to prohibit transfer taxes.

• RANM strategic plan, in the August issue of Real Estate, Dermot Buffini, states in his article “Making Strategy Work”; “in essence effective strategy is recognizing the difficulties facing a business and then formulating a coherent and resolute approach to overcome these. To be truly successful a strategy must be under pinned by passionate and committed implantation. Above all, a strategy success or failure relies on action. It is inconvenient, truth that it is easier to make a strategy than it is to make a strategy work. We all know that change is not easy and often it is met with resistance.

• Moving strategic plan forward at times has been easy and at times difficult. Those policies that were relatively easy to implement; the Executive Committee has already voted on. They were noticed to the RANM BOD by email and receiving no objections they have already been implemented. Among those policies was the REALTOR® of Year recommendations to provide a stipend up to $1500 for the ROTY to attend the NAR annual Conference and be up on stage and get recognized. In addition, it was approved to provide up to $500 to cover the cost for family to attend the ROTY dinner. The Leadership PAG recommended and improved and streamlined program under a new name REALTOR® Growth and Involvement. The program is intended not only to build leadership within both local and state association but to grow more involved volunteers. That too has passed. The Member Services PAG has served for three years and this year has been made into a committee and will continue to bring us new products and services that will help our membership. Those PAGs whose recommendations were more complex, and have a far-reaching impact on RANM and on the membership I bring to you today, so the board can participate and make the decision. You have already heard the building PAG presentation and that has gone away because based on the research and information we received it didn’t seem to be the right thing to do at this time. Doing these things sometimes requires making hard choices; it
means having the ability to think outside the box, it requires an open-minded
deliberation and it must be looked at with RANM’s perspective and not those of
the local board. It must be taken into consideration the long term benefits have
on the association and the membership, even though the short-term may be
stressful.

D. RPAC Report was presented by Bill Davis, RPAC Chair
E. The Benevolent Fund Report was included in the RANM Board of Directors Packet.
F. Jo Ann Poole, Region III, Maryland – NAR Candidate for 2017 First Vice President
gave a short presentation.

VII. CREDENTIALS – Cathy Colvin, Committee Chair
A. Cathy Colvin, Committee Chair presented the following uncontested
candidates Victoria Murphy- President-Elect; Connie Hettinga-Treasurer; Bill
Davis –Southeast District Vice President; and Ben Lyons-Northwest District
Vice President.

Action: A motion was made and seconded to confirm the election of the
uncontested candidates. Motion Carried.

B. Confirmation of 2015 President-Elect Pat Fell as 2016 President.

Action: A motion was made and seconded to confirm Pat Fell as 2016 President.
Motion Carried.

VIII. APPROVAL OF CHECK SIGNING RESOLUTIONS
A. “Be it resolved, that effective January 1, 2016, the following individuals are
authorized to sign checks issued by RANM: 2016 President Pat Fell; 2016
President-Elect, Victoria Murphy; 2016 Treasurer, Connie Hettinga and M.
Steven Anaya, Chief Executive Officer and Corporate Secretary.

Action: A motion was made and seconded to approve the January 1, 2016 check
signing resolution. Motion Carried.

IX. ELECTION OF TWO (2) DIRECTORS FOR NEW MEXICO MLS
A. Report of the New Mexico MLS Nominating Committee presented by Baro
Shalizi, RANM President.

Action: A motion was made and seconded to accept Micki Shillito as NM MLS
Director. Motion Carried.

X. ELECTION OF THREE (3) TRUSTEES FOR STANLEY H. MATHIS
FOUNDATION.
A. Report of Stanley H. Mathis Foundation Nominating Committee was presented by Baro Shalizi, RANM President.

Eloise Gift, Albuquerque, Lois Sury, Santa Fe, and Marketta Damonte, Albuquerque were nominated from the floor.

Number of votes cast 143
Corby Cummins 50
Eloise Gift 39
Lois Sury 22
Marketta Damonte 30
Paul Wilson 1
Invalid Vote 1

Corby Cummins, Roswell, Eloise Gift, Albuquerque and Marketta Damonte, Albuquerque were elected as Stanley H. Mathis Foundation Trustees.

XI. BUDGET AND FINANCE – 2016 PROPOSED BUDGET REVISIONS

A. The Proposed 2016 Budget revisions and dues schedule were presented by Victoria Murphy, RANM Treasurer with a correction to affiliate member fee to dues and NAR fee and dues.

Action: A motion was made to accept the proposed 2016 Budget revisions and dues schedule as corrected. Motion Carries

XII. TRANSFER TAX

A. Constitutional amendment to ban Transfer Taxes presented by Steve Anaya, RANM CEO, and Julienne Uhlich, NAR Campaign Services Manager, and Sarah Stevenson, Vice President of American Strategies, Iowa.

No action taken

XIII. COMMITTEE ACTION REQUESTS:

A. Bylaws
RANM Operating and Fiscal Policy Proposed Amendments
1. Forms Policy

Action: A motion was made and seconded to accept the Forms PAG recommendations with the change on page 31 of BOD packet, Item 2. to Include and RANM members. Motion Failed
11 For
40 Against
2. Introduction to RANM Operating & Fiscal Policies was presented by Ashley Strauss-Martin, RANM General Attorney.

**Action:** A motion was made and seconded to accept the Introduction to RANM Operating Policies as presented. Motion Carried.

3. Credential/Requirements for Officer Candidates

**Action:** A motion was made and seconded to approve the Credentials/Requirements for Officers. Motion Carried.

**XIV. NEW MEXICO MLS BYLAWS/RULES AND REGULATIONS AMENDMENTS**

1. Bylaws/Rules and Regulation amendments were presented by Juliana Dooley, NM MLS President.

**Action:** A motion was made and seconded to accept the NM MLS Bylaws/Rules and Regulations as presented. Motion Carried.

**XV. BUILDING PAG REPORT**

A. Building PAG Report was presented by Todd Clarke, Building PAG Chair.

No Action was taken.

**XV. ADJOURNMENT** – Baro Shalizi, RANM President

**Action:** A motion was made and seconded to adjourn. Motion Carried. Meeting adjourned at 5:38 p.m.