

MINUTES
CAAR Broker Council Meeting
Fri., March 10, 2023
11:30 a.m. – 12:30 p.m.
Hillsdale Conference Center

In Attendance: Rives Bailey, Keith Davis, Michael Guthrie (Vice Chair), Jim Faulconer, Percy Montague, Tom Pace, Katie Tyree (Chair). Excused: Quinton Beckham, Patrick Burns, Sasha Tripp.
Guest: President S. Lisa Herndon. Staff: Abby Tammen, Teresa Kirkhart (virtual).

Chair Tyree welcomed the Council members and Staff reviewed the Antitrust Statement.

CAAR Update

President S. Lisa Herndon and President-Elect Anne Burroughs made many media appearances to have the CAAR Q4 2022 market report promoted throughout the Greater Charlottesville area.

Important information about the upcoming lockbox conversion process will be updated throughout the summer. You can reference the Single Sign On (SSO) dashboard's "Lockbox Conversion" icon to see the latest information about the process. President Herndon offered to attend any office sales meeting to update the members on this process and about the participation from members in the decision-making process.

The Council reviewed the CAAR Strategic Plan and learned that all of the groups will be updating the document as they identify their projects for the new year. CAAR is incorporating diversity, equity, and inclusion in all aspects of the Association.

CEO Update

Staffer Teresa Kirkhart was thanked for serving as the primary staff liaison for the Broker Council.

The CAAR Foundation is working with a consultant to finalize a Strategic Plan by April 2023. From there, the Board Chair, Tammy Wilt, and Vice Chair, Greg Slater, will lead the group in the identified area of community support and fundraising. The Foundation will also be hiring a dedicated staff member to lead the organization.

Open Forum

Vice Chair Guthrie led a discussion about the purpose of the Broker Council and their role in leading the Broker Forums. The Council confirmed that local attorneys should be invited to speak about what they are seeing in the community since the 2022 Bureau of Insurance letter related to closings and disbursements. The Council agreed that the other topics identified as education following the forums were good topics for our community. One Council member noted that it might be helpful for our agents to learn more about commercial real estate through the introductory course offered by CCIM. Staff indicated they would take that request to the Commercial Council for their discussion and implementation.

Adjourn

Chair Tyree reviewed the dates of the upcoming Broker Council meetings and important association events. The meeting adjourned at 12:27 p.m.

Respectfully submitted, Teresa Kirkhart, Staff Liaison