

**MINUTES**  
Charlottesville Area Association of REALTORS®  
**Professional Development Group**  
**Monday, February 23, 2026**  
**9:30 – 10:30 a.m. Hillsdale Conference Center**

**Attendance**

**Present:** Marcella Johnson, Michele Kibler, (V. CH), Melissa Moody, (CH), Janice O'Hara, (BOD), Ivy Haines (BOD) Lourdes Rojas Morales, Tara Savage, Jamie Yowell, Staff: Teresa Kirkhart,

**Not Present:** (BOD) Anita Dunbar

**Welcome & Call to Order**

Chair, Melissa Moody called the meeting to order at 9:35 and Vice Chair, Michele Kibler reviewed the CAAR Antitrust

**Minutes**

The minutes from the Monday, September 22nd meeting were approved as presented.

**Old Business**

- a. 2026 Schedule Overview: Reviewed the 2026 proposed schedule.
- b. Steve Black – Ai & Social Media Masterclass. 1.5 hour class w/o CE credit. Motion to not offer Steve Black's class but to find another instructor to meet the needs of CAAR. Motion seconded.
- c. Marie Westbrook – Marie Westbrook from Inspire Concepts has requested to provide an update on the Crozet Park Board to keep local realtors informed on renovation and expansion of the facility. A motion was made to add Marie to the currently scheduled L&L in May on this topic after confirming with the current speakers that they are okay with the addition. Motion seconded.

**New Business**

- a. Volunteer Mandatory Training & Documentation –Reminder to complete the mandatory training and send it to Ali@Caar.com.
  - b. Strategic Plan: Reviewed the 2025-2026 CAAR strategic plan
  - c. 2026 PDEV meeting format was discussed to continue with hybrid.
  - d. 2026 GRI Program: Reviewed
  - e. Latte & Learn Program: The 2026 Topics were reviewed. It was suggested that we add a latte and learn class on AI for 2026 and 2027.
  - f. 2027 Planning
    - 2027 Official Education Workbook was reviewed
    - Planning needs to be finalized by June 2026
    - Professional Development Survey Results will be emailed for review.
    - GMM Topics:
      - Transportation, w/Greene County
      - A panel with Realtor, Attorney, Inspector, Appraiser, Inspector
- The committee was asked to come to the next meeting with Topic and Speaker ideas for 2027.

**Board Updates: No board update as they have not meet yet**

**Next Meeting Date:** Mon., Feb. 23<sup>rd</sup> – 9:30 a.m. and will be Hybrid

**Adjourn**

Meeting was adjourned at 10:35am