



# GBRAR Broker Meetings

Meeting package

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Meeting Date: **Thursday, August 10, 2023**

Meeting Time: **8:30 AM - 9:15 AM**

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Location: TBD

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Purpose: Regular scheduled meeting

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Chairperson:

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# GBRAR Broker Meetings

## Meeting agenda

### 1. Standing Items

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1.1. Welcome

Kendra Novak

Prayer & Pledge

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### 2. Association Business

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2.1. New Members Report

Tracy Fletcher

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2.2. AE Report & Actions of BOD

Kenneth Damann

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2.3. Upcoming GBRAR Elections

Kenneth Damann

There will be SEVEN open seats on the GBRAR Board of Directors for 2024.

Directors serve two-year terms, and officers are elected by and from the Board of Directors.

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2.4. Awards Committee Nominations

<https://gbrar.com/installation-and-awards-nominations/>

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2.5. Upcoming Classes & Events

Communications Director Andre Smith Jr.

- Bowlapalooza
  - PAC the Bar
  - REALTOR® Expo - October 30th
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2.6. Code of Ethics Minute

Keanan Parr

From a recent Code Case involving Article 12

**Best Practice Quick Tip: REALTORS® who have a voicemail should setup that voicemail and identify themselves in their voicemail messages!**

In a recent case involving Article 12, such a disclosure in voicemails could have had a significant impact in the case ensuring proper protections for the practitioner involved. While the circumstances of each case are different, this is a simple action that can ensure a best practice regarding representation in communications.

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2.7. Forms Updates: DDI

Kristina Cusick updates on the changes to the form, usability and rationale.

Online training for this form will soon be available at [www.realprodev.com/rpd](http://www.realprodev.com/rpd)

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### 3. MLS Updates

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Brython Cox

### 3.1. ROAM Status Report

Recent changes approved by the ROAM board of managers

1. Changes to the Price Input Limits - Currently set at 10,000,000 before a staff member has to override the error. It will be moved to \$99,999,999
2. Additions to the rental lease term field to include 3 months, 24 months, and Negotiable in addition to the current options of 6 months, 12 months, Month to Month and Other.

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### 3.2. Broker Dashboard Customizations

Brython Cox

The MLS Dashboard offers the ability for brokerages to have custom tiles. If you would like that set up for your office contact Alex at [Alex@gbrar.com](mailto:Alex@gbrar.com)

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### 3.3. Updated MLS Input Forms

The MLS input forms have been updated to reflect ROAM changes as of July 1st 2023.

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### 3.4. Next Gen ShowingTime

We hope you've had a chance to try out the exciting updates and new features in the next generation of ShowingTime! If you haven't, you can access this exciting update right now with just 4 easy steps:

1. Log in to ShowingTime the same way you have before.
2. Tap or click the banner at the top of the screen.
3. You will be prompted to update your password or create a username and password if you typically access ShowingTime through your MLS.
4. You're on your way!

You can try out the refreshed user experience, updated calendar features, new personalization options and more, along with the simple and reliable functionality ShowingTime has always offered.

ShowingTime would love to get your feedback! You can email them at [nextgenfeedback@showingtime.com](mailto:nextgenfeedback@showingtime.com) or visit the Help Center by clicking the question mark in the next generation experience and selecting Message Support or Feature Request.

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## 4. Other Items

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### 4.1. LREC License Renewal Underway

Kenneth Damann

About 10 -days to 2. wks behind in processing

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## 5. Ending Items

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### 5.1. Questions ?

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### 5.2. Date next meeting

Kenneth Damann

December 13th

We may move to a late fall date and/or hold special meeting as more develops on the NAR legal cases.



## New GBRAR & Affiliate Members

<b>Alexander, Dustin</b> -Brittney Pino & Associates	571-6769
<b>Andre, Amber</b> -BHGRE - Tiger Town BR	755-7022
<b>Babineaux, Ellie</b> -Latter & Blum - Lake Sherwood	292-1000
<b>Badeaux, Tammy</b> -South Haven Realty	304-4143
<b>Baggett, Amber</b> -Keller Williams Realty Red Sti	768-1800
<b>Bailey, Peter</b> -Keller Williams Realty Red Sti	768-1800
<b>Beckwith, Justin</b> -Flavin Realty	337-478-8530
<b>Bernard, Douglas</b> -RE/MAX Alliance Mandeville	985-626-1561
<b>Bond, Marica</b> -Clear Properties, LLC	308-7226
<b>Bourgeois, Sutton</b> -Pennant Real Estate	663-2112
<b>Bradley, Megan</b> -Magnolia Key Realty & Co. LLC	301-2654
<b>Branch, Chester</b> -Keller Williams Realty First C	744-0044
<b>Cangelosi, Chase</b> -Supreme	267-7447
<b>Carroll, Casey</b> -Keller Williams Realty Red Sti	768-1800
<b>Couvillon, Jennifer</b> -The Geauxmez Group	264-8126
<b>Deaton, Karen</b> -eXp Realty Darren James & Asso	304-6363
<b>Delia, Steven</b> -Century 21 Delia Realty Group	337-463-2121
<b>Dixon, Theresa</b> -CHT Group Real Estate, LLC	289-5483
<b>Dugas, Noah</b> -Cornerstone Management Group	263-6234
<b>Eldridge, Derrick</b> -Keller Williams Realty Red Sti	768-1800
<b>Ferrand, Deanna</b> -Elevate Real Estate Services	230-3222
<b>Fisher, Tonda</b> -Keller Williams Realty Red Sti	768-1800
<b>George, Matthew</b> -eXp Realty Baton Rouge	412-9982
<b>Gilmore, Ericka J</b> -KC Homes Realty Group	287-8037
<b>Golden, Brett</b> -Trusty Investment Properties,	766-6162
<b>Graves-Williams, Antoinette</b> -Dream Home Realty	341-2108
<b>Hanks, Sandra</b> -Vylla Home	501-350-4527
<b>Hannon, Ijella</b> -Keller Williams Realty Premier	664-1911
<b>Harris, Trinysha</b> -Keller Williams Realty Red Sti	768-1800
<b>Hitchen, Adarius</b> -Keller Williams Realty Red Sti	768-1800
<b>Hubbard, Delaney</b> -Flavin Realty, Inc	478-5770
<b>Irizarry, Blake J</b> -NAI/Latter & Blum Comm NO	504-525-1311
<b>Jarreau, Elizabeth</b> -Real Broker, LLC	855-450-0442
<b>Johnson, Catrice</b> -Johnson & Johnson Realty	318-229-8082
<b>Keller, Meagan</b> -BHHS United Properties	615-8055
<b>Lambert, Brayden</b> -Keller Williams Realty Red Sti	768-1800
<b>Landry, Shantel</b> -Keller Williams Realty Red Sti	768-1800
<b>Lane, Dominique</b> -Newlands United, LLC	975-9000
<b>Langlois, Miles</b> -Kaizen Home Sales and Services	396-2215
<b>Lee, Joan W</b> -Southern Breeze Real Estate	504-722-5035
<b>Lewis, Theresa</b> -Keller Williams Realty First C	744-0044
<b>Lindsey, Simone</b> -NEXA Mortgage, LLC	800-3009
<b>Link, Victoria</b> -Engel & Volkers Baton Rouge	331-8011
<b>Long, Latasha</b> -Latter & Blum - Perkins	769-1500
<b>Mangipano, Aiden</b> -Keller Williams Realty Red Sti	768-1800
<b>Manka, Tanya</b> -Keller Williams Realty Premier	664-1911
<b>Mathis, Jasmine</b> -Latter & Blum - Perkins	769-1500
<b>Metrejean, Craig</b> -Latter & Blum - Perkins	769-1500
<b>Montero, Ashlyn</b> -Keller Williams Realty First C	744-0044
<b>Nguyen, Manh</b> -Keller Williams Realty Red Sti	768-1800
<b>Nguyen, Thao</b> -Latter & Blum - Lake Sherwood	292-1000
<b>O'Connor, Landon</b> -eXp Realty Baton Rouge	412-9982
<b>Perkins, Raisa</b> -Keller Williams Realty Red Sti	768-1800
<b>Pham, Hoang my</b> -Fathom Realty LA LLC	985-852-0208
<b>Picard, Lindsey</b> -Keller Williams Realty First C	744-0044
<b>Plain, Jordan</b> -Latter & Blum - Perkins	769-1500
<b>Quinn, Julie</b> -BHHS United Properties	615-8055
<b>Ramey, Lauren</b> -Keller Williams Realty Red Sti	768-1800
<b>Robin, Michael</b> -Brittney Pino & Associates	571-6769
<b>Ruch, Alexander</b> -Elifin Realty	800-895-9329
<b>Simoneaux-Harris, Tamara</b> -Pennant Real Estate	663-2112
<b>Smith, Joseph</b> -Engel & Volkers Baton Rouge	331-8011
<b>Soileau, Austin</b> -Dream Home Realty	341-2108
<b>Stablier, Stephenie</b> -Corcoran & Company Real Estate	286-7874
<b>Sullivan Owen, Amanda</b> -Pelican State Realty	504-810-1305
<b>Taylor Jr, Elbert</b> -Goodwood Realty	366-9993
<b>Tingle, Larry</b> -Keller Williams Realty Red Sti	768-1800
<b>Todd, Kristen</b> -Goodwood Realty	366-9993
<b>Van, Franky</b> -Latter & Blum - Perkins	769-1500
<b>Veenendaal, Kaitlen R</b> -Covington & Associates Real Es	667-3711
<b>Wagner, Caiden</b> -Keller Williams Realty Red Sti	768-1800
<b>White, Shalesha</b> -Supreme	267-7447
<b>Wilson, Brandi</b> -Latter & Blum - Perkins	769-1500
<b>Wise, Christian</b> -Manuel Builders	424-8600
<b>Zaldivar, Junior</b> -Engel & Volkers Baton Rouge	331-8011
<b>Zoll, Ashlee</b> -BHHS United Properties	615-8055

**GREATER BATON ROUGE ASSOCIATION OF REALTORS  
NOMINATION TO THE 2024 BOARD OF DIRECTORS**

If you or a GBRAR REALTOR® member or know another REALTOR® members who is interested in serving as a director of the Greater Baton Rouge Association of REALTORS® for a two-year term beginning January 2024, please read the minimum criteria below, the nomination process, and the responsibilities of a director. You must complete the form below and fax it to the Association Office (761-2099) or email it to [debra@gbrar.com](mailto:debra@gbrar.com) no later than Friday, September 22, 2023.

**2024 DIRECTOR QUALIFICATIONS/CRITERIA**

**In order to be eligible to appear on the ballot for election to the Board of Directors, members must have met the following qualifications:**

- 1) Actively served on two (2) different GBRAR committees in the five years prior to the year in which they are nominated and have met the attendance requirements for those committees.**
- 2) Been a member in good standing for the past five (5) consecutive years.**
- 3) Completed and returned a nomination form by the designated deadline.**

Upon receipt of the Nomination Form, the eligible nominee will be sent a **Nomination Profile** form to complete; will be asked to supply a recent photo; and a one-paragraph description of themselves, their background and why they want to serve on the Board of Directors (*limited to 100 words or less.*)

The picture and **entire nomination profile** will be published on the GBRAR and the GBRMLS Websites for the benefit of the voting members to learn more about the nominee.

Only three (3) members from the same firm may serve as Directors at the same time. (*The immediate past president is not counted in this limit.*)

2023 Board of Directors		
<i>Name</i>	<i>Year Director Term Expires</i>	<i>Year Officer Term Expires/ Directors who are Ineligible for re-election in 2024</i>
Kendra Novak, President	2024	2024 (Past President)
Kristina Cusick, President-Elect	2025	2024 (President), 2025 (Past President)
Larry Miller, 1 <sup>st</sup> Vice-President	2026	2024 (President-Elect), 2025 (President), 2026 (Past-President)
Jill Lemoine, Treasurer	2023	
Kasey Barnes	2024	
Mary Beth Crain	2023	
Jennifer Hebert	2024	
Michelle Knobloch	2023	
Ashley LaBorde Vuci	2024	
Lisa Landers	2024	
Cheryl Leatherwood	2023	
Kai Smith-Burton	2023	
Tonya Toups	2024	
Kelli Wascom	2023	
Carolyn Webber	2023	(Ineligible for election in 2024)

Kendra Novak is automatically a 2024 Director serving as Immediate Past President as is President Elect Kristina Cusick, who will serve as President in 2024 and Larry Miller is automatically a 2024 Director serving as President-Elect. Kasey Barnes, Jennifer Hebert, Ashley LaBorde Vuci, Lisa Landers, and Tonya Toups will serve the second year of their two-year terms in 2024. With a total of fifteen (15) directors you will be asked to vote for seven (7) nominees to fill the vacancies.

**2024 Board of Directors - Nomination Short Form**

Name of Nominee \_\_\_\_\_ Home Phone \_\_\_\_\_

Firm Name \_\_\_\_\_ Business Phone \_\_\_\_\_

Email Address \_\_\_\_\_ Business Address \_\_\_\_\_

Real Estate Specialization (if any) \_\_\_\_\_ Signature of Nominee \_\_\_\_\_

Signature of Person Submitting Nomination (if other than nominee) \_\_\_\_\_

Return to: Greater Baton Rouge Association of REALTORS® - Fax to 761-2099 or email to [debra@gbrar.com](mailto:debra@gbrar.com) no later than Friday (9/22/23).

# GBRAR's 5th Annual Bowlapalooza

Sep. 14th, 2023 from 12-2 pm

2023 Fundraiser:  
Christmas Crusade for Families in Need

## EVENT INFORMATION:



### Location:

All Star Lanes  
9829 Airline Hwy  
Baton Rouge, LA,  
70816



### Cost:

\$200/5  
person Team  
\$40/Person

## AWARDS FOR:

- INDIVIDUAL  
HIGH SCORE  
KING/QUEEN
- GUTTER BALL  
KING/QUEEN
- TEAM HIGH  
SCORE
- BEST TEAM  
UNIFORM



### Hosted By:



### Food & Beverage Sponsors:



### Awards Sponsor:



## BUYER'S DUE DILIGENCE AND INSPECTION

_____ Listing Firm	<input type="checkbox"/>	_____ Selling Firm
_____ Seller's Designated Agent Name	Dual	_____ Buyer's Designated Agent Name

**The 72 hours' time period begins upon receipt by:**  
**1) the designated agent (OR) 2) BUYER or SELLER directly IF not represented.**

### BUYER'S WAIVER OF INSPECTIONS:

#### OPTION 1

\_\_\_\_\_  
I waive my right to have the property inspected. I hereby remove the Due Diligence and Inspection Contingency and elect to proceed to the act of sale. BUYER ACKNOWLEDGES THAT BUYER WAS ADVISED TO OBTAIN INSPECTIONS OF THE PREMISES BY QUALIFIED INSPECTOR(S) AND BUYER DECLINED. By acting against the Broker and/or agent's advice, BUYER accepts responsibility and hereby releases, indemnifies, and holds harmless Brokers and agents from any and all liability for all matter that professional inspections could have revealed.

Notices to BUYER:

1. This Due Diligence and Inspection Agreement does not void any prior written agreement between the parties for the correction or repair of other property deficiencies that are not listed herein, and any prior written agreement shall remain binding on all parties.
2. If BUYER fails to timely provide written notice of termination of the Agreement to Buy or Sell or a written BUYER's Request as described in the Agreement to Buy or Sell prior to the expiration of the Due Diligence and Inspection Period, the BUYER shall be deemed to accept the Property in its current condition.

#### OPTION 2

\_\_\_\_\_  
**BUYER'S ACCEPTANCE OF PROPERTY CONDITION AFTER DUE DILIGENCE AND INSPECTION** All inspections desired by BUYER and allowed by the Residential Agreement to Buy or Sell have been completed. The reports and the conditions stated therein are satisfactory and hereby approved by BUYER. BUYER hereby waives and relinquishes the right to make further inspections and/or to request remedies to deficiencies that would be indicated by any inspection allowed by the Residential Agreement to Buy or Sell. BUYER hereby terminates the Due Diligence and Inspection Period.

#### OPTION 3

\_\_\_\_\_  
The BUYER elects, in writing, to terminate the Agreement to Buy or Sell and hereby declares the Agreement null and void.

**If the BUYER elects to terminate the Agreement to Buy or Sell**, the Agreement shall be automatically ipso facto null and void with no further action required by either party except for return of Deposit to the BUYER

_____ BUYER SIGNATURE	_____ date/time	_____ BUYER SIGNATURE	_____ date/time
Printed Name: _____		Printed Name: _____	

Buyer's Agent Delivered to Seller's Agent by: \_\_\_\_\_ Hand \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_  
date/time date/time date/time

Seller's Agent Presented to SELLER by: \_\_\_\_\_ Hand \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_  
date/time date/time date/time

**IF BUYER CHOOSES EITHER OF THE OPTIONS ON THIS PAGE 1, THE PARTIES ARE COMPLETE WITH THE DUE DILIGENCE AND INSPECTION PERIOD AND SUBSEQUENT PAGES ARE NOT NEEDED.**

## BUYER'S DUE DILIGENCE AND INSPECTION ("DDI") RESPONSE

If the **BUYER is not satisfied with the condition of the Property** or the results of the BUYER'S due diligence investigation or inspections, the BUYER may choose either Option 1 or Option 2 prior to the expiration of the Due Diligence and Inspection (DDI) Period by initialing below:

\_\_\_\_\_ All inspections desired by BUYER and allowed by the Agreement to Buy or Sell have been completed. The reports and the conditions stated therein are unsatisfactory and hereby not approved by BUYER. All deficiencies BUYER desires remedied and the desired remedies are listed on the attached BUYER's Deficiencies and Remedies Request attached hereto on page 3 of 5.

If provided a **BUYER'S REQUEST**, the SELLER shall respond in writing as to the SELLER'S willingness to or refusal to remedy any deficiencies identified in the BUYER's Request. SELLER's written response shall be provided to the BUYER within seventy-two (72) hours of receipt of the BUYER's Request ("SELLER'S Response").

1. If the **SELLER agrees to remedy ALL ITEMS** listed on the BUYER'S Deficiencies and Remedies Request, in the manner indicated, **at least 5 working days** prior to the Act of Sale and shall provide BUYER copies of paid receipts or other proof of repairs or remedies made. This shall remove the Due Diligence and Inspection contingency of the Agreement to Buy or Sell and shall proceed to Act of Sale.
2. If the **SELLER, in the SELLER'S Response, refuses to remedy** any or all the deficiencies listed by the BUYER, then the BUYER shall have seventy-two (72) hours from receipt of the SELLER'S Response or seventy-two (72) hours from the date the SELLER's response was due, to take one of the following actions:
  - (i) BUYER may elect to accept the Property in its current condition, or
  - (ii) BUYER may elect to terminate this Agreement in writing which shall automatically make the Agreement ipso facto null and void with no further action required by either party except for the return of Deposit to the BUYER.
3. If the **SELLER fails to timely respond to the BUYER'S Request in writing within the required time frame, then the** BUYER shall have seventy-two (72) hours from when the SELLER'S Response was due to notify the SELLER in writing that the BUYER will:
  - (i) accept the Property in its current condition; or
  - (ii) elect to terminate the Agreement.

If the **BUYER fails to provide this notice** in writing within the required time frame, the Agreement to Buy or Sell shall be automatically, with no further action required by either party, ipso facto null and void except for return of Deposit to the BUYER.

**BUYER'S DEFICIENCIES AND REMEDIES REQUEST**

BUYER requests SELLER, at SELLER's expense, to remedy, repair or replace the items listed as specified below. It is recommended BUYER attach a copy of the inspection report, if an inspector is used, naming those items to this Request.

BUYER SIGNATURE

date/time

BUYER SIGNATURE

date/time

Printed Name: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Buyer's Agent Delivered to Seller's Agent by: \_\_\_\_\_ Hand

date/time

\_\_\_\_\_ Fax

date/time

\_\_\_\_\_ Email

date/time

Seller's Agent Presented to SELLER by: \_\_\_\_\_

date/time

\_\_\_\_\_ Hand

\_\_\_\_\_ Fax

date/time

\_\_\_\_\_ Email

date/time



SELLER’S REMEDIES RESPONSE

SELLER agrees to remedy, repair, or replace only the items listed below:

SELLER SIGNATURE  
Printed Name: \_\_\_\_\_

date/time

SELLER SIGNATURE  
Printed Name: \_\_\_\_\_

date/time



## BUYER'S FINAL RESPONSE

**If SELLER has timely responded to BUYER's Request**, BUYER shall have seventy-two (72) hours after receipt of SELLER'S RESPONSE or seventy-two (72) hours after the time SELLER'S RESPONSE was due, whichever is earlier, to indicate BUYER'S Final Response to SELLER's Response by initialing one of the two choices below.

\_\_\_\_\_ BUYER accepts SELLER'S RESPONSE to BUYER'S request and elects to proceed to Act of Sale.

\_\_\_\_\_ BUYER does not accept SELLER'S RESPONSE to BUYER's Request to remedy less than all the items listed on BUYER's Request. BUYER hereby elects to declare the Agreement to Buy or Sell null and void and requests THAT THE DEPOSIT MADE, IF ANY, BE RETURNED IMMEDIATELY TO BUYER as per the Agreement to Buy or Sell. A cancellation of Agreement to Buy or Sell is hereto attached.

\*\*\*\*\*

**If SELLER has failed to timely respond** in writing to BUYER's Request within the required time frame, Buyer shall have seventy-two (72) hours from when the SELLER'S Response was due to indicate BUYER'S Final Response and BUYER may elect to proceed as follows:

\_\_\_\_\_ BUYER hereby accepts the property in its current condition without any repair or remedies and elects to proceed to Act of Sale.

\_\_\_\_\_ BUYER hereby elects to declare the Agreement to Buy or Sell null and void and requests THAT THE DEPOSIT MADE, IF ANY, BE RETURNED IMMEDIATELY TO BUYER as per the Agreement to Buy or Sell. A cancellation of Agreement to Buy or Sell is hereto attached.

**\*If BUYER fails to timely respond to SELLER's Response within the time specified**, the Agreement to Buy or Sell shall be automatically declared, with no further action required by either party, ipso facto null and void except for the return of the Deposit to BUYER.

BUYER SIGNATURE	date/time	BUYER SIGNATURE	date/time
Printed Name: _____		Printed Name: _____	

BUYER SIGNATURE	date/time	BUYER SIGNATURE	date/time
Printed Name: _____		Printed Name: _____	

Buyer's Agent Delivered to Seller's Agent by: _____	Hand	_____	Fax	_____	Email
	date/time		date/time		date/time
Seller's Agent Presented to SELLER by: _____	Hand	_____	Fax	_____	Email
	date/time		date/time		date/time

# **2023**

## **GREATER BATON ROUGE ASSOCIATION OF REALTORS**

### **STRATEGIC PLAN**

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Presented By: Susan Holliday  
Monday, April 24th  
Renaissance Hotel  
Baton Rouge , LA



## EXECUTIVE SUMMARY

The GBRAR board of directors engaged the services of Susan Holliday, CEO of the REALTOR Association of Acadiana to conduct a day-long strategic planning session held on Monday, April 24th at the Renaissance Hotel in Baton Rouge.

Members of the Strategic Planning retreat participated in a survey in advance of the Full day planning session. GBRAR finds itself in an optimum position as an organization. The survey results conveyed the following:

- GBRAR has an extremely engaged leadership who is proactive in making sure the organization is functioning at the highest level.
- GBRAR is consistently a leader among other local associations in the state on member products, services or benefits, educational opportunities and innovation. It is a priority of the current leadership to remain the leader in these board led initiatives.
- GBRAR recognizes the importance of the GBRAR CEO and staff and the differentiation of the roles between the board and the CEO.
- GBRAR leadership is passionate about being the Voice for real estate in the parishes it services and supporting any and all efforts to make the community where its members work and live the best it can be.

## FOCUS AREAS

- 1.** Development of a Communication Strategy
- 2.** To build out the upstairs of the current GBRAR office building
- 3.** Look at ways to bundle GBRAR products and services for Sale
- 4.** GBRAR Staff 2.0 Succession Plan for Ken Damann & Debra Bonfanti

# DEVELOPMENT OF A COMMUNICATION STRATEGY

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## Overview

As with all REALTOR Associations, GBRAR struggles in informing its members all the benefits and services it provides. It was acknowledged REALTOR members are overloaded with emails and communications from their Broker, other REALTORS, NAR, LR, and GBRAR. At the planning session it was decided GBRAR would work to develop a consistent and defined communication channels with the end goal being twofold:

(1) to better educate and inform GBRAR members about benefits and services GBRAR provides (2) to have a more engaged membership.

Having a more defined communication plan will assist GBRAR staff better understand what information from their respective departments need to be shared and give them more established parameters on how to share this information internally before it is shared externally with the GBRAR membership.

## Next Steps

- 1. Decide upon the "1 Channel" place where all GBRAR information can easily be accessed.**

Several members at the planning session mentioned a dashboard which could be utilized for this purpose.

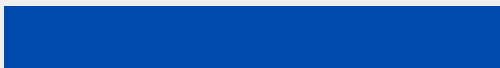
- 2. Designate responsible staff members for providing and updating content to the "1 channel"**

Having one central place for all GBRAR communication will only be as successful as the information is relevant and consistently being updated.

GBRAR staff need to determine what information will be placed in the central depository and what the formatting will be for example: will it have breakout sections: Events, Committees, MLS, Advocacy, etc.

- 3. Have formalized Communications Plan approved by the Board of Directors**

Once the Communications plan is established it should be presented to the GBRAR Board of Directors for approval and placed in GBRAR's Policies and Procedures.



# UPSTAIRS OFFICE BUILD-OUT

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## Overview

When the current GBRAR Headquarters was built the upstairs of the building was left unfinished with the plan to build out the space at a later time. That time is NOW! This initiative received the most votes during the strategic planning session. The GBRAR Leadership should start working on the initiative as soon as possible.

The opportunity for GBRAR to expand and grow its services, membership benefits and programs discussed in this Executive Summary tie directly into how the upstairs space will be transformed during the proposed buildout.

## Next Steps

### 1. Who will oversee the buildout?

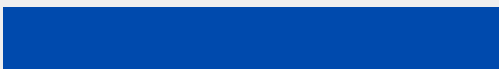
Leadership needs to determine who will be in charge of overseeing the upstairs renovations. It was noted there is already a committee in place overseeing some maintenance on the building. Will this same committee oversee the upstairs build out?

### 2. Determine space needs for the upstairs buildout

There needs to be more clarity on what essential needs GBRAR will meet for the upstairs space buildout. The committee or task forces assigned to this project should conduct a needs assessment survey. Suggestions from the planning session were: a green room to be used for videos, and possible education content; a private conference room for Professional Standards hearings and small conference rooms for members to use between appointments.

### 3. Cost & Budget for the buildout

The GBRAR Treasurer and Finance Committee if applicable should be part of this initiative since it will impact the Association's finances. The Treasurer should assist with the creation of a budget for the project and where the funds will come from.



# BUNDLED SERVICES for SALE

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## Overview

During the day long planning session it was discussed that GBRAR has several unique products which would be of value to other local REALTOR Associations. In addition, due to GBRAR size, staff and financial stability has an opportunity to explore ways to expand its non-dues revenue capacity. GBRAR leader present at the session are committed to innovation and expansion and discuss the following opportunities for the organization:

- Education Bundles: GBRAR could start offering online education classes for their members which could then be sold to other local association who are needing education content.
  - Selling of the "Here's How" book developed by GBRAR
  - Professional Standards Administration: GBRAR already has agreement with smaller local board for Professional Standards admin support and it was discussed if this could be further expanded.
  - Exploring other management services GBRAR could provide to local boards in Louisiana
- Leadership recognizes that once products are developed they will further enhance the GBRAR membership experience and then products can be scaled and priced to re-sell to other associations. There is great revenue potential with this initiative as well as GBRAR membership expansion possibilities.

## Next Steps

### 1. Develop a governance structure to oversee this initiative

Since this initiative is uncharted waters for GBRAR some discussion and work will need to be done on how decisions are made on these concepts. Does a task force need to be formed, how will it be funded, does GBRAR need to establish a new LLC for innovation ideas, who has the final say on what products are launched and what pricing will be?

### 2. Collaboration with the GBRAR Buildout group

This committee should work closely with the group working to buildout the upstairs of the GBRAR office to ensure that any space needs to launch these new business ventures are considered.

### 3. How will these initiatives be funded?

Will costs incurred come from the newly established Innovation Fund or will they be budgeted for or presented to the board for consideration on a project by project basis.

## Overview

It was agreed upon by the attendees at the retreat the GBRAR staff is one of the organization's great strengths. However, in identifying potential weaknesses for the organization it was noted the current CEO, Ken Damann was overseeing three (3) separate companies: GBRAR, LACBD and ROAM. For each of these entities to continue to be successful and grow GBRAR leadership recognized the need for a succession plan that would allow these three companies to proceed without interruptions should the CEO be unable to fulfill his current role.

In addition, the group recognized long-time GBRAR employee, Debra Bonfanti would retire soon and wanted to ensure stability in the educational offerings to members as well as professional standards administration.

## NEXT STEPS

### 1. **Open discussion between Ken Damann and the Executive Committee**

In order for GBRAR to establish a written succession plan it will require the board and the CEO to collaborate to establish clear roles and responsibilities what staff will step into what roles and what authority staff will have versus the board of directors.

### 2. **Cross Training of Current Staff**

Current GBRAR staffers should begin the process of cross training to develop new skills, knowledge and understanding of toher parts of GBRAR's operations.

### 3. **Development of the GBRAR staff "bench"**

Members of the planning retreat were in agreement the CEO would be allowed to hire people now in anticipation of Debra's impending retirement as well as staffers who would be needed to execute the succession plan. Leadership recognizes financial resources would be required to accomplish this initiative and requested the Treasurer consider these when developing the 2024 GBRAR budget.

**Greater  
Baton Rouge  
Association of  
REALTORS®**

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**Strategic Plan**







## Who We Are

The Greater Baton Rouge Association of REALTORS® (GBRAR) provides optimum benefits and services to members through knowledge and advocacy



## Values That Define Us

The Leadership and Staff are guided by these principles:

- Integrity and Ethics in the Profession
- Integration and Participation of all Members
- Respect and Transparency in the Association
- Decisiveness and Accountability in Serving the Members
- Community Enhancement and Leadership

# What We Stand For

- **Strategic Purpose 1: Governance** - GBRAR has a fiscally responsible business structure that utilizes the talents of leadership, members and staff to fulfill the vision of its strategic plan
- **Strategic Purpose 2: Community Relations** - GBRAR is committed to raising the public awareness of its brand, involvement, and commitment to the community by advocating for issues that impact the community, fostering strong relationships and maintaining a dedicated seat at the table with community leaders and community organizations
- **Strategic Purpose 3: Government Affairs** - GBRAR is the recognized authority in the area for issues involving real estate and supports the advancement of responsible real estate related legislation and private property rights
- **Strategic Purpose 4: Communications** - As the trusted authority, GBRAR is a conduit for high level conversation and communicates through a variety of innovative methods with our members, staff, industry and community
- **Strategic Purpose 5: Professional Development** - Utilizing the highest caliber of trainers, GBRAR has a culture for consistently delivering a spectrum of quality professional and career development programs that provide the tools, skills and advanced information necessary so members can deliver services to consumers in a legal and ethical manner
- **Strategic Purpose 6: MLS** - Acknowledging changes in the market place, the GBRAR is a business service that is proactively positioned to advance collaborative, solution-based efforts that will maximize economies of scale, increase the return on investment for members and reduce borders to the sharing of property information



GBRAR has a fiscally responsible business structure that utilizes the talents of leadership, members and staff to fulfill the vision of its strategic plan

## Area 1 Governance

- **Strategic Objective 1A: Staff**
  - GBRAR hires, develops and assesses the most qualified and skilled CEO and staff to implement the strategic goals of the organization.
- **Strategic Objective 1B: Facilities and Operations**
  - GBRAR maintains a facility with a professional business environment that meets and exceeds the needs of its members, provides non-dues revenue and has potential for future growth opportunities
- **Strategic Objective 1C: Finance**
  - GBRAR budgets to support the strategic objectives in a fiscally responsible manner, diversifies its income streams and safeguards the assets of the association
- **Strategic Objective 1 D: Structure**
  - GBRAR has an efficient project-based business structure that identifies, trains, cultivates leaders and recruits subject matter experts to recommend solutions to the board of directors that address issues identified in the strategic plan
- **Strategic Objectives 1E: Business Growth**
  - GBRAR proactively identifies, monitors, evaluates and invests in business opportunities that position the organization for growth



## Area 2

# Community Relations

GBRAR is committed to raising public awareness of its brand, involvement, and commitment to the community by advocating for issues that impact the community, fostering strong relationships and maintaining a dedicated seat at the table with community leaders and community organizations



- **Strategic Objective 2A: Programs / Events**
  - GBRAR delivers specific community programs and events that build strong mutually beneficial relationships to improve the quality of life in our communities.
- **Strategic Objective 2B: Advocacy**
  - GBRAR partners with consumers to jointly advocate for issues impacting property ownership and property rights in our communities
- **Strategic Objective 2C: Outreach/ Influence**
  - GBRAR is a respected voice in the larger conversation about all things real estate by fostering strong relationships and maintaining a dedicated seat at the table with community leaders and community organizations.

Government Affairs - GBRAR is the recognized authority in the area for issues involving real estate and supports the advancement of responsible real estate related legislation and private property rights

## Area 3 Government Affairs

- **Strategic Objective 3A: Grassroots**
  - GBRAR mobilizes its members to communicate a uniform message and influence the implementation of policies and legislation affecting the real estate industry and private property rights
- **Strategic Objective 3B: Fundraising**
  - Members willingly invest in the political process because they understand the return on investment and the importance of financially investing at all levels
- **Strategic Objective 3C: Policy and Positions**
  - GBRAR is a respected authority on the impact of proposed policy and independently evaluates policy and positions that impact ownership and private property rights in the greater Baton Rouge area
- **Strategic Objective 3D: Influence and Outreach**
  - GBRAR identifies, nurtures and cultivates a strong network of personal relationships with public and government officials to remain the respected authority in the greater Baton Rouge area



As the trusted authority, GBRAR is a conduit for high level conversation and communicates through a variety of innovative methods with our members, staff, industry and community



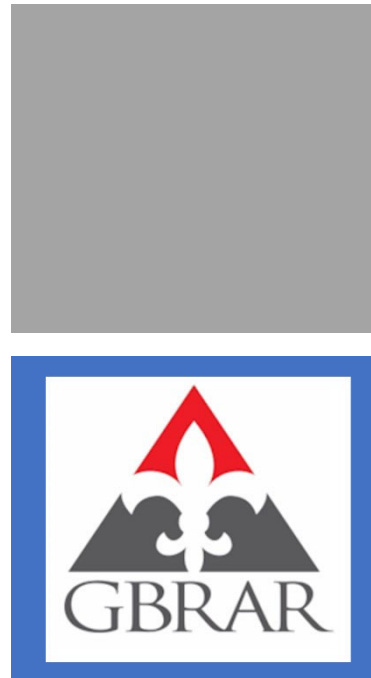
## Area 4 Communications

- **Strategic Objective 4A: Internal**
  - GBRAR communicates its programs, products and services in a variety of ways that effectively engages its members
- **Strategic Objective 4B: External**
  - Though GBRAR's spectrum of communications, the public understands the value that REALTORS contribute to their communities and view them as essential partners in advocating for issues affecting property rights and the quality of life in our communities
- **Strategic Objective 4C: Communication Modes**
  - GBRAR understands the diverse demographics of its target audiences and utilizes a variety of methods to effectively communicate with them

# Area 5

## Professional Development

Utilizing the highest caliber of trainers, GBRAR has a culture for consistently delivering a spectrum of quality professional and career development programs that provide the tools, skills and advanced information necessary so members can deliver services to consumers in a legal and ethical manner



- **Strategic Objective 5A: Target Audiences**
  - GBRAR recognizes that professional and career development is not “on-size-fits-all” and delivers dynamic programs and advanced skill courses for all segments of its membership
- **Strategic Objective 5B: Programs and Trainers**
  - GBRAR delivers a wide variety of timely and relevant courses that range from satisfying the mandatory compliance requirements to optional curricula providing advanced content delivered by engaging subject matter experts
- **Strategic Objective 5C: Course Delivery Options**
  - GBRAR provides members with choices by delivering enhanced learning opportunities through a variety of traditional, electronic and emerging formats
- **Strategic Objective 5D: Non-Dues Revenue**
  - Recognizing that not all learning opportunities are classified as member benefits, GBRAR has classified which professional and career development options are member benefits and which are a ‘fee for service’ to provide non-dues revenue income streams
- **Strategic Objective 5E: Professional Standards**
  - GBRAR has a Professional Standards Enforcement program that is compliant with all NAR requirements



Acknowledging changes in the marketplace, the GBRAR MLS is business service that is proactively positioned to advance collaborative, solution-based efforts that will maximize economies of scale, increase the return on investment for members and reduce borders to the sharing of property information

## Area 6 MLS

- **Strategic Objective 6A: Non-Dues Income**

- As a non-dues revenue income stream, GBRAR understands the need to find additional diversified income streams to achieve financial independence

- **Strategic Objective 6B: Business Growth**

- GBRAR continues to seek opportunities for Participants and Subscribers by remaining open to all options for an expanded MLS system

- **Strategic Objective 6C: Benefits/Services**

- GBRAR incorporates quality, cloud-based tools and services to Participants and Subscribers that will continue to increase the value they receive from the business service.



# Additional Material outlining Strategies and Tasks for each area

Details for Each Area



GBRAR has a fiscally responsible business structure that utilizes the talents of leadership, members and staff to fulfill the vision of its strategic plan

## Area 1 Governance

- **Strategic Objective 1A: Staff** - GBRAR hires, develops and assesses the most qualified and skilled CEO and staff to implement the strategic goals of the organization.
  - **Strategy 1A1:** GBRAR empowers the CEO to hire, develop and assess the most qualified and skilled staff to implement the Strat plan.
  - **Strategy 1A2:** GBRAR staff should begin process of cross training to develop new skills, knowledge and understanding of the other parts of GBRAR's operations.
  - **Strategy 1A3:** GBRAR executive team work to establish succession plans for key employees.
  - **Strategy 1A4:** GBRAR is willing to commit financial resources to build a bench of experienced staffers to take on roles of anticipated retiring employees.
- **Strategic Objective 1B: Facilities and Operations** - GBRAR maintains a facility with a professional business environment that meets and exceeds the needs of its members, provides non-dues revenue and has potential for future growth opportunities.
  - **Strategy 1B1:** Leadership needs to determine who will oversee the upstairs renovations.
  - **Strategy 1B2:** Determine the space needs for the upstairs buildout (Pro Standards, Green Room/Studio, Office Spaces?)
  - **Strategy 1B3:** Treasurer and Finance Committee should plan budget for buildout/expansion.



GBRAR has a fiscally responsible business structure that utilizes the talents of leadership, members and staff to fulfill the vision of its strategic plan

## Area 1 Governance

- **Strategic Objective 1C: Finance** - GBRAR budgets to support the strategic objectives in a fiscally responsible manner, diversifies its income streams and safeguards the assets of the association.
  - **Strategy 1C1:** Adoption of an innovation fund to readily and rapidly allow for development and implementation of unique and/or organic programs and services.
  - **Strategy 1C2:** GBRAR should develop a governance structure to oversee non-dues revenue generating business venture initiatives.
- **Strategic Objective 1D: Structure** - GBRAR has an efficient project-based business structure that identifies, trains, cultivates leaders and recruits subject matter experts to recommend solutions to the board of directors that address issues identified in the strategic plan.
  - **Strategy 1D1:** GBRAR places and emphasis on achieving projects through workgroups/task forces not committees.
  - **Strategy 1D2:** Task force to re-evaluate the structure and benefits of the current GBRAR Leadership program.
- **Strategic Objectives 1E: Business Growth**
  - GBRAR proactively identifies, monitors, evaluates and invests in business opportunities that position the organization for growth.



## Area 2 Community Relations

GBRAR is committed to raising public awareness of its brand, involvement, and commitment to the community by advocating for issues that impact the community, fostering strong relationships and maintaining a dedicated seat at the table with community leaders and community organizations



- **Strategic Objective 2A: Programs / Events** - GBRAR delivers specific community programs and events that build strong mutually beneficial relationships to improve the quality of life in our communities.
  - **Strategy 2A1:** Evaluate current process of BRAF Funding for projects.
  - **Strategy 2A2:** Consider larger investments or organic GBRAR led community events to increase impact.
  - **Strategy 2A3:** Create mechanism to connect volunteers with members specific causes highlighting role REALTORS play in community.
- **Strategic Objective 2B: Advocacy** - GBRAR partners with consumers to jointly advocate for issues impacting property ownership and property rights in our communities.
  - **Strategy 2B1:** First Time Homebuyers
  - **Strategy 2B2:** GBRAR partners with the community organizations to jointly advocate for issues impacting our communities.
    - **Task 2B2a:** Cultivate relationships with community organizations and leaders to find common ground for collaboration on issues.

## Area 2 Community Relations

GBRAR is committed to raising public awareness of its brand, involvement, and commitment to the community by advocating for issues that impact the community, fostering strong relationships and maintaining a dedicated seat at the table with community leaders and community organizations



- **Strategic Objective 2C: Outreach/Influence** - GBRAR is a respected voice in the larger conversation about all things real estate by fostering strong relationships and maintaining a dedicated seat at the table with community leaders and community organizations.
  - **Strategy 1C1:** Baton Rouge Metro Area Chamber
  - **Strategy 2C2:** Baton Rouge Growth Coalition
  - **Strategy 2C3:** Better Baton Rouge
  - **Strategy 2C4:** Baton Rouge Area Foundation on Flood Relief
  - **Strategy 2C5:** Center of Planning Excellence

Government Affairs - GBRAR is the recognized authority in the area for issues involving real estate and supports the advancement of responsible real estate related legislation and private property rights

## Area 3 Government Affairs

- **Strategic Objective 3A: Grassroots** - GBRAR mobilizes its members to communicate a uniform message and influence the implementation of policies and legislation affecting the real estate industry and private property rights
  - **Strategy 3A1:** Ensure members are signed up for text message alerts
  - **Strategy 3A2:** Build teams for Calls to action
  - **Strategy 3A3:** Database survey of talents and political connections and jurisdiction of members
- **Strategic Objective 3B: Fundraising** - Members willingly invest in the political process because they understand the return on investment and the importance of financially investing at all levels
  - **Strategy 3B1:** continue to showcase NAR major donors on building monitors, on website and in member publications.
  - **Strategy 3B2:** recognize members who have increased personal investments to the LR levels.
  - **Strategy 3B3:** partner with Brokers and Managers to find ways to increase office participation.
  - **Strategy 3B4:** conduct fundraising events to increase member participation.



Government Affairs - GBRAR is the recognized authority in the area for issues involving real estate and supports the advancement of responsible real estate related legislation and private property rights

## Area 3 Government Affairs

- **Strategic Objective 3C: Policy and Positions -** GBRAR is a respected authority on the impact of proposed policy and independently evaluates policy and positions that impact ownership and private property rights in the greater Baton Rouge area
  - **Strategy 3C1:** With the help of key influencers, proactively assess and monitor issues that affect real estate on a municipal and state level
  - **Strategy 3C2:** Formulate positions and provide key influences with uniform talking points on issues impacting real estate
- **Strategic Objective 3D: Influence and Outreach -** GBRAR identifies, nurtures and cultivates a strong network of personal relationships with public and government officials to remain the respected authority in the greater Baton Rouge area
  - **Strategy 3D1:** formulate a list of all business and industry groups that GBRAR wants to cultivate a relationship with
  - **Strategy 3D2:** identify Realtors that already have a seat at the table on those identified groups
  - **Strategy 3D3:** coordinate those Realtors and relationships with uniform messaging





As the trusted authority, GBRAR is a conduit for high level conversation and communicates through a variety of innovative methods with our members, staff, industry and community



## Area 4 Communications

- **Strategic Objective 4A: Internal** - GBRAR communicates its programs, products and services in a variety of ways that effectively engages its members
  - **Strategy 4A1:** Promote the value of the association to the membership
  - **Strategy 4A2:** Proactively inform members of action and changes vital to our industry at the local, state and national levels.
  - **Strategy 4A3:** Promote awareness about the ways REALTORS are advocates for the protection of private property and ownership rights
  - **Strategy 4A4:** Provide members with consumer-focused materials, primarily from NAR, LR, as well as industry-centric sources promoting the value of using a REALTOR.
  - **Strategy 4A5:** Inform members of the programs, products and services offered to them
- **Strategic Objective 4B: External** - Though GBRAR's spectrum of communications, the public understands the value that REALTORS contribute to their communities and view them as essential partners in advocating for issues affecting property rights and the quality of life in our communities
  - **Strategy 4B1:** Be the "Voice for Real Estate" and promote market statistics and/or Real Estate trends and issues and their impact on consumers.
  - **Strategy 4B2:** Identify primary contacts for real estate issues, coordinate meetings and/or interviews with reporters and regularly and proactively provide general interest stories and press releases.
  - **Strategy 4B3:** Promote legislative victories and goals to the public and tie these victories to the defense of private property and ownership rights.

As the trusted authority, GBRAR is a conduit for high level conversation and communicates through a variety of innovative methods with our members, staff, industry and community



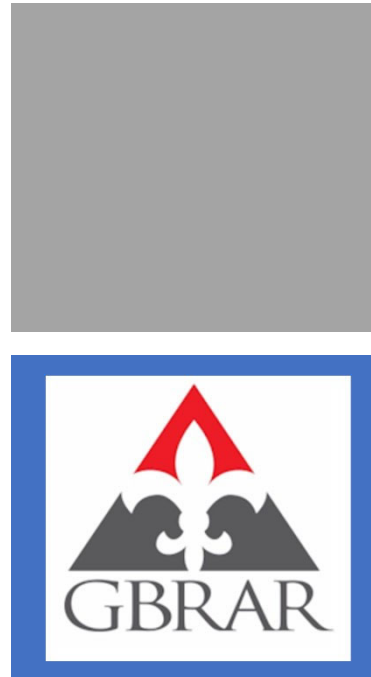
## Area 4 Communications

- **Strategic Objective 4C: Communication Modes** - GBRAR understands the diverse demographics of its target audiences and utilizes a variety of methods to effectively communicate with them
  - **Strategy 4C1:** Develop the “one channel” that will be the go-to resource for all information can be easily accessed. Multiple platforms are utilized to communicate pointing back to the primary content resource o that information is received by each member in their preferred way.
  - **Strategy 4C2:** These platforms should be inventoried listings advantages and disadvantages of each.
  - **Strategy 4C3:** Designate the responsible staff members for providing and updating content to the “one channel.”
  - **Strategy 4C43:** Have a formalized communication plan and policies approved by the Board of Directors.

# Area 5

## Professional Development

Utilizing the highest caliber of trainers, GBRAR has a culture for consistently delivering a spectrum of quality professional and career development programs that provide the tools, skills and advanced information necessary so members can deliver services to consumers in a legal and ethical manner

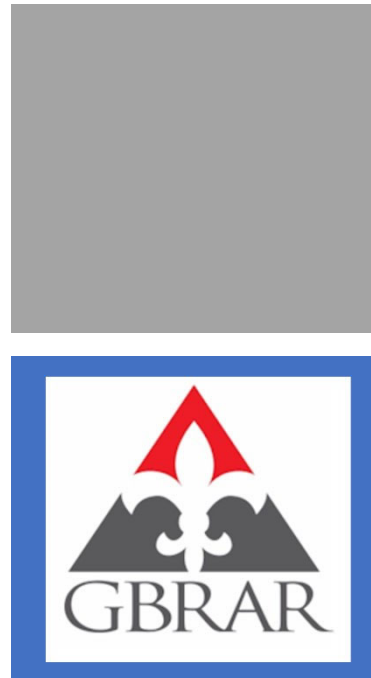


- **Strategic Objective 5A: Target Audiences -**  
GBRAR recognizes that professional and career development is not “on-size-fits-all” and delivers dynamic programs and advanced skill courses for all segments of its membership
  - **Strategy 5A1:** Identify the target audiences that are to be served
  - **Strategy 5A2:** consider how to provide all levels of instruction for both competency and proficiency
- **Strategic Objective 5B: Programs and Trainers -**  
GBRAR delivers a wide variety of timely and relevant courses that range from satisfying the mandatory compliance requirements to optional curricula providing advanced content delivered by engaging subject matter experts
  - **Strategy 5B1:** workgroup to evaluate timely and relevant topics – with and without CE- For each member audience to be served
  - **Strategy 5B2:** Partner with other boards, companies and LR to deliver advanced designation and certification courses
- **Strategic Objective 5C: Course Delivery Options**  
- GBRAR provides members with choices by delivering enhanced learning opportunities through a variety of traditional, electronic and emerging formats
  - **Strategy 5C1:** workgroup to assess the options and technology needed to deliver programs in an efficient, effective and profitable manner for members

# Area 5

## Professional Development

Utilizing the highest caliber of trainers, GBRAR has a culture for consistently delivering a spectrum of quality professional and career development programs that provide the tools, skills and advanced information necessary so members can deliver services to consumers in a legal and ethical manner



- **Strategic Objective 5D: Non-Dues Revenue -** Recognizing that not all learning opportunities are classified as member benefits, GBRAR has classified which professional and career development options are member benefits and which are a 'fee for service' to provide non-dues revenue income streams
  - **Strategy 5D1:** workgroup to classify the difference between programs that are free and programs that are fee-for-service
  - **Strategy 5D2:** research best practices to develop an overall profitable department that focuses on making money off the lowest tier of training to fund and cross-sell the higher level offerings
  - **Strategy 5D3 –** formulate a business plan and pricing options for both wholesale and retail opportunities for selling and coordinating professional development programs
  - **Strategy 5D4:** workgroup to formulate a business plan that utilizes sponsorships for higher level training opportunities and selling advertising packages on powerpoint shows that promote on monitors at member functions and in publications.
- **Strategic Objective 5E: Professional Standards**
  - GBRAR has a Professional Standards Enforcement program that is compliant with all NAR requirements

Acknowledging changes in the marketplace, the GBRAR MLS is business service that is proactively positioned to advance collaborative, solution-based efforts that will maximize economies of scale, increase the return on investment for members and reduce barriers to the sharing of property information

## Area 6 MLS

- **Strategic Objective 6A: Non-Dues Income -**

As a non-dues revenue income stream, GBRAR understands the need to find additional diversified income streams to achieve financial independence

- **Strategy 6A1** - Create the opportunity for the Board and MLS to run as separate entities
- **Strategy 6A2**- Create a task force to evaluate the best utilization of current profits from MLS
- **Strategy 6A3**- Task force to explore the true cost of membership without MLS subsidy

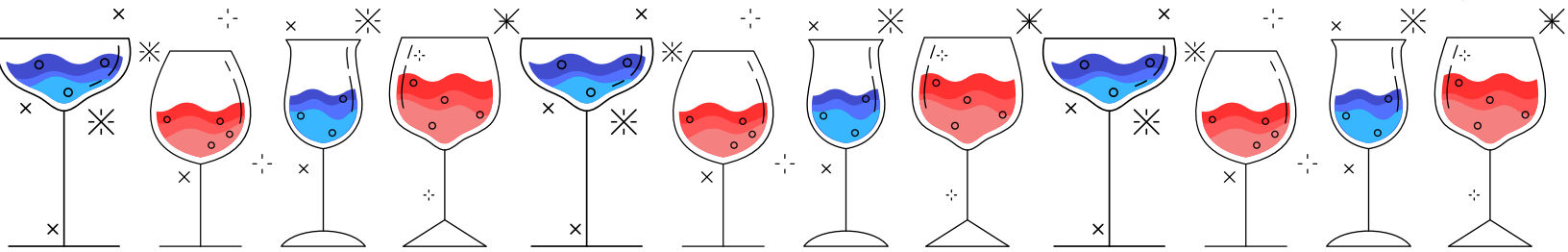
- **Strategic Objective 6B: Benefits/Services -**

GBRAR incorporates quality, cloud-based tools and services to Participants and Subscribers that will continue to increase the value they receive from the business service.

- **Strategy 6B1:** GBRAR staff are experts and prepared for ongoing membership training
- **Strategy 6B2:** GBRAR has state of the art equipment for classroom and staff use



# PAC the Bar



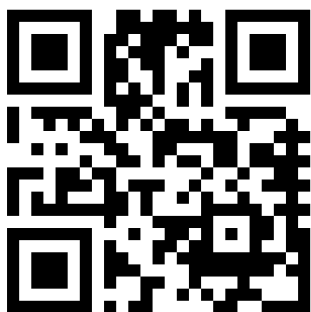
## Are You Ready to Party and Win Big?

There are three ways to participate:

1. Bring your favorite bottle or bar accessories to the GBRAR Office. Your donation will be added to the Ultimate Bar Package that we'll give away.
2. Select a ticket package to invest in LARPAC and get entered to win the ENTIRE BAR!
  - a. \$25 for 1 Entry
  - b. \$100 for 5 Entries (1 bonus entry)
  - c. \$300 for 20 Entries (8 bonus entries)
3. Visit [www.PACtheBar.com](http://www.PACtheBar.com) to make a LARPAC contribution

**Don't be a party pooper! Help us PAC the Bar TODAY! All donations will receive a Facebook shoutout in the GBRAR Facebook group!**

**SCAN HERE**



**Don't Miss Your Chance to WIN the bar!**

**Think of the possibilities!**  
Closing gifts  
Customer appreciation parties  
Holiday parties  
Tailgates  
Personal use  
Family gatherings  
Dinner parties



\*\*\*The number of drawings will be based on the amount of alcohol donated

Contributions are used for political purposes, are voluntary, & are not deductible for Federal income tax purposes. Any amounts indicated are merely guidelines & you may contribute more or less than the suggested amounts. Neither your membership nor your participation in Louisiana REALTORS® is conditioned directly or indirectly on contributing to LARPAC. You may refuse to contribute without reprisal. The following is sent to the National REALTORS® Political Action Committee (RPAC) to support federal candidates and is charged against your limits under 52 U.S.C. 30116: (1) 30% of all contributions of \$1,000 or more made at any time; & (2) 30% of each contribution less than \$1,000 until LARPAC meets its Federal Allocation Goal set by RPAC. LARPAC retains the following to support state and local issues & candidates: (1) 70% of contributions that are \$1,000 or more; & (2) 100% of contributions of less than \$1,000 after the RPAC Federal Allocation Goal is met.

YOU ARE INVITED TO THE

# 2023 REALTOR® EXPO

## BACKYARD PARTY

Ain't Nothing Like a House Party!

MONDAY, OCTOBER 30, 2023  
CROWNE PLAZA EXECUTIVE CENTER  
4728 CONSTITUTION AVENUE  
BATON ROUGE, LA 70808



Midyear budget review

(since Jan 1 we're down net 5) members in the AOR so budgets have been good.

MLS member growth has been strong – Seen membership growth from NON-Roam Association broker/agents

Signing up New Agents Online at GBRAR.COM Also just added MLS assistants account applications.

For New Members --

Live Orientation New Members – “Back to School” -- August 28<sup>th</sup> starts next LIVE Orientation

Community Relations committee allocated \$46,000 to 9 organizations.

- Rebuilding Together Baton Rouge - (Roofs for Veterans) - \$10,000
- Life of a Single Mom - (Single Mom University) - \$5,000
- Habitat for Humanity - (Women Build) - \$4,000
- Gardere Initiative, Inc. - (Gardere Bike Shop) - \$4,000
- HOPE Ministries of BR - (The Way to Work: A Seat at the Table) - \$5,000
- Jr. Achievement of GBR & Acadiana - (Economic Empowerment Through Curriculum and Mentoring) - \$5,000
- GBR Economic Partnership/YEA - (Young Entrepreneurs Academy of Baton Rouge) - \$5,000
- Line 4 Line - (Line4Line's Book of The Month Program) - \$4,000
- The Salvation Army - (Pathway of Hope) - \$4,000

Established named reserve accounts & policies governing use of

- Emergency Fund
- Building Fund
- Capital Reserves Acct
- Innovation Investment Fund

Phase 2 Building Project”

- Repainting Interior
- Kitchen Storage
- Windows
- Lobby Logo
- Full Network Replacement including upgraded WiFi

RM – Approved Occupancy Prior to/Post Sale as well as DDI response we'll talk about later  
Training tools.

Strategic Plan for next 5 years – did not reproduce this am but will send digital versions to all brokers  
post- meeting follow-up notes.





## GBRAR Upcoming Classes & Events Fall/Winter 2023

Month	Event Details
August 2023	<ul style="list-style-type: none"><li>• 8.16.23 - Contracts Course (2HR CE) 9am - 11am</li><li>• 8.17.23 - Pricing Strategies (6HR CE) 9am - 4pm</li><li>• 8.17.23 - Professional Development Committee Meeting 9:30 am - 10:30 am</li><li>• 8.21.23 - Here's How: Role of the Listing Agent (2HR CE) 10am - 12pm</li><li>• 8.23.23 - REALTORS® Code of Ethics (3HR CE) 9am - 12pm</li><li>• 8.28.23 - Here's How: Marketing &amp; Open Houses (2HR CE) 10am - 12pm</li></ul>
September 2023	<ul style="list-style-type: none"><li>• <b>9.4.23 - GBRAR Office Closed for Labor Day</b></li><li>• 9.12.23 - Your Safety is Non-Negotiable: The Beverly Carter Story (2HR CE) 9am - 11am</li><li>• 9.13.23 - Presenting and Negotiating Multiple Offers (2HR CE) 9am - 11am</li><li>• 9.14.23 - Standards for Structural Measurements (5HR CE) @ LA House on LSU Campus 8am - 1pm</li><li>• 9.14.23 - GBRAR 5th Annual Bowlapalooza @ All Star Lanes in Baton Rouge 12pm - 2pm</li><li>• 9.20.23 - LREC 2023 Mandatory Course (4HR CE) 9am - 1pm</li><li>• 9.21.23 - Professional Development Committee Meeting 9:30am - 10:30am</li><li>• <b>9.22.23 - GBRAR Board Nomination Forms Deadline</b></li><li>• 9.28.23 - Ascension Council of REALTORS® Membership Luncheon</li></ul>





## GBRAR Upcoming Classes & Events Fall/Winter 2023

Month	Event Details
October 2023	<ul style="list-style-type: none"><li>• <b>10.1.23 - 2023 Awards Nomination Deadline</b></li><li>• 10.2.23 - 10.3.23 - e-PRO Certification Course (4HR CE) 9am - 4pm <b>[2-day Course]</b></li><li>• 10.9.23 - Here's How: Role of the Listing Agent (2HR CE) 10am - 12pm</li><li>• 10.9.23 - Here's How: Marketing &amp; Open Houses (2HR CE) 1pm - 3pm</li><li>• 10.11.23 - Presenting &amp; Negotiating Multiple Offers (2HR CE) 9am - 11am</li><li>• 10.12.23 - How to Buy an HUD Home (2HR CE) 1pm - 3pm</li><li>• 10.17.23 - Property Measurement &amp; Pricing (4HR CE) 9am - 1pm</li><li>• 10.19.23 - Professional Development Committee Meeting 9:30am - 10:30am</li><li>• 10.30.23 - GBRAR REALTOR® Expo 9am - 2pm @ Crowne Plaza in Baton Rouge</li></ul>
November 2023	<ul style="list-style-type: none"><li>• 11.6.23 - Property Identification (5HR CE) 12pm - 5pm</li><li>• <b>11.7.23 - GBRAR Office Closed for Election Day</b></li><li>• 11.9.23 - LREC 2023 Mandatory Course (4HR CE) 9am - 1pm</li><li>• 11.9.23 - Professional Development Committee Meeting 9:30am - 10:30am</li><li>• 11.10.23 - Commercial Property Pricing (4HR CE) 9am - 1pm</li><li>• 11.21.23 - Standards for Structural Measurements (5HR CE) @ LA House on LSU Campus 8am - 1pm</li><li>• <b>11.23.23 - 11.24.23 - GBRAR Office Closed for Thanksgiving Holiday</b></li></ul>
December 2023	<ul style="list-style-type: none"><li>• 12.5.23 - Property Measurement &amp; Pricing (4HR CE) 9am - 1pm</li><li>• 12.6.23 - REALTORS® Code of Ethics (3HR CE) 9am - 12pm</li><li>• 12.13.23 - LREC 2023 Broker Mandatory Course (4HR CE) 9:30am - 1:30pm</li><li>• 12.13.23 - Broker Breakfast Briefing and Meeting</li><li>• 12.14.23 - How to Buy an HUD Home (2HR CE) 10am - 12pm</li><li>• 12.21.23 - Professional Development Committee Meeting 9:30am - 10:30am</li></ul>





# GBRAR Broker Meetings

Meeting package

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