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### Director Committee Report

Director name: Andy Bencosme

Committee name and position on Committee: MLS Policy - Member

Committee meeting date and time: May 2, 2013 1:10 PM - 2:50 PM

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Proposed NAR MLS Policy change on MLS Core Services  
Outcome achieved: Motion passed to wait & see on NAR action
- Item discussed: MLS Mandatory Submission and Exempted Listing Rules  
Outcome achieved: Form SEL to be revised and similar language added to Listing Agreement
- Item discussed: Legal, Ethical and MLS issues on Pocket Listing  
Outcome achieved: Report from CAR Senior Council

Please summarize your meeting in one paragraph:

Most of the discussion revolved around withholding listings from the MLS and the liability this could cause without the proper disclosure to seller on the benefits of having it in the MLS. There is a rise of off-market sales and double ends leading to the opinion that agents are purposely withholding from the MLS for their personal gain. Agents are by the Code of Ethics and state law to have a fiduciary duty to their clients and these practices can breach that duty. This can lead to loss of license, civil and federal penalties, even discrimination and anti-trust suits.



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### Director Committee Report

Director name: Andy Bencosme  
Committee name and position on Committee: Professional Standards - Member  
Committee meeting date and time: May 3, 2013 8:00 AM - 9:35 AM

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Report and recommendations from Professionalism & Ethics Task Force  
Outcome achieved: 9 Recommendations were passed
- Item discussed: NAR Code of Ethics Centennial  
Outcome achieved: NAR Site with materials available for use were discussed
- Item discussed: \_\_\_\_\_  
Outcome achieved: \_\_\_\_\_

Please summarize your meeting in one paragraph:

The committee adopted several recommendation all aimed at raising the bar for our profession. These include creating a statewide ethics database for Associations to use to track members that move Associations in order to get around ethics fines. CAR publication of members who are found guilty in disciplinary proceedings. Increase the maximum fine amount for ethics to match the maximum MLS violation fine of \$15,000. Enhance ethics training and use of the Ombudsman and Ethics Advocate processes currently available. Make ethics hearing more timely to encourage members to turn in violations.



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### Director Committee Report

Director name: Andy Bencosme

Committee name and position on Committee: Global Real Estate - Member

Committee meeting date and time: May 3, 2013 10:00 AM - 12:00 PM

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: DRE Violation issues involving International Transactions

Outcome achieved: Report by DRE Investigator

- Item discussed: Report on Singapore Visit by AAR's Randall Traw

Outcome achieved: Report from Randall Traw on Asian Real Estate Conference

- Item discussed: \_\_\_\_\_

Outcome achieved: \_\_\_\_\_

Please summarize your meeting in one paragraph:

DRE Investigator discussed issue with "Reverse Staging" as a form of short sale fraud where the property is made to look in worse condition then it actually is in order to get bank to accept a lower priced offer.  
Time Share fraud where an LLC is formed in order to solicit sellers to sell for a fee and then let the LLC go bankrupt and never pay timeshare fees leaving the other owners stuck with the accrued fees. for the timeshare.  
He also discussed new DRE Reporting requirements for Broker Owned Escrows.

**Investment Housing Committee**

**May 2, 2013**

**8:00 AM through 9:30 AM**

To the meeting started off with a lively discussion by the "Squatters Working Group" under the leadership of Sandy Darling. The working group brought forth in action Item which read "That C.A.R. Sponsor legislation in 2014 to specifically address the unlawful occupation of residential property by - squatters". In addition, the city of Bakersfield is exploring the creation of an affidavit approach that Realtors could utilize to assist their clients and notifying local law enforcement agencies of the existence of squatters and there illegal occupation of a residence. The working group also would be issued a staff directive requesting the C.A.R. Standard Forms Committee create a C.A.R. "Vacant Homes Affidavit" that can be utilized a wide by Realtors.

The FHA 203k program currently allows home buyers to purchase a single family home (1-4) in need of rehabilitation and financial costs of repairs through their mortgage. The problem arose when FHA's inability to appropriately oversee an audit the program allowed for fraud which forced FHA to limit the programs availability to homebuyer's only. Congressman Buck McKeon has introduced the Community Achieving Sustainability Act which would expand the FHA 203k program to investors for two years. NAR has submitted a letter of support for the proposed legislation.

The following Assembly and Senate Bills were discussed:

**AB 523 HCD Loans for Housing Developments**

**AB 746 Prohibition of Smoking in Multifamily Dwellings**

**SB 750 Water Meters: Multi-Unit Structures**

**SB 269 Prepaid Rental Listing**

**SB 450 Unattended Collection Boxes**

**SB 603 Security Deposits**

**SB 662 Financial Requirements for Structural Pest Operators**

**Home Ownership Housing Committee**

**May 2, 2013**

**10:00 AM - 11:30 AM**

The first item of discussion came from the 2013 Delinquent HOA Assessment Working Group which brought forth a proposal which states "That C.A.R. Sponsor legislation in 2014 that will empower HOA's to impose a Lien on an HOA unit for Delinquent assessments that will: a) create a Lien for up to one year's Delinquent assessments that is superior to the claim of the foreclosing mortgagee; and b) empower the HOA to attach rent payments by a tenant in a unit in order to satisfy the unit owner's delinquency".

They also discussed the "Squatters Working Group" as mentioned in the report on Investment Housing committee, with no further action.

The following Assembly and Senate bills were discussed:

**AB 1360 Electronic Voting in CID Elections**

**AB 325 Challenges to Local Planning Decisions**

**AB 1229 Rent Control on New Construction**

**SB 1 Sustainable Communities Investment Authority**

**SB 510 Mobile Home Park/Manufactured Housing Communities Conversions to Resident Ownership**

## **MLS Policy Committee**

**May 2, 2013**

**1:10 pm – 2:50 pm**

As usual this committee meeting was lively and full of opinions from the extremely large audience that this meeting always attracts. There was a variety of discussions, but most of the meeting dealt with the issues regarding changes to the C.A.R. Model MLS Rules.

The first rule change was to model rule number 7.5 Mandatory Submission. The revision that was submitted to the Board of Directors reads as follows: "Within 2 days after all necessary signatures all this seller(s) have been obtained on the listing or at the beginning date of the listing as specified in the contract, whichever is later, on any exclusive right to sell or exclusive agency a listing on 1 to 4 unit residential property and vacant lots located within the service area of the MLS, Broker Participants shall (1) input the listing to the service, or (2) submit a seller-signed exclusion in accordance with Section 7.6 (Exempted Listings) to the service. All necessary signatures are those needed to create an enforceable listing, which it generally means all named signatories to the listing agreement. In the event there are know additional property owners not made a signatory to the listing, listing broker shall disclose said fact on the service and state whether the listed seller will make the sale contingent on the consent of the additional property owners. In the event the listing agent is prevented from complying with the 2 day time period due to seller's of the delay in returning the signed listing agreement, listing broker must submit of the listing to the service within 2 days of receipt back from seller. The MLS may require listing broker to present documentation into the service evidencing seller's delayed transmission. Only those listings that are within the service area of the MLS must be input. Open listings or listings of property located outside of the MLS's service area (see Section 7.7) are not required by this service, but maybe input at the Broker Participates option".

The second item discussed was MLS Model Rule 7.6 Exempt Listings. This lively discussion also enveloped quite a bit of time. The revised MLS Model Rule submitted to the Board of Directors for approval read as follows: "If the seller refuses to permit the listing to be disseminated by the service, the listing broker shall submit to the service a certification signed by the seller that the seller does not authorize the listing to be disseminated by the service. C.A.R. Standard Form SEL may be used for the certification, but in any event, said exclusion shall include an advisory to the seller that, in keeping the listing of the MLS (1) real estate agents and brokers from other real estate offices, and their buyer clients, who had access to the MLS may not be aware seller's property is for sale, (2) seller's property will not be included in the MLS's download to various real estate Internet sites that are used by the public to search for property listings, and (3) real estate agents, brokers and members of the public may be unaware of the terms and conditions under which seller is marketing the property, and (4) the reduction in exposure of the listing may lower the number of offers made on the property and may adversely impact the overall price".

The meeting concluded with a Legal/MLS Update by C.A.R. Senior Counsel Elizabeth Miller-Bougdanos and the Chairman of MLS Listings Robert Bailey. Their discussion revolved around "Pocket Listings" – Legal, Ethical and MLS Issues of Off-MLS Listings.

## **Global Real Estate Form**

**May 3, 2012**

**10:00 AM through 12:00 PM**

The announcement was made regarding the chair of the committee, Melrose Forde, would not be attending the meeting due to the violent death of her daughter recently. After the introductions were made of the committee vice chair persons, CAR Staff and CAR Liaison the meeting preceded into the meat of the program which was Special Investigator Kyle Jones of the Department of Real Estate. His presentation revolved around the current issues which the Department of Real Estate is finding what is taking up most of their workload. His primary discussion was directed at the many abuses seen in the timeshare market both domestically and internationally. Much discussion was focused on upfront listing fees which are being charged illegally to negotiate the sale of a person's timeshare interest. This is a problem that is of growing concern with the Department of Real Estate as this practice appears to be a lucrative proposition for unscrupulous real estate firms or brokers.

Domestically, the Department of Real Estate is dealing with a plethora of issues in all areas of the industry. Mr. Jones then opened up the microphone to the participants in the room which allowed individuals to address specific issues they're dealing with in their local markets. Mr. Jones then tried to provide the adequate direction to remedy their situations.

This was followed by the Presidential Liaisons reports from around the globe. Kelvin Wong as the Presidential Liaison to Hong Kong provided an in-depth report as to the situation in Hong Kong and mainland China regarding the "Buying Stamp" Tax affecting both countries at a rate of 15% of the selling price of each investment transaction. Randall Traw as the Presidential Liaison to Singapore provided a report on the APRECE 2013 conference and expo in Singapore from March 20-23, 2013. A video presentation was given all the conference to provide visual support to the activities of the conference.





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### Director Committee Report

Director name: Mike Vachani

Committee name and position on Committee: Realtor Action Fund , Committee Member

Committee meeting date and time: 9:30 am - May 2, 2013

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Updates on CREPAC, IMPAC, PAF

Outcome achieved: This was an report only -- 2014 is a big election year and we have a lot of money to support REALTOR candidates

- Item discussed: Goals and Objectives of Realtor Action Fund

Outcome achieved: We are very close to achieving some of our goals but are far off in terms of member of participation

- Item discussed: Focused on Realtor Action Fund Success Stories

Outcome achieved: Discussed best practices used by other associations over the last year

Please summarize your meeting in one paragraph:

The Realtor Action Fund Meeting was very light. There were not action plans discussed or votes taken. We spent the first part of the meeting reviewing CREPAC, IMPAC and PAF. Leg Day was a big sucess. The new scholarship program brought an additional 230 new participants. This was our most successful Leg day. Our second discussion was a review of our goals of RAF. Our goal was to raise 1.6 million (We are at 1.52 million), 100% CAR director donating the \$198 amount for all regions (we are not at 100%) and to start a RAF committee at the local level. The final part of the meeting was discussing best practices to get members to donate to RAF.



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## Director Committee Report

Director name: Mike Vachani

Committee name and position on Committee: Taxation & Government

Committee meeting date and time: May 2, 2013 at 1:15-2:50

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: CAR's current position on all bills regarding the fire fee attached to parcels into fire danger areas

Outcome achieved: Although we are opposed to any parcel fire fees, we would support a bill that will reduce the fee

- Item discussed: CAR's position on reducing the voting threshold on general taxes (outside of special taxes)

Outcome achieved: CAR opposes all measures that reduce the voting threshold on general taxes. It should stay at the 2/3 vote threshold

- Item discussed: SB 391 - New \$75 documentary transfer tax on all real estate documents recorded outside of a sale grant deed

Outcome achieved: CAR opposes a \$75 transfer tax attached to all real estate documents outside of a sales grant deed

Please summarize your meeting in one paragraph:

The meeting reviewed the current measures in California that are currently going through committees. The following action items were voted on during the meeting: 1. CAR Oppose all Fire Fee Measures but support a reduced fee bill. CAR believes this fee is not going away and therefore it is better to support a reduction in the bill if we can not get rid of it. CAR opposes all measures that decrease the voting threshold down from 2/3 vote to a 55% or less vote on all general and special tax bills. CAR opposes SB391 which would impose a \$75 fee on all non-sale real estate documents that are being recorded. CAR opposes AB561 which would impose a new documentary transfer tax on all commercial property that is sold that is 100% transfer of ownership (via an entity transfer). CAR opposes this and all split roles tax measures. CAR opposes AB 905 which would impose a up to a 2% transfer tax on a commercial properties as an environmental assessment (forever).



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### Director Committee Report

Director name: Mike Vachani

Committee name and position on Committee: Commercial Committee - Committee Member

Committee meeting date and time: Friday, May 3, 9am to 12pm

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Reviewed the formation and goals of the California Commercial Alliance

Outcome achieved: New entity with C.A.R. to unify our Commercial Members and other interested membership

- Item discussed: Review of California Commercial Property Exchange by Steven McMurtirie

Outcome achieved: Understanding of the system and how it can help commercial realtors as a MLS and database of commercial tools

- Item discussed: Presentation on "RPR Commercial-Technology, Analytics, Innovation" by Emily Line, Director Commercial, RPR

Outcome achieved: Overview of the system and how it can benefit the commercial Realtor

Please summarize your meeting in one paragraph:

There were two commercial meetings at CAR. The first was meeting was a discussion of the formation of the new California Commercial Alliance (CCA). This discussion was also continued during the second meeting, the Commercial Investment Group Program.

The purpose of CCA is to unify our commercial and interested membership, foster communications, provide education, product services and other benefits to our members and support the common interests of our members in the area throughout California.

The rest of the second meeting consisted of networking, introduction, open discussion and presentations by 3 speakers.

First, there was an overview of the California Commercial Property Information Exchange by Steve McMurtirie, CEO of NCCAR. Second, there was a presentation on "RPR Commercial-Technology, Analytics, Innovation" by Emily Line, Director Commercial, RPR. Last, there was a panel presentation entitled

"ABC's of Foreign Investments in USA" moderated by Talla Ross, VP, Old Republic Title Company, with panelists of Jenny C. Lin, Attorney, and Michelle Li, Interest Mortgage.



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### Director Committee Report

Director name: KELVIN WONG

Committee name and position on Committee: Local Government Forum Vice Chair

Committee meeting date and time: May 2, 2013 9:45 a.m.-11:30 a.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Transfer Taxes, Business License Taxes, Eminent Domain, Point of Sale, Regional Planning  
Outcome achieved: Suggestions shared among the government affairs directors to fight against those issues.
- Item discussed: Vacation Rental Restrictions-Lisa Mueterties  
Outcome achieved: Dana Point had similar issue. Seek advices from GAD.
- Item discussed: Solar Power Requirement on newly built homes.  
Outcome achieved: Shared experience among fellow members to minimize the cost of compliance.

Please summarize your meeting in one paragraph:

Members were notified to report their local issues occurred in their respective regions.  
Suggestions were made and shared among members during the meeting at the Forum.  
Members are aware and brought to their attentions that issues occurred and might spread to their region.  
Great discussions among the members!



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### Director Committee Report

Director name: KELVIN WONG

Committee name and position on Committee: Federal Committee

Committee meeting date and time: May 2, 2013 3:00 -5:00 p.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: That CAR in conjunction with NAR "support" FHA risk based pricing.

Outcome achieved: Approved

- Item discussed: That CAR in conjunction with NAR "oppose: any cap on the FHA market share.

Outcome achieved: Approved

- Item discussed: That CAR in conjunction with NAR oppose a reduction in the FHA 100% guarantee.

Outcome achieved: Approved

Please summarize your meeting in one paragraph:

Federal Committee members rectified the reports from Housing Committee, Transaction and Regulatory Finance Committee  
and Investment Housing Committee. Background information were given by the chairs of different  
committees and members began to discuss to modify or approve the existing motions.



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### **Director Committee Report**

Director name: **Margaret Garemore**

Committee name and position on Committee: **Professional Standards Committee Member and Regional Rep**

Committee meeting date and time: **Thursday, May 2, 2013, 8:00 - 9:30 a.m.**

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: **Current Industry Problems with Improper Handling of Listings and Offers**  
Outcome achieved: **A plan of action to address unethical agents through stricter discipline**
- Item discussed: **Statewide Control Coming - Discipline and Fines to be Reported**  
Outcome achieved: **Local Associations to use statewide data base to report discipline**
- Item discussed: **Publishing of Egregious Behavior**  
Outcome achieved: **Both CAR and Local Associations will be able to publish discipline details**

Please summarize your meeting in one paragraph:

**The focus of the meeting was to address the serious concerns of a growing disregard for proper ethical behavior in our industry, especially regarding listings and offers. Much of the discussion concerned the improper handling of listings that includes: private MLS's hiding listings, pocket listings, incorrect reporting of listing status, doubling ending deals, not presenting offers, improper withholding of paperwork, offering to give, or the taking of, gifts to listing agents, and other unethical behavior. The Committee focused on these issues and other ethical problems with a focus on how to stop such behavior through stronger discipline and punishing this behavior, which would include harsher penalties/discipline plus the reporting and publishing of punishment at both at the local and state level.**





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### **Director Committee Report**

Director name: Margaret Garemore

Committee name and position on Committee: Membership Committee Member

Committee meeting date and time: Thursday, May 2, 2013, 3:00 - 5:00 p.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: California is the Only State to Charge Dues for MLO's (Mortgage Loan Originators).  
Outcome achieved: CAR to ask NAR for Policy Change Regarding Dues Exemption for MLO's
- Item discussed: Honorary Member for Life Requirements  
Outcome achieved: Motion failed - no task force to review - let it stand as is
- Item discussed: New Resources for Consumers to get Info on Financing, County Programs and Housing Affordability  
Outcome achieved: Various website locations will be promoted.

Please summarize your meeting in one paragraph:

CAR is endorsing a policy change request to be presented to NAR to allow MLO's (Mortgage Loan Originators) to be exempt from paying real estate dues as long as their activities strictly involve loans. The MLO's would not be eligible for MLS access. This would require NAR approval and a policy change. Next, a motion failed which sought to establish a task force to evaluate the requirements for an Honorary Member for Life. Also, there will be some great new resources on the web that will be promoted for consumers to get "one-stop shopping" information on programs on financial assistance, mortgage loans, county programs and housing affordability. After the above items were discussed, the members did a break-out session to discuss various membership issues.



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### Director Committee Report

Director name: Margaret Garemore

Committee name and position on Committee : Risk Management and Consumer Protection Forum, Committee Member

Committee meeting date and time: Friday, May 3, 2013, 8:00 - 11:00 a.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Overview of Home Warranty and Termite Issues  
Outcome achieved: Received Information of relevant problems and issues
- Item discussed: Overview of Current Escrow Concerns  
Outcome achieved: Suggestion to read prelims and info on escrow requirements and problems
- Item discussed: Improper Handling of Inventory Including Pocket Listings. Focused on Seriousness, with Possible Anti-Trust and Discrimination Violations.  
Outcome achieved: Detailed information provided by Gov. Hutchinson, Panel and the Senior Legal Counsel Badanos on rules and laws

Please summarize your meeting in one paragraph:

The home warranty and termite reps reported that many buyer's agents are not requesting home warranties and termite clearances in their offers to make them more attractive to sellers, but then buyers are left without coverage if systems break or if termite problems are found. The escrow officer discussed the importance of agents reading the prelims and the need of obtaining the Qualified Substitute form signed by seller to make sure the buyer is not held responsible for the seller's unpaid taxes. Additionally, there are new demands that escrow be vetted by lenders, including the need for a credit check. Gov Hutchinson, the panel and the Senior Legal Counsel spoke in great detail about the problems involving listings and buyers, with a focus on low inventory, private MLS's, hiding listing, pocket listings, and improper presentation of offers. This behavior is not only a violation of the Code of Ethics but may also be anti-trust, along with discrimination.





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## **Director Committee Report**

Director name: GEORGE R. MONTE

Committee name and position on Committee : STANDARD FORMS ADVISORY COMMITTEE FORUM ON FORMS

Committee meeting date and time: MAY 2, 2013 8:30 to 10:15 a.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: April 13 Forms for release were reviewed

Outcome achieved: Group Discussion

- Item discussed: 8 forms were reviewed for November release date

Outcome achieved: Group Discussion

- Item discussed: Zip for update was provided for future improvements.

Outcome achieved: Report received.

Please summarize your meeting in one paragraph:

Large meeting room with legal staff and committee leadership. Comments from  
membership on forms is reviewed and discussed for possible recommendations for  
improvement to standard form. Counter-offer form discussed at length and in  
regional caucuses. Final BOD decision is no change in the form.

*G. Monte*



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## Director Committee Report

Director name: GEORGE R. MONTE

Committee name and position on Committee : TAXATION AND GOVERNMENT FINANCE COMMITTEE MEMBER

Committee meeting date and time: May 2, 2013 1:10 to 2:50p.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Policy Opposing the Fire Fee in State Responsibility Areas

Outcome achieved: Opposition to Fee

- Item discussed: Increasing Voter Threshold for approval of General Taxes

Outcome achieved: Many measures discussed, all supported to raise threshold.

- Item discussed: Change of Ownership - 100% of corporation sale

Outcome achieved: Numerous issues discussed on this matter. Referred to BOD

Please summarize your meeting in one paragraph:

Very good committee presentation and discussion. For more detailed report see

reports on CAR web site following the meetings or contact me for more meeting details.

*GRM*



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## Director Committee Report

Director name: GEORGE R. MONTE

Committee name and position on Committee : MEMBERSHIP COMMITTEE MEMBER

Committee meeting date and time: MAY 2, 2013 3:00 p.m. to 5:00 p.m.

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Approval of Member's for Life

Outcome achieved: List approved as presented

- Item discussed: ~~Discussion on motion for Variable Dues formula for MLO's.~~

Outcome achieved: Motion passed to recommend exclude variable dues formula for MLO, subject to NAR changing its policy.

- Item discussed: Home Buyers Fair Discussed May 25, 2013 9am to 5 pm California Science Center. Great classes and education for first time home buyers.

Outcome achieved: \_\_\_\_\_

Please summarize your meeting in one paragraph:

Following the above business items, we went in breakout sessions based upon the  
the size of your AOR. Any topic was open for discussion and there was a good round  
of discussion points. Topic of greatest interest is member involvement and  
developing new leadership.

*gmm*



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## Director Committee Report

Director name: Ryan Asao

Committee name and position on Committee: RPAC Committee

Committee meeting date and time: 5/1/13

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: RPAC Update  
Outcome achieved: We need more participation less than 13% of all REALTORS donate to RPAC
- Item discussed: YPN Million Dollar Pledge  
Outcome achieved: California is leading by example with the YPN Million Dollar Pledge and building a culture of giving to RPAC
- Item discussed: NAR needs RPAC dues  
Outcome achieved: Everyone thinks the \$49 dollars goes to NAR but it does not and NAR needs your help to fight against important bills!

Please summarize your meeting in one paragraph:

We need 20 more YPNers to fulfill the YPN Million Dollar Pledge in California (the goal is 100)

The YPN Million Dollar Pledge is going National (NAR 10 Million Dollar YPN Pledge) in San Francisco (NAR Annual)

Did you know that over 35% of proposed legislation introduced in Sacramento each year impacts REALTORS directly

Your contribution to RAF goes to support political candidates who represent REALTOR rights and support REALTOR issues

RPAC money goes to protect homeownership / private property rights

I signed the pledge because I want to inspire other young REALTORS to become major donors to RAF

Checkout this video about the YPN Million Dollar Pledge - <https://www.youtube.com/watch?v=0KMdy6pMCeE>

Make a donation to RPAC today to help protect the Real Estate Industry



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### Director Committee Report

Director name: Ryan Asao

Committee name and position on Committee : EXPO Advisory Committee

Committee meeting date and time: 5/2/13

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: Speakers for EXPO  
Outcome achieved: Barbara Corcoran, Kenneth Cukier, Leslie Appleton-Young on Thursday Now
- Item discussed: Expo will be open on Tuesday from 4-8pm  
Outcome achieved: I will be working on a networking event on Thursday from 6-8pm
- Item discussed: Association Booths will be free again this year!  
Outcome achieved: AAR will again be having a booth at the CAR EXPO

Please summarize your meeting in one paragraph:

Barbara "The Shark Tank", Kenneth "Big Data" Co-Author = Great Speakers  
Lookout for CLUB CAR on Wednesday Evening! (Free)  
Evolve YPN Conference will be on Tuesday and is a paid event/track  
Their is going to be a broker/manager track this year for EXPO  
NAR EXPO Update: Keynote Speaker: Hillary Clinton \* Entertainment Foreigner  
We need door prizes and I am the door prize chair, so please see me if you have something that you would like to raffle off  
10x10 booths for exhibitors are \$2350  
There will also be a new REALTOR boot camp to look out for and is a paid track



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## Director Committee Report

Director name: Ryan Asao

Committee name and position on Committee : YPN Advisory Committee

Committee meeting date and time: 5/3/13

Please list the top 3 items discussed at your meeting and the eventual outcome, if applicable:

- Item discussed: YPN Update  
Outcome achieved: YPN is growing with over 52 YPN chapters in California alone!
- Item discussed: How to join a CAR Committee  
Outcome achieved: We showed YPNers how to update their profile & request to be on a CAR committee for 2014
- Item discussed: Best Practices Round Tables  
Outcome achieved: We had 6 different scenarios and brain stormed on how to handle each situation... My favorite part!

Please summarize your meeting in one paragraph:

We spoke to the YPNers about the do's and don'ts of YPN

The YPN Million Dollar Pledge is 80% Complete and we NEED YOU! (ask me for more details)

Evolve YPN Conference will be on Tuesday in Long Beach

The message to the YPNers was being at LegDay makes you a better REALTOR

YPNers who are interested in getting involved or on a committee please call me and I would love to mentor you :]

The YPN network is an amazing referral network and we are now Global (ex: Bahamas & Canada)

Join the YPN CAR Facebook page, AAR YPN FB Page, & NAR YPN FB Page

Knowledge is power so get involved at your local association