

**MINUTES**  
**CAAR Broker Council Meeting**  
**Wed., September 6, 2023**  
**11:30 a.m. – 12:30 p.m.**  
**Hillsdale Conference Center**

In Attendance: Quinton Beckham, Keith Davis, Jim Faulconer, Percy Montague, Tom Pace, Sasha Tripp, Katie Tyree (Chair), Bill May, Georgia Lindsey

Excused: Patrick Burns, Michael Guthrie (Vice-Chair)

Absent: Rives Bailey

Guest: President S. Lisa Henderson. Staff: Abby Tammen, Lauren Graf, Teresa Kirkhart (virtual)

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

Approval of May Minutes: The meeting minutes from May 3, 2023 were approved at 11:41 a.m.

CAAR Update

President S. Lisa Herndon gave an update on the second quarter 2023 Market Report. She has had numerous interviews with the local television stations.

The Sentrilock Lockbox conversion went well. There was a smooth transition on the CAAR Staff side.

The Commercial Council has tested their new Commercial Platform. The big update is going to be provided in November. This new platform increases transparency and provides more data than sales.

CEO Update

CAAR has the opportunity to secure that Broker Engagement Grant. CAAR has received numerous grants from Virginia Realtors and the National Association of REALTORS® this year.

Staffer Teresa Kirkhart introduced the Cruisin' CAAR Program to put our CE/PLE programs on the road to other associations that do not have a Director of Education or education focused staff. CAAR is now advertising Cruisin' CAAR for local brokerages and is available during 2024.

CAAR has a new online nomination process for elections that will be opening soon through October 25, 2023. The program is running through members SSO Dashboard and can be accessed through "MyElections" under the CAAR Portal Links.

Open Forum

Sasha Tripp led the discussion regarding agent etiquette because she has noticed a lack of etiquette during property showings. The Council confirmed that agent etiquette is an important issue that needs to be addressed. The Council suggested that CAAR create an incentive quiz that is coupled with the Lock Box Policy to help address the etiquette issues.

President S. Lisa Herndon commented on the importance of knowing where to put the lockbox at a showing. She commended Sasha Tripp on her lockbox location diagrams that she provided to her agents. Sentrilock offers numerous safety resources to help ensure the safety of REALTORS®. President S. Lisa Herndon also reminded the Council that the CAAR allocates some money for REALTORS® to visit multi-cultural sites. President S. Lisa Herndon visited the Women's Council of National Association Real Estate of Brokers (NAREB) in Houston, Texas where attended discussions surrounding diversifying brokerages and decreasing the wealth gap.

The Council honored Stephen McLean, a former member of CAAR who sadly passed away on September 1, 2023. McLean co-founded McLean Faulconer Inc. in 1980 and remained President until he retired in August 2023. McLean was the President of CAAR's Board of Directors in 1988 and left an impressive legacy.

Adjourn

Chair Tyree reviewed the dates of the upcoming Broker Council meetings and important association events.

The meeting was adjourned at 12:30 p.m.

Respectfully submitted, Lauren Graf, Staff Liaison