

**MINUTES**  
**Professional Development Group**  
**Charlottesville Area Association of REALTORS®**  
**Monday, February 6, 2023**  
**3 p.m. – 4 p.m.**

**ATTENDANCE**

Members in Attendance: Ashleigh Abrams, Brad Connor, Jessica Goins, Angela Hawkins, Melissa Moody, McAnalle Neal, Alex Rayfield (by Phone) Ty Smith, Arleen Yobs, Chair: Sasha Tripp, V. Chair: Debra Cash, BOD Liaison: Pam Dent, BOD Liaison: Jessica Russo. CAAR President, S. Lisa Herndon

**Absent:** Marcella Johnson, Walter Johnson, Steven Reese

**Staff in Attendance:** Teresa Kirkhart

**CALL TO ORDER**

Chair Tripp called the meeting to order at 3:02 p.m.

**MINUTES**

A **MOTION** was **MADE, SECONDED, and APPROVED** to accept the November 9, 2022; meeting minutes as presented.

**BOARD UPDATES**

Board liaisons reported no updates just information on leadership training and attending Bias Override class on 3/1.

**OLD BUSINESS**

**General Business Meeting 2023 Session Topics**

The General Membership Meetings all have educational topics decided with exception of the November meeting. The group reviewed topics that could be educational. Here are the topics that the group will decide from in the March 6<sup>th</sup> meeting:

1. Virginia Realtors Contract Updates – give an overview of the changes made to the contract.
2. Virginia Realtors Resources/Benefits – Guide us to find the benefits that our membership covers.
3. Language Guide to make the Buying process/contract more inclusive for clients that do not speak English.
4. Working with Builders- A panel of builders/REALTORS® discussing how to work together
5. Smart Growth – Getting an update possibly from Neil Williamson
6. Senior Market – Resources for aging adults
7. School Systems – Student growth in the surrounding communities
8. Energy Efficiency – New change and how it will affect trades, (ie. Inspector, Elec., HVAC)

**Strategic Plan**

The group reviewed the achievements of the Professional Development Master Group in the strategic plan.

**2022 PDEV Minutes**

The group was provided the 2022 minutes to be informed of last year's priorities.

**New Business**

The Broker Pre-licensing Program was tabled from 2022 to be review again in 2023. An overview of the modules and scheduling for students to achieve this licensing were reviewed. The committee will discuss at the March 6<sup>th</sup> meeting.

**Fair Housing**

The DEI Council is working with Professional Development in bringing this topic to CAAR in the fall.

**Money Laundering and the Real Estate Industry**

This information was sent to CAAR and forwarded to the Master Group to review and determine if valuable for the members. This will also be reviewed at the March 6<sup>th</sup> meeting.

**Next Meeting**

- March 6th – 3 p.m. via Zoom

**Important Dates**

- 2/16- GRI 502 Sales Contract
- 3/16- GMM
- c. 3/23- Real Estate Negotiation Expert

**Adjourn**

The meeting was adjourned at 4:03 p.m.