

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

ATTENDANCE

Members in Attendance: Ashleigh Abrams, Brad Connor, Jessica Goins, Angela Hawkins, Walter Johnson, Melissa Moody, McAnalle Neal, Alex Rayfield, S. Yuri Reese, Ty Smith, Arleen Yobs, Chair: Sasha Tripp, V. Chair: Debra Cash, BOD Liaison: Pam Dent, BOD Liaison: Jessica Russo.

Absent: Marcella Johnson

Staff in Attendance: Teresa Kirkhart

CALL TO ORDER

Chair Tripp called the meeting to order at 3:00 p.m.

MINUTES

A **MOTION** was **MADE, SECONDED,** and **APPROVED** to accept the February 6, 2023; meeting minutes as presented.

BOARD UPDATES

Board liaisons reported no updates just information on the lockbox conversion with SentriLock.

OLD BUSINESS

2023 General Membership Meeting Topics

A poll was taken from the below list of topics. The group selected the **top five**. The #1 topic will be used in the November General Membership Meeting 2023 and the others will be added to 2024.

GMM Topics

1 questions | 13 participated

1, Which 5 topics do you favor? (Multiple Choice) *

13/13 (100%) answered

4	Virginia Realtors Contract Updates - Updates to Contract	(9/13) 69%
	Virginia Realtors Resources/Benefits - Guide us to benefits	(6/13) 46%
	Language Guide to Make the Buying process/contract more inclusive for clients that do not speak English.	(6/13) 46%
1	Working with Builders - Panel of builders/Realtors discussing how to work together	(11/13) 85%
5	Smart Growth - Getting an update possibly from Neil Williamson	(8/13) 62%
3	Senior Market - Resources for aging adults	(9/13) 69%
	School Systems - Student growth in the surrounding communities	(6/13) 46%
2	Energy Efficiency - New change and how it will affect trades (Inspector, Elec., HVAC)	(10/13) 77%

A project team was created to come up with a panel for the Working with Builders session in November. This team consists of Sasha Tripp, Alex Rayfield and Arleen Yobs. They will report back to the group in April.

Class Topics

We will keep this list for future references to assist with other educational opportunities.

NEW BUSINESS

Education Survey

The group reviewed the survey and made a few suggestions:

- #3 *What business days are best for CAAR to hold in-person classes?* We list the days of the week but not the time of day. We will add AM or PM to this question.
- #11 *Would you like to see levels of training offered?* Instead of yes or no, we would add Beginners, Intermediate and Advanced.
- Add two questions on Broker Licensing.
 1. Are you interested in getting your brokers license? Yes or No
 2. If you are interested, which day of the week would work better to attend class? Monday, Tuesday, Wednesday, Thursday, or Friday.

Aging & Senior Care Resources

CAAR received an email from Senior Advice (www.senioradvice.com/home-healthcare/virginia) requesting us to add their link to the website for the members to have a resource for seniors. Staff will be reaching out and asking if they have a presentation, they could give to CAAR. Staff will report back with information in April.

National Real Estate Ethics Day

Leigh Brown holds an Ethics day yearly via Zoom for associations across America to tune in. This year it will be held on Thurs., June 29th from 1 – 4 p.m. There was a discussion on having a watch party at CAAR for this class. The group felt that if we could get the class approved for CE credit then yes, it would be beneficial for the membership. Staff also included that CAAR could invite Augusta Area and Harrisonburg Associations to participate.

Next Meeting

- April 10th – 3 p.m. via Zoom

Important Dates

- 3/16- GMM & Honor Society Breakfast
- 3/23- Real Estate Negotiation Expert – 2-day Certification
- 3/31- Technology Series – Smart Homes
- 4/13- Broker CE Day
- 4/17- CE Day 1
- 4/27- CE Day 2

Adjourn

The meeting was adjourned at 4:04 p.m.