

**MINUTES**  
**Professional Development Group**  
**Charlottesville Area Association of REALTORS®**  
**Monday, August 21, 2023**  
**3 p.m. – 4 p.m. In-Person**

**ATTENDANCE**

Members in Attendance: V. Chair: Debra Cash, Brad Conner, Jessica Goins, Angela Hawkins, Marcella Johnson, Melissa Moody, Alex Rayfield, Ty Smith, BOD Liaison: Pam Dent, Chair: Sasha Tripp, Arleen Yobs  
**Staff in Attendance:** Teresa Kirkhart and Lauren Graf

**Absent:** Ashleigh Abrams, McAnalle Neal, S. Yuri Reese, BOD Liaison: Jessica Russo

**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 June 12th, 2023; meeting minutes as presented.

**BOARD UPDATES**

The Lockbox conversion to SentiLock went very smoothly. Reminder of the Property Rights Luncheon Aug. 23<sup>rd</sup>.

**OLD BUSINESS**

**CAAR Conference & Expo – Sept 12, 2024**

There was a discussion of the trade show for 2024 and the need for 3-4 volunteers for a Task Group that would work on a name for the conference, location of conference, relevant classes and speakers. It was suggested that we reach out to agents who were involved in previous trade shows and get guidance. There were no volunteers.

**Latte & Learn Topics**

Topics are needed for Feb. 9th, and, Jun. 14, 2024, Latte & Learn. Some suggestions were:

- Appy Hour- get three agents to present what real estate apps work well for them and get the best results.
- Regarding cash contracts and getting verifiable information on available funds to pay cash for a property at closing.
- Pricing Strategies/CMA for pricing listings in today's market.

**New Business**

Instructor Auditions: Wed., Sept. 13<sup>th</sup> 11 a.m. – 12:30 p.m. & Mon., Sept. 25<sup>th</sup> 11:30 – 1 p.m. During the spring Education Survey there were quite a few members interested in instructing at CAAR. If CAAR has anyone interested in auditioning, we already have the schedule for auditions and the Train-the-Trainer class on Mon., Oct. 16<sup>th</sup> 9 a.m. – 3 p.m. We need a panel of judges for the auditions. We received one willing volunteer. We need at least three more volunteers.

**Member Class Suggestions**

- HydroGeo Oil Tank
- Knowing Our Outlying Area
  - Series of panel discussions between Appraisers, lenders, town mayor, etc.
  - Could be an expo topic
  - Could have field trips to neighboring counties
  - This could be a Neil question
- Contracts for New Construction
  - Would be a great GMM topic
- Chat GPT
  - How to legally present it to REALTORS®
  - Is it Plagiarism? How to check if it is

- Concealed Carry & Situational Awareness
  - This class has been taught at CAAR before and well received
  - Could be a topic for Safety in Feb. 2024
  - Charge individual sign-up fees
- Appraisal Gap Strategies
  - Let individual lenders teach to groups
  - Haven't had as many complaints as previous years
  - Table it

### **Next Meeting**

Sept. 11<sup>th</sup> – 3 p.m. In-Person

### **Important Dates**

- Sept. 4<sup>th</sup> – Labor Day Holiday
- Sept. 6<sup>th</sup> – CAAR Broker Council Meeting
- Sept. 7<sup>th</sup> – GMM Economic Summit
- Sept. 11<sup>th</sup> – GRI 506 Risk Management
- Sept. 14<sup>th</sup> – Productivity: Creating Time

**Adjourned at 4:05 p.m.**