



Business Meetings at a Glance

Illinois Association of REALTORS®
Pheasant Run Resort, St. Charles

Business Meetings
October 10-12, 2011

Meeting Highlights

**Indicates closed meeting*

Monday, October 10

Noon – 4:00 p.m. Registration Desk Open

Noon – 2:30 p.m. – Leadership Committee* (Lunch)

1:00 – 3:00 p.m. – Partnership for HomeOwnership – This group will review financial statements and receive updates on the PFHO/Real Estate Educational Foundation, the Ira Gribin Workforce Housing Grant, the IHDA Hardest Hit Fund Program, the Rural Development Program and the Quincy Housing Initiative/HUD Sustainable Communities Planning Grant. *(The Partnership for HomeOwnership is a not-for-profit foundation. It provides consumer information and education in connection with obtaining residential mortgage financing through its loan programs. The foundation works in partnership with other industry groups to provide down payment assistance and affordable mortgages.)*

2:00 – 3:30 p.m. – RPAC Trustees* – The trustees will review financial statements and invoices, receive reports from the Political Fundraising and Major Donor working groups and hear a report on the RPAC 100% Ask Campaign. Trustees will discuss the RPAC pledge card and get a preview of the March 20, 2012 primary election including: redistricting, the loss of a Congressional seat and key Illinois General Assembly races.

3:00 – 3:30 p.m. – REEF Directors – The directors will review their financial reports, receive subcommittee reports, get updates on the Broker Management CE Course and the Pritchard Management Conference and discuss REEF/Partnership for HomeOwnership Foundation. *(A not-for-profit foundation, REEF provides financial support through scholarships for the advancement of real estate education in the fields of real estate, urban economics and land economics through the cooperation and support of, and dialogue with, the colleges and universities of the state of Illinois.)*

3:00 – 5:00 p.m. – Board Leadership Forum – The Board Leadership Forum is open to all local elected leadership. Attendees first will hear a presentation on WhyIBuy.org from Dan Ball and then discuss current issues facing local associations and participate in roundtable discussions on various industry topics.

3:30 – 4:00 p.m. – REEF Annual Business Meetings – An election will be held for 2012 REEF officers and directors. The Nominating Committee met August 30 to recommend new officers for 2012. Nominations may also be made from the floor.

3:45 – 5:30 p.m. – Association Executives Committee – This committee will hear subcommittee reports, receive an IAR update, discuss association recertification for 2012 and hear a presentation from Bryan Wahl on The REALTOR® Party. *(The Association Executives Committee provides ongoing education of association executives, board leadership, support of development and implementation of association policies and programs; and provides for the professional development of association executives. The committee also plans and promotes the annual Leadership Conference.)*

6:00 – 8:00 p.m. – Leadership Reception* (Invitation Only)

Tuesday, October 11

8:00 a.m. – 3:00 p.m. – Registration Desk Open

8:00 – 9:00 a.m. – Professional Standards Committee – The committee will receive updates on the 2012 Professional Standards Workshops, the Quadrennial Ethics Training Review Working Group and actions taken by the NAR Professional Standards Committee. *(This committee provides hearing panels on all professional standards cases referred to it and provides mediation services as needed on requests for arbitration.)*

8:00 – 9:00 a.m. – Commercial/Industrial/Investment Committee – This committee will review the Internet sales tax issue, Tax Increment Finance reform, the Business Brokerage Act and House Bill 212 addressing business corridors and “disadvantaged” municipalities. The committee will also discuss the RPAC 100% Ask Campaign and a commercial member focus group. *(This committee reviews Association policy in regard to member services for non-residential members and discusses member services to enhance the productivity of the non-residential member. It is for commercial/industrial members and others interested in learning more about this field of specialty.)*

8:00 – 9:30 a.m. – Finance Committee*

9:00 – 10:30 a.m. – Professional Development Member Involvement Group – This group will receive reports from the Convention, Inaugural Banquet and Spring Conference committees, the Education and Equal Opportunity/Cultural Diversity working groups, REALTOR® Institute and REEF. The group will receive updates on online delivery, a broker manager report, the pre-license instructor training course, online CRB course and transition home study. *(This group analyzes the educational needs of the membership and makes recommendations for programs, seminars and events, executes and oversees the GRI program, IAR Convention and Spring Conference. It is for members interested in learning more about association educational programs.)*

9:30 – 11:00 a.m. – Public Policy and Governmental Affairs Member Involvement Group – The group will hear a recap of the 2011 Spring Legislative Session and the final status of bills of note. The group will discuss ongoing and future legislative issues such as: the Real Estate License Act, real estate auctions, The Common Interest Community Associations Act, Senate Bill 16 regarding vacant/abandoned property, land banking, Senate Bill 395 regarding tax liens for erroneous homestead exemptions, bed bugs and other issues. *(The group is responsible for analyzing legislative issues affecting the real estate industry, recommending positions in accordance with association policy on pending or discussed legislation, and making recommendations as to the need for the association to pursue its own legislative initiatives.)*

10:30 – 11:30 a.m. – Convention and Inaugural Banquet Working Group – The group will receive an update on this year's convention and inaugural banquet including the schedule, trade show, the icebreaker reception and inaugural details. *(The Convention Working Group plans, promotes and oversees the IAR annual convention. The Inaugural Banquet Working Group plans, promotes and oversees the annual installation of IAR officers.)*

11:30 a.m. – 2:00 p.m. – Executive Committee* (Lunch)

2:15 – 3:30 p.m. – 2011 IAR Board of Directors – The board will consider motions from all committees and working groups and will elect officers for 2012. The Nominating Committee has recommended the following slate: President Loretta Alonzo, President-Elect Michael D. Oldenettel and Treasurer Phil Chiles.

3:45 – 4:30 p.m. – 2012 IAR Board of Directors Organizational Meeting – The board will consider the 2012 budget, 2012 committee appointments, at-large NAR Directors and the 2012 Statement of Policy.

4:30 – 5:30 p.m. – Audit Committee*

4:30 – 6:30 p.m. – Illinois Chapter CRS Board of Directors*

4:30 – 6:30 p.m. – REALTOR® Networking Icebreaker Reception for registered convention attendees

6:00 p.m. – Past Presidents' Cocktail Hour

6:30 p.m. – Past Presidents' Photo Session

7:00 p.m. – Past Presidents' Dinner

6:30 – 9:00 p.m. – Illinois Women's Council of REALTORS® (WCR) (Pre-registration required)

Wednesday, October 12

11:30 a.m. – 1:00 p.m. – YPN Focus Group* (Invitation Only - Lunch)

11:45 a.m. – 1:00 p.m. – 2012 Illinois CRS Officer Installation and Membership Meeting – Featuring live and silent auction to benefit Habitat for Humanity.

11:45 a.m. – 2:00 p.m. – Broker/Lawyer Liaison Committee*



News from IAR

License Law transition period ends April 30, 2012. The clock is ticking on the license transition period so keep in mind that you must have your transition application post-marked by April 30, 2012, or you will forfeit your ability to transition. Another reminder -- if you are taking a proficiency exam, the last date to take the exam is March 15, 2012.

iPad Giveaway at Convention. *Illinois REALTOR®* magazine has been redesigned! We're celebrating the new look with an iPad giveaway at the IAR Convention & Expo, Oct. 11-13, in St. Charles. IAR Convention attendees, make plans to stop by the IAR Booth #811 for your chance to win! iPad giveaway sponsored by our magazine partners Royle Printing Company, West + Associates and Advanced Publishing.

Donate to RPAC at Convention and get a new headshot. Contribute to RPAC at the \$20 level or higher and you can have your professional headshot taken by Tom Killoran Photography by visiting RPAC Booth #817. You'll receive a CD of up to three poses that you can use in your business advertising. Also when you contribute to RPAC at Convention you will be entered into a drawing to win a year of paid MLS fees.

Come to the Tweetup at this year's Convention. Join IAR and your Twitter peers at a Tweetup from 4 – 4:30 p.m. on Oct. 11 in the Garden Atrium. And while you're at Convention, keep your followers up-to-date on all the action by tweeting and using the hashtag #iarcon. After the Tweetup, stick around for the REALTOR® Networking Icebreaker from 4:30-6:30 p.m.

Graduate REALTOR® Institute is November 28 – December 1 in Bloomington. Register for the upcoming Graduate REALTOR® Institute (GRI) at the Doubletree Hotel in Bloomington, the only GRI location this winter, www.illinoisrealtor.org/GRI.

Mark your calendars for the 2012 Illinois REALTOR® of the Year Banquet March 28 in Springfield. Attention AEs: The deadline to submit your local REALTOR® of the Year award information for recognition at the banquet is January 16, 2012. Visit <http://www.illinoisrealtor.org/member/awards> to complete the online form.

Plan on attending the **2012 IAR Spring Conference and Expo** May 2-3 at the Gateway Center in Collinsville. Check www.illinoisrealtor.org in the coming months for details.

Learn more about Illinois homebuyers with WhyIBuy.org. This interactive website from IAR's Advocacy Program will help you better understand the motivations and opinions of Illinois homebuyers. Check it frequently as homebuyer demographics and information are updated periodically. www.WhyIBuy.org.

Join the IAR community! Subscribe to our blog, IARbuzz.com, find us on [Facebook](#), follow us on [Twitter](#) and join IAR's [LinkedIn](#) group. Watch industry-related videos on IAR's [YouTube](#) channel and access the IAR website, illinoisrealtor.org, now available in a mobile format when you visit the site on your smartphone.

Board of Directors Actions April 2011 Highlights

MOTION was made, seconded and passed that the dues amount for 2012 remain at \$99 and the advocacy assessment remain at \$50.

MOTION was made, seconded and passed to approve the amended 2011 budget with estimated revenues of \$8,039,500, expenditures of \$8,750,000 and capital expenditures of \$150,000.

MOTION was made, seconded and passed that the Determinations and Procedures to Become a Candidate for IAR Elected Office be amended as follows:

DETERMINATIONS AND PROCEDURES TO BECOME A CANDIDATE FOR IAR ELECTED OFFICE

1. The candidate should review the qualifications criteria and determine that he/she meets the minimum number of qualifications
2. The candidate should meet with their local association executive officer to determine the best time and process to obtain a formal motion from the local association to support their candidacy. Once this support is obtained, the candidate should send an announcement letter to each local association announcing their candidacy.
3. Candidates are encouraged to contact the CEO of IAR for clarification or questions concerning the IAR nominating process.
4. The candidate should determine the composition of a campaign committee. The composition should be reflective of IAR membership with the aim of garnering statewide support. The purpose of the campaign committee is to promote the candidate and provide campaign strategies.
5. Concurrent with the announcement of their candidacy, the candidate should ~~have a printed brochure~~ provide a recent photo and information to IAR that highlights their involvement at the local, state, and national levels, emphasizing leadership roles. Civic and charitable involvement should be included as well. IAR will post this information on its website.
6. ~~A confirmed candidate (see nominating guidelines) should present information and a recent photograph to the IAR Executive Secretary for IAR to post on the Illinois Association of Realtors® web site. If the candidate is going to have a candidate brochure printed the candidate should submit a draft, including any photos, to IAR before printing. IAR will review for potential conflicts and this will avoid the cost of having to reprint the brochure.~~
7. Candidates are encouraged to use the IAR meetings as their outreach to local associations but are not precluded from visiting local associations as a campaign strategy. The campaign philosophy is to not make the candidate brochure, campaign promotion and attendance at local associations a financial

burden or require the assemblage of significant campaign funds. A very minimal financial contribution by an individual or their local association is necessary to run a successful campaign.

8. All announced candidates should attend the IAR annual Leadership Conference, ~~typically held in September or October of each year.~~ This gives the candidate an opportunity to meet local association leadership.
9. All announced candidates must be available for each scheduled Nominating Committee meeting. The first meeting is typically held in either December or January and the second meeting usually occurs during the March/April business meetings.
10. The IAR Nominating Committee must announce its slate on or before sixty (60) days prior to the Annual Meeting of the Board of Directors.

MOTION was made, seconded and passed to allow anyone who successfully completes a 30 hour transition course through an IAR school be given equivalent credit for GRI Course I.

MOTION was made, seconded and passed that IAR oppose the concept of legislation as introduced in House Bill 1723 (auctioneer licensure).

MOTION was made, seconded and passed that IAR support the coalition efforts on passage of Senate Bill 171, which would permit township voters to petition for a referendum to dissolve the offices of Township Highway Commissioner and/or Township Assessor or the township in its entirety.

MOTION was made, seconded and passed that IAR support the application of the Illinois sales tax to remote sales. (For information, remote sales include items such as Internet and catalog sales.)

MOTION was made, seconded and passed to approve the following guidelines for the Advocacy Program:

ADVOCACY PROGRAM GUIDELINES FOR FUNDING REQUESTS

1. The request form prescribed by IAR must be completed by the local board/association and returned to IAR along with a motion passed by the Board of Directors or the leadership committee of that board/association.
2. IAR will provide funding for those matters that are consistent with the positions and policies of IAR and the local board/association.
3. IAR's Leadership Committee, in consultation with Government Affairs staff, shall make decisions regarding funding requests. Requests that are in the amount of \$10,000 or more must be considered by the Leadership Committee.
4. The Advocacy Program funds will be allocated for projects and activities related to grassroots lobbying, legislative advocacy, specifically targeted economic development, and public education efforts. Such projects and activities may include, but are not limited to, the following:
 - A. public opinion polling

- B. outreach and education efforts directed to property owners, constituent groups and elected officials
- C. professional/academic research
- D. legal analysis/review and legal representation
- E. public relations efforts related to advocacy on legislative/regulatory issues
- F. informational brochures for members on various legislative/regulatory issue

5. Funds shall be set aside for the production of a “REALTOR Awareness” piece for use by individual members.

MOTION was made, seconded and passed that the Bylaws be amended as follows:

ARTICLE XIV

Harassment

Section 1. Any member of the Association may be reprimanded, placed on probation, suspended or expelled for harassment of an Association employee, officer or director after ~~a hearing~~ an investigation in accordance with established procedures of the Association. ~~Disciplinary action may also consist of any sanction authorized in the Association’s Code of Ethics and Arbitration Manual.~~ As used in this Section, harassment means any verbal or physical conduct including threatening or obscene language, unwelcome sexual advances, stalking, actions including strikes, shoves, kicks, or other similar physical contact, or threats to do the same, or any other conduct with the purpose or effect of unreasonably interfering with an individuals work performance by creating a hostile, intimidating or offensive work environment. The decision of the appropriate disciplinary action to be taken shall be made by an investigatory team comprised of the President, President-elect and one member of the Board of Directors selected by the highest ranking officer not named in the complaint, upon consultation with legal counsel of the Association. Disciplinary action may include any sanction authorized in the association’s Code of Ethics and Arbitration Manual. If the complaint involves the President or President-elect, they may not participate in the proceedings and shall be replaced by the Immediate Past President or, alternatively, by another member of the Board of Directors selected by the highest ranking officer not named in the complaint.

MOTION was made, seconded and passed that the Bylaws be amended as follows:

ARTICLE III

Section 2.

3 (e) Institute Affiliate Members - Institute Affiliate Members shall be individuals who hold a professional designation awarded by an qualified Institute, Society or council affiliated with the National Association of Realtors® that addresses a specialty area other than residential brokerage or individuals who otherwise hold a class of membership in such Institute, Society or Council that confers the right to ~~vote or~~ hold office. Any such individual, if otherwise eligible, may instead of Institute Affiliate membership elect to hold Realtor® or Realtor-Associate® membership, subject to payment of applicable dues for such membership. Individuals whose places of business are located in an area outside the jurisdiction of a Member Board of Realtors® shall be eligible to apply for Institute Affiliate Membership in IAR if they meet the requirements as specified above.

MOTION was made, seconded and passed to recommend to the Board of Directors that the Bylaws be amended as follows:

ARTICLE IX

Committees

Section 6. Standing Committees. The Standing Committees of the Association are:

- (A) Leadership Committee
- (B) Executive Committee
- (C) Finance Committee
- (D) Professional Development Member Involvement Group
- (E) Public Policy and Government Affairs Member Involvement Group
- (F) Nominating Committee
- (G) Professional Standards Committee
- (H) Realtors® Political Action Committee
- ~~(I) Issues Mobilization Committee~~
- ~~(J)~~ (I) Strategic Planning Committee
- ~~(K)~~ (J) Commercial/Industrial/Investment Committee
- ~~(L)~~ (K) Association Executives Committee
- ~~(M)~~ (L) Grievance Committee
- ~~(N)~~(M) Audit Committee