

- 42 WHEREAS, Moses was a respected member and leader of the Southwest Louisiana
43 Association of REALTORS® (SWLAR) serving as president in 1963 and
44 receiving recognition as REALTOR® of the Year three times; and
- 45 WHEREAS, He served as Chairman of the committee responsible for instituting the
46 Multiple Listing Service (MLS) for SWLAR in 1978 and again in 1985 when
47 the computerized MLS was established; and
- 48 WHEREAS, He dutifully served as a member of the state Executive Committee from
49 1998 to 1999 and as a state director 16 different times throughout his
50 career; and
- 51 WHEREAS, Moses was named a REALTOR® Emeritus of Louisiana REALTORS® in
52 1996; and
- 53 WHEREAS, He was a founding member of the Louisiana Real Estate Education
54 Foundation; and
- 55 WHEREAS, Moses played a key role in initiating the statewide Graduate REALTOR®
56 Institute (GRI) designation program and was the first certified GRI
57 recipient in the state, giving him the special title of GRI #1; and
- 58 WHEREAS, Moses was truly a selfless and esteemed member of the REALTOR®
59 family dedicated to the highest standards of professionalism; now,
60 therefore, be it
- 61 RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its
62 most sincere regrets and sorrow at the loss of one of its dedicated
63 members and extends to his family and friends its deepest sympathy; and
64 be it further
- 65 RESOLVED, That this action be made a permanent part of the records of this
66 Association and in the hearts and minds of all members of this
67 Association.

68

RESOLUTION

69

In Memoriam

70

Frank Delery

71

72 WHEREAS, This Association and all of its members directly benefited from the
73 friendship and loyalty of Frank Delery; and

74 WHEREAS, Frank was a devoted REALTOR® and broker for many years; and

75 WHEREAS, He was a successful agent with Preferred Realty in Metairie; and

76 WHEREAS, Frank was a valued member of the New Orleans Metropolitan
77 Association of REALTORS®; and

78 WHEREAS, He was a successful businessman and proud graduate of Tulane
79 University; and

80 WHEREAS, Frank was an avid traveler who visited every continent except
81 Antarctica; and

82 WHEREAS, He was an honorable gentleman who served his clients with the highest
83 integrity; and

84 WHEREAS, Frank was a devoted husband and loving father and grandfather; and

85 WHEREAS, He was truly a selfless and esteemed member of the REALTOR® family
86 dedicated to the highest standards of professionalism; now, therefore, be
87 it

88 RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its
89 most sincere regrets and sorrow at the loss of one of its dedicated
90 members and extends to his family and friends its deepest sympathy; and
91 be it further

92 RESOLVED, That this action be made a permanent part of the records of this
93 Association and in the hearts and minds of all members of this
94 Association.

95 RESOLUTION

96 In Memoriam

97 ***Ronald Bradford Fayard***

98
99 WHEREAS, This Association and all of its members directly benefited from the
100 friendship and loyalty of Ronald Fayard; and

101 WHEREAS, Ron was a devoted REALTOR® and owner of Ron Fayard & Associates,
102 Inc. for over 35 years; and

103 WHEREAS, He was a highly respected member of the Northwest Louisiana
104 Association of REALTORS® who was honored as the 2001 REALTOR® of
105 the Year; and

106 WHEREAS, Ron was committed to preserving the quality and distinction of the
107 REALTOR® service; and

108 WHEREAS, He was a dedicated member of Louisiana REALTORS® who served as a
109 LARPAC Trustee for many years and as a Federal Political Coordinator
110 for Representative Jim McCrery and Senator David Vitter; and

111 WHEREAS, Ron was a vibrant and charming individual who proudly carried the title
112 of “Mr. Personality”; and

113 WHEREAS, He had a passion and willingness to give to those in need and spent much
114 of his time serving the community in several capacities including President
115 of the Shreveport/Bossier Military Affairs Council, “Eagle” sponsor for
116 many squadrons at Barksdale Air Force Base and Reserve Deputy Sheriff
117 for over 20 years; and

118 WHEREAS, Ron graciously shared his wisdom and experience with numerous
119 employees and sales associates throughout his lifetime; and

120 WHEREAS, He was truly a selfless and esteemed member of the REALTOR® family
121 dedicated to the highest standards of professionalism; now, therefore, be
122 it

123 RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its
124 most sincere regrets and sorrow at the loss of one of its dedicated
125 members and extends to his family and friends its deepest sympathy; and
126 be it further

127 RESOLVED, That this action be made a permanent part of the records of this
128 Association and in the hearts and minds of all members of this
129 Association.

130 RESOLUTION

131 In Memoriam

132 ***Charles Hustmyre***

133

134 WHEREAS, This Association and all of its members directly benefited from the
135 friendship and loyalty of Charles Hustmyre; and

136 WHEREAS, Charles was a devoted REALTOR® and agent of RE/Max First in Baton
137 Rouge for many years; and

138 WHEREAS, He was an esteemed member of the Greater Baton Rouge Association
139 of REALTORS®; and

140 WHEREAS, Charles was a model citizen who served as an Eagle Scout and had an
141 admirable reputation as a hard-working and successful businessman; and

142 WHEREAS, He was a lifelong resident of Baton Rouge who admired the many natural
143 treasures of the land and helped many people discover the true value of
144 investing in the Capital City; and

145 WHEREAS, Charles was a skilled recreational fisher and a spirited football fan; and

146 WHEREAS, He was a loving husband and a caring father, grandfather and brother
147 who truly enjoyed being in the presence of family and friends; and

148 WHEREAS, He was truly a selfless and esteemed member of the REALTOR® family
149 dedicated to the highest standards of professionalism; now, therefore, be
150 it

151 RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its
152 most sincere regrets and sorrow at the loss of one of its dedicated
153 members and extends to his family and friends its deepest sympathy; and
154 be it further

155 RESOLVED, That this action be made a permanent part of the records of this
156 Association and in the hearts and minds of all members of this
157 Association.

158 RESOLUTION

159 In Memoriam

160 ***Robert Babington "Sonny" McCall, Jr.***

161

162 WHEREAS, This Association and all of its members directly benefited from the
163 friendship and loyalty of Robert McCall; and

164 WHEREAS, Robert was a devoted REALTOR® and agent of Gully, Phelps &
165 McKey/Coldwell Banker in Baton Rouge for 26 years until his retirement
166 at age 91; and

167 WHEREAS, He was a respected member of the Greater Baton Rouge Association of
168 REALTORS®; and

169 WHEREAS, Robert was lifelong citizen and 1939 graduate from Louisiana State
170 University and a member of Sigma Chi Fraternity; and

171 WHEREAS, He dutifully served his country in the United States Army from 1941 to
172 1946 and was honorably discharged after achieving the rank of major; and

173 WHEREAS, Robert had a successful 37-year mortgage banking business career with
174 Louisiana Companies; and

175 WHEREAS, He selflessly served his community and imparted his knowledge and
176 guidance to many others as president and board member for several
177 organizations including the Louisiana Mortgage Bankers Association,
178 YMCA of Baton Rouge and the Baton Rouge Country Club; and

179 WHEREAS, Robert was a caring husband and a supportive father; and

180 WHEREAS, He was truly a selfless and esteemed member of the REALTOR® family
181 dedicated to the highest standards of professionalism; now, therefore, be
182 it

183 RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its
184 most sincere regrets and sorrow at the loss of one of its dedicated
185 members and extends to his family and friends its deepest sympathy; and
186 be it further

187 RESOLVED, That this action be made a permanent part of the records of this
188 Association and in the hearts and minds of all members of this
189 Association.

190

RESOLUTION

191

In Memoriam

192

Doyle Walton Moody

193

194 WHEREAS, This Association and all of its members directly benefited from the
195 friendship and loyalty of Doyle Walton Moody; and

196 WHEREAS, Doyle was a devoted REALTOR® and agent of Par Realty, LLC in
197 Lafayette for many years; and

198 WHEREAS, He dutifully served his country in the United States Navy during World
199 War II and received the American Area Campaign Medal, the Asiatic
200 Pacific Medal and the World War II Victory Medal; and

201 WHEREAS, Doyle was an esteemed member of the REALTOR® Association of
202 Acadiana and provided many hours of volunteer service on various
203 committees; and

204 WHEREAS, He was honored as Boss of the Year by the American Business Women's
205 Association; and

206 WHEREAS, Doyle served with both wisdom and integrity as the 1983 President of
207 Louisiana REALTORS®; and

208 WHEREAS, He was a recipient of the state REALTOR® of the Year award; and

209 WHEREAS, He was a man of his word which earned him trust of his clients and
210 placed him in high regard with his business associates and fellow
211 REALTORS®; and

212 WHEREAS, Doyle was an inspiration, a mentor and a friend to all who crossed his
213 path in life; now, therefore, be it

214 RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its
215 most sincere regrets and sorrow at the loss of one of its dedicated
216 supporters and extends to his family and friends its deepest sympathy;
217 and be it further

218 RESOLVED, That this action be made a permanent part of the records of this
219 Association and in the hearts and minds of all members of this
220 Association.

221 RESOLUTION

222 In Memoriam

223 ***Ralph C. McCormick***

224

225 WHEREAS, This Association and all of its members directly benefited from the
226 friendship and loyalty of Ralph McCormick; and

227 WHEREAS, Ralph was a devoted public servant who held the position of Chief
228 Investigator with the Louisiana Real Estate Commission for 27 years; and

229 WHEREAS, He was a 1968 U.S. Marine Corps retiree with the rank of major and 21
230 years of service; and

231 WHEREAS, Ralph was a Vietnam veteran who, because of his honorable service and
232 dedication, received the Legion of Merit with combat V device, Purple
233 Heart and Vietnamese Cross of Gallantry with gold star; and

234 WHEREAS, He held positions with the Baton Rouge Police Department and the
235 Capital District Law Enforcement Planning Council and performed his
236 duties with the utmost integrity; and

237 WHEREAS, Ralph was a respected former president of the Federation of Baton
238 Rouge Civic Associations; and

239 WHEREAS, He was a longtime member and Melvin Jones Fellow of Lions
240 International who truly upheld the motto “We serve” and selflessly gave
241 many years of admirable volunteer service and donations; and

242 WHEREAS, He was a man of sincerity and kindness who spread joy and happiness to
243 many people; and

244 WHEREAS, Ralph was truly a selfless and esteemed friend of the REALTOR® family
245 dedicated to the highest standards of professionalism; now, therefore, be
246 it

247 RESOLVED, That the Board of Directors of the Louisiana REALTORS® expresses its
248 most sincere regrets and sorrow at the loss of one of its dedicated
249 supporters and extends to his family and friends its deepest sympathy;
250 and be it further

251 RESOLVED, That this action be made a permanent part of the records of this
252 Association and in the hearts and minds of all members of this
253 Association.

254 RESOLUTION

255 In Memoriam

256 ***Senator Ken Hollis***

257
258 WHEREAS, It was with deep sorrow and regret that the REALTORS® of our state
259 lost an exemplary leader who deeply cared about the citizens of the state
260 of Louisiana; and

261 WHEREAS, Ken Hollis was truly a fine man who stood by his convictions, possessed
262 a fun-loving attitude and friendly demeanor and never met a person he
263 did not like; and

264 WHEREAS, He was a tireless public servant with a generous heart and took on
265 challenging issues with a grace and style that is rarely seen; and

266 WHEREAS, Ken Hollis understood the importance of economic development and
267 the vital role that successful businesses play in our communities and in
268 our state; and

269 WHEREAS, He was a dear friend and supporter of REALTORS® throughout the state
270 of Louisiana, and he understood the significance of the services they
271 provide to individuals and families with dreams of real estate ownership;
272 and

273 WHEREAS, Although the passing of Ken Hollis has left a deep void and sad hearts
274 among our association’s membership, his rich and long legacy shall
275 forever be in the memory of not only his family and friends, but also the
276 REALTORS® and many citizens of our Louisiana and who knew him; now,
277 therefore, be it

278 RESOLVED, That Louisiana REALTORS® does hereby express its heartfelt and
279 sincere condolences upon the passing of Senator Ken Hollis,
280 businessman, legislator and true gentleman, and we hereby acknowledge

281 his remarkable life filled with love, honor and service to his community,
282 his state and his country; and be it further

283 **RESOLVED**, That this action be made a permanent part of the records of this
284 Association and in the hearts and minds of all members of this
285 Association.

286 President Grubb announced the results of the e-poll actions by the Board of Directors,
287 which approved the 2011 Coastal Restoration Resolution on March 30, 2011, and six
288 Bylaws Amendments regarding election of Regional Vice Presidents, on May 20, 2011.

289 Tiffani Dorsa with Postelwaite & Netterville presented the 2010 Audit Report.

290 Secretary-Treasurer David McKey reported on the 2011 financial statements and
291 membership update.

292 CEO Malcolm Young reported on the progress of the Transfer Tax Initiative.

293 Region 1 RVP Matt Ritchie reported that Judy Holland was elected as the 2012 Region 1
294 RVP.

295 Region 2 RVP Tommy Eastman reported that Wendy Howell was elected as the 2012
296 Region 2 RVP.

297 Region 3 RVP Frank Trapani reported that Synde Devillier was elected as the 2012
298 Region 3 RVP.

299 Region 4 RVP Evelyn Wolford reported that Sterling Joe Ory was elected as the 2012
300 Region 4 RVP.

301 President-elect Rick Roberts reported for the Executive Committee and moved the
302 adoption of the committee's recommended resolutions. The resolutions were adopted
303 as follows:

304 **EC Recommendation #1 – Resolution**

305 **RESOLVED**, that the Board of Directors adopt the following updates to the 2010-
306 2012 Strategic Plan as proposed by the Strategic Planning Team:

307 **AMEND** the association's 2010-2012 Strategic Plan by renumbering the
308 Additional Actions section of each Objective as a separate list from the Core
309 Actions.

310 **AMEND** the association's 2010-2012 Strategic Plan under Objective 1, Core
311 Actions by adding the following new action:

312 3. Inform and education REALTORS® on the value, services and benefits of the
313 REALTOR® organization.

314 **AMEND** the association's 2010-2012 Strategic Plan under Objective 1,
315 Additional Actions (1) after the word "Modernize" by inserting the words
316 "through motivation."

317 **AMEND** the association's 2010-2012 Strategic Plan under Objective 1,
318 Additional Actions by striking out the following actions:

319 5. Use all methods of technology to communicate.

320 8. Provide motivational education for REALTORS®.

- 321 9. Explore the role as education provider to all in state licensees.
- 322 11. Offer education on generational differences in a real estate transaction.
- 323 AMEND the association's 2010-2012 Strategic Plan under Objective 1,
324 Additional Actions by adding the following new action:
- 325 7. Work through the CE process to increase member competency through
326 skill-based courses.
- 327 AMEND the association's 2010-2012 Strategic Plan under Objective 2, Core
328 Actions by striking out the following actions:
- 329 2. Counter incorrect and negative information distributed by media.
- 330 3. Monitor real estate trends and keep all members informed.
- 331 AMEND the association's 2010-2012 Strategic Plan under Objective 2, Core
332 Actions by adding the following new action:
- 333 2. Promote "good growth" and positive economic news to members and
334 public.
- 335 AMEND the association's 2010-2012 Strategic Plan under Objective 2,
336 Additional Actions after the word "outreach" by striking out "program" and
337 inserting "and information resources."
- 338 AMEND the association's 2010-2012 Strategic Plan under Objective 2,
339 Additional Actions by striking out the following actions:
- 340 2. Expand broker resource online.
- 341 4. Expand service to all business models and firm sizes.
- 342 AMEND the association's 2010-2012 Strategic Plan under Objective 3, Core
343 Actions by striking out the following action:
- 344 1. Continue LR efforts to promote REALTOR® value.
- 345 AMEND the association's 2010-2012 Strategic Plan under Objective 3,
346 Additional Actions by striking out the following actions:
- 347 1. Ensure public recognizes Louisiana REALTORS® as the voice of real estate
348 and advocate for consumers.
- 349 3. Create a comprehensive marketing plan to project a positive image and
350 counter negative media reporting.
- 351 5. Provide real estate trends as a tool to reinforce Louisiana REALTORS® and
352 the stable economy to the public.
- 353 AMEND the association's 2010-2012 Strategic Plan under Objective 3,
354 Additional Actions (1) after the word "media" by striking out "(piggyback on
355 NAR spokesperson training)."
- 356 AMEND the association's 2010-2012 Strategic Plan under Objective 3,
357 Additional Actions (2) by striking out "Develop" and inserting "Market" and after
358 "good news" by striking out "resource center for" and inserting "and positive
359 industry information to".

- 360 AMEND the association's 2010-2012 Strategic Plan under Objective 4,
361 Additional Actions by striking out the following actions:
- 362 3. Work with LREC on improved rules and regulation for teams.
- 363 8. Continue to implement contingency plans to address major, unanticipated
364 industry issues.
- 365 9. Oppose any legislation or rules that limit the ability of REALTORS® to utilize
366 and take advantage of new social media for professional development or
367 marketing of listings.

368 AMEND the association's 2010-2012 Strategic Plan under Objective 5, Core
369 Actions by adding the following new action:

- 370 2. Increase the skill and competency of REALTORS® to build greater
371 accountability to consumers.

372 AMEND the association's 2010-2012 Strategic Plan under Objective 5,
373 Additional Actions by striking out the following actions:

- 374 3. Encourage an increased presence in local community and volunteerism by
375 REALTORS®.

376 AMEND the association's 2010-2012 Strategic Plan by striking out the following:
377 Objective 6: REALTORS® embrace and utilize technology to ensure future
378 success.

379 Core Actions:

- 380 1. Monitor emerging technologies and keep REALTORS® informed.

381 Additional Actions:

- 382 2. Explore offering tech support and training for REALTORS®.

383 AMEND the association's 2010-2012 Strategic Plan by renumbering Objective 7
384 to Objective 6.

385 AMEND the association's 2010-2012 Strategic Plan under Objective 6,
386 Additional Actions by adding the following new actions:

- 387 3. Encourage an increased presence in local community and volunteerism by
388 REALTORS®.
- 389 6. Assist local associations with maintaining value, relevance and accountability
390 in the course of potential shifts in their business models.

391 EC Recommendation #2 – Resolution

392 *RESOLVED*, that the Board of adopts the following amendment to the
393 association's Bylaws, as proposed by the CEO Evaluation and Contract
394 Negotiation workgroup:

395 AMEND the association's Bylaws under Article 6 - OFFICERS, Section B., after
396 the word "office" by inserting the following new sentences:

397 The CEO Evaluation Committee shall include the current sitting President,
398 President-elect, Secretary-Treasurer, Finance Team Chair and the Immediate

399 Past President. The Committee shall annually conduct and file the CEO
400 evaluation, using the designated evaluation form, between September 1 and
401 October 30.

402 EC Recommendation #3 – Resolution

403 *RESOLVED*, that the Board of Directors adopts the following amendments to the
404 association's Bylaws:

405 AMEND the association's Bylaws under Article 4 – BOARD OF DIRECTORS,
406 Section B. 4.c. by striking out "By May 15" and inserting "Within 10 days
407 following the spring business meeting."

408 AMEND the association's Bylaws under Article 4 – BOARD OF DIRECTORS,
409 Section C. I. By striking out "By May 15," and inserting "Within 10 days."

410 EC Recommendation #4 – Resolution

411 *RESOLVED*, that the Board of Directors adopts the following amendment to the
412 association's Bylaws:

413 AMEND the association's Bylaws under Article 5 – EXECUTIVE COMMITTEE,
414 Section A. after "immediate past president" by inserting "LARPAC Chair," to
415 serve as a voting member.

416 Professional Development Division Director Carole Horn reported on the activities of
417 the division since the last board meeting.

418 President Grubb recognized members Archie Carraway, Gretchen Ezernack, Tim Flavin
419 and Frank Trapani for their service as commissioners with the Louisiana Real Estate
420 Commission.

421 Professional Conduct Division Director Gretchen Ezernack reported on the activities of
422 the division since the last board meeting.

423 Legislative Division Director Mark O. Rodi reported on the activities of the division
424 since the last board meeting.

425 Commercial Alliance Division Director Beth Cristina reported on the activities of the
426 division since the last board meeting.

427 Marketing & Member Services Division Director Barbara Corbett reported on the
428 activities of the division since the last board meeting.

429 Jason Fontane with Morgan Keegan presented the Investment Update.

430 Finance Team Chair Mark O. Rodi reported on the activities of the team since the last
431 meeting.

432 On behalf of the Finance Team, Mark Rodi moved the adoption of the following 2011
433 Budget Amendments:

Adjustments to 2011 Budget	Revenue	Expense	Net
Dues (Reduction of 400 members)	62,000.00		(62,000.00)
LR Leadership	2,000.00		(2,000.00)
PD Marketing Brochure		2,000.00	2,000.00
Master GRI	3,296.00	2,363.00	(933.00)
X Sellaration	5,040.00	5,289.00	249.00
At Home with Diversity	2,400.00	2,652.00	252.00
ABRM Designation	6,225.00	8,570.00	2,345.00
Commercial CE	1,400.00		(1,400.00)
Regional Education Outreach	22,500.00	22,500.00	-
Marketing & Communications		5,000.00	5,000.00
Website Development		4,000.00	4,000.00
Commercial Attendance Fall Convention		2,000.00	2,000.00
Chair/VC Attendance at NAR PS Training		4,000.00	4,000.00
Chair/VC Attendance at NAR Mediation Training		2,000.00	2,000.00
Legislative Session Expense		2,000.00	2,000.00
Legislative Superfund		37,210.00	37,210.00
Risk Management CE for Members		3,000.00	3,000.00
ASAE Convention		2,000.00	2,000.00
NAR Annual Convention Treasurer		4,325.00	4,325.00
Presidents Discretionary Fund		1,500.00	1,500.00
Staff Incentive		5,000.00	5,000.00
Bonus		25,000.00	25,000.00
Total	104,861.00	140,409.00	35,548.00

434

435 The motion passed.

436 On behalf of the Finance Team, Mark Rodi moved the adoption of the following
 437 Financial Policy Amendments:

438 **AMEND BUSINESS RELATED EXPENSES (President/President-Elect), SECTION**
 439 **C (Allowable Daily Expenses, Expenses for Officers, Out-of-state) by striking out**
 440 **“\$125.00” and inserting “\$140.00”**

441 **AMEND BUSINESS RELATED EXPENSES (President/President-Elect), SECTION**
 442 **G (Member Board Visits of Elected Officers) by adding “The CEO shall schedule**
 443 **volunteer leadership and staff upon availability and budget recommended, not to**
 444 **exceed one (1) volunteer and/or staff person per event.”**

445 **Amend BUSINESS RELATED EXPENSES (Secretary-Treasurer), SECTION C**
 446 **(Allowable Daily Expenses, Out-of-state) by striking out “\$125.00” and inserting**
 447 **“\$140.00”**

448 **AMEND BUSINESS RELATED EXPENSES (Staff Travel), SECTION C (Allowable**
 449 **Daily Expenses, Out-of-state) by striking out “\$125.00” and inserting “\$140.00”**

450 AMEND Delegation of Financial Authority (President) by adding the words
451 excluding contributions to the PAC or tuition for educational programs”

452 The motion passed.

453 Friends of Louisiana Real Estate Chairman R. Patrick Diamond reported on the activities
454 of the committee since the last board meeting.

455 In the absence of LARPAC Trustees Chair Patricia Burgoyne, LARPAC Trustees Vice
456 Chair Sandra Guidroz reported on the activities of the committee since the last board
457 meeting. She announced that the PAC iPad fundraiser drawing yielded \$3,255 in
458 contributions. She also announced David Gleason as the winner of the iPad drawing.

459 Gretchen Ezernack made a statement of appreciation to the LARPAC Trustees, the
460 PAC of the Northeast Louisiana Association of REALTORS®, and the Friends of
461 Louisiana Real Estate for their assistance with her election as the District 2
462 Councilwoman for the Monroe City Council.

463 President Grubb reminded everyone about the Louisiana REALTORS® Fall Conference
464 in September and the National Association of REALTORS® Annual Convention in
465 November and requested participation at both events.

466 There being no further business to come before the board, the meeting adjourned at
467 10:41am.