

August 18, 2016

Minutes of the Executive Committee

Those attending: Fred Gainey Don Harris Neal Johnson Sherri Pickard  
Staff: Jerry Panz

President Harris called the meeting to order at 10 AM. All members received notice of the meeting. The Succession Policy was discussed but no action was taken.

By Consent the following was approved:

- 1) The Consent Agenda (attached)
- 2) Recommending to the WRAR Board of Directors that the principal who does not get elected by the Executive Roundtable be the appointed Director.
- 3) The minutes of this meeting.

There being no further business the meeting adjourned at 12:35 PM.

Submitted,

Jerry S. Panz, CAE, RCE  
Secretary

# Consent Agenda

August 19, 2016

**Approval of:**

- 1) New members, resignations, terminations and notice of reinstatements and transfers (pages 4-7)
- 2) **Revising Policy:**
  - a) The Committee **should meet quarterly with the CEO to discuss current years Goals, address any concerns that the CEO and members have and** shall annually review the benefits package for all staff and evaluate the performance of the CEO based upon the criteria established (see MLS BofD Minutes 10-20-2005). The Committee shall compile a final evaluation, meet with the CEO to agree upon objectives **for the following year** and make its report to the Board of Directors. The past and current President shall meet with the CEO to present the evaluation and obtain a signature on it. The evaluation shall be placed in the CEO’s permanent file and shall only be available to the current MLS and WRAR presidents, legal counsel, and the CEO. The evaluation shall occur during the last quarter of each year.
  - b) **Access to Association Legal Counsel:** Only the following persons are authorized to contact the Association’s Legal Counsel: CEO, President, President-Elect if the President is the subject of an investigation, the Compliance Officer as outlined in this Policy Manual.
  - c) **Reconstituting the RPAC Committee:** Chair, Vice Chair and as many others as are needed yearly. **Rationale:** The edict from NC lawyers indicated that no staff may solicit for RPAC—meaning no more staff involvement in sales meeting presentations. These must be done by REALTORS®.
  - d) Replacing *Make a financial investment in RPAC* with **Consider making a financial investment in RPAC. Rationale:** Make REQUIRES a financial investment which would violate NC law.

**Acknowledgment of:**

- 1) **Decisions made by email:**
  - a) SRB Letter.06.16.16 re Sir Tyler property (Adrienne Cox)

Member Totals As of	August	July	June	May 10	Apr 10	Mar 9	Feb 9	Jan 13 2016	Dec 14	Nov	Oct 13	Sept 3	Aug 13
Designated REALTORS®	397	396	402	398	398	396	399	397	399	402	404	403	402
REALTORS®	1,699	1,659	1,633	1,614	1,628	1,598	1,575	1,547	1,566	1,577	1,572	1,543	1,536
<b>Subtotal</b>	<b>2,096</b>	<b>2,055</b>	<b>2,035</b>	<b>2,013</b>	<b>2,026</b>	<b>1,994</b>	<b>1,974</b>	<b>1,944</b>	<b>1,965</b>	<b>1,979</b>	<b>1,976</b>	<b>1,946</b>	<b>1,938</b>
Non REALTOR®	31	29	31	30	31	29	33	37	28	31	32	31	33
Secondary REALTORS®	77	74	79	82	74	82	102	124	124	126	128	129	126
Allied	131	132	131	131	131	128	129	130	128	126	120	119	118
<b>Total</b>	<b>2,335</b>	<b>2,290</b>	<b>2,276</b>	<b>2,256</b>	<b>2,262</b>	<b>2,233</b>	<b>2,238</b>	<b>2,235</b>	<b>2,245</b>	<b>2,262</b>	<b>2,256</b>	<b>2,225</b>	<b>2,215</b>

## Membership Report

**ALLIED MEMBERS**

Amy Reagan, Steel Magnolia Home Inspections

**DESIGNATED REALTORS®**

Daniel Betz, Four Point Realty Inc.  
Bonnie Burluson (Secondary), Burluson Residential

Jan Brewington, Dram Tree Realty  
Maureen Cunningham, Market Appraisals  
Joseph Dalton (Secondary), Dalton Elite Corporation  
Erik Hoffacker, RE/MAX Essential  
John Horton, Century 21 Sweyer & Associates  
Dayne Luck, Wynn Homes

Eugene Merritt Jr., GMC Real Estate  
Ben Myers, Laney Real Estate Co.  
Michael Overton (Secondary), The Overton Group, LLC  
Garlinda Price (Secondary), Crist Collins Realty, Inc.  
Angela Robinson, Spot Real Estate LLC  
Kimberly Sands, Coldwell Banker Sea Coast Advantage  
Steven Salemi, Century 21 Sweyer & Assoc.  
Joseph Vawter, The Vawter Realty Group LLC  
James Wallace III, Intracoastal Realty Corp.

**NEW OFFICE**

Burleson Residential  
Century 21 Sweyer & Associates  
Crist Collins Realty, Inc.  
Dalton Elite Corporation  
Dram Tree Realty  
Four Points Realty Inc.  
Glenn Real Estate Group  
GMC Real Estate  
Market Appraisals  
The Overton Group, LLC  
Spot Real Estate LLC  
Stearns Lending  
Steel Magnolia Home Inspections  
The Vawter Realty Group LLC  
Wynn Homes

**NEW REALTOR® MEMBERS**

Blair Ackiss, RE/MAX Essential  
Robert Adams, Keller Williams Realty  
Ryan Aughenbaugh, Intracoastal Realty Corp.  
Paul Baker, Jr., Southern Heritage Realty Inc.  
Daniel Barentine, Nest Realty  
Sandy Beasley, Simpson Real Estate Group Inc.  
Kristin Bedford, Intracoastal Realty Corp.  
Rachel Belch, Coldwell Banker Sea Coast Advantage  
Tyler Beverage, RE/MAX Essential  
Heather Black, Coastwalk Real Estate, LLC  
Jane Blackmon, Wrightsville Realty Group, Inc.  
Jennifer Blake, Keller Williams Realty  
Brandon Brewer, Keller Williams Realty  
Maradith Brown, Coldwell Banker Sea Coast Advantage  
Jennifer Browne, RE/MAX Essential  
Gary Calvert (Secondary), Coastal Properties  
Kimberly Camlin, Commonwealth Commercial Properties  
Kathleen Carlton, Keller Williams Realty  
Lisa Chessock, Coldwell Banker Sea Coast Advantage  
Susan Clark, Keller Williams Realty  
William Corbett (Secondary), Keller Williams Realty  
Karen Coyle, Coldwell Banker Sea Coast Advantage

Tracy Das, Intracoastal Realty Corp.  
Christine Decatur, Intracoastal Realty Corp.  
Meagan Denny, Coldwell Banker Sea Coast Advantage  
Andrew Denton, The Overton Group, LLC  
Andrew Diddens, Intracoastal Realty Corp.  
Russell Ebelherr, Century 21 Sweyer & Assoc.  
Jane Elmore, Coldwell Banker Sea Coast Advantage  
Roy Erwin, Intracoastal Realty Corp.  
Mark Everett, The Overton Group, LLC  
Justin Fabbri, Intracoastal Realty Corp.  
Nicholas Fate, Intracoastal Realty Corp.  
Danica Fletcher, The Property Shop  
Angela Foster, Stewart Building Company, LLC  
Melissa Francingues, Harbor Island Realty  
Ivona Gajdackova, Coldwell Banker Sea Coast Advantage  
Tyler Goldbach, Intracoastal Realty Corp.  
Candace Gouveia, Coastal Select Properties  
Valerie Gover, Associated Realty, Inc.  
Leslie Hales, Intracoastal Realty Corp.  
Hope Haarer, Wicker Properties  
Kerin Hanley, McManus Appraisal Group, Inc.  
Jedidiah Harris, Keller Williams Realty  
Christiaan Hattingh, Boardwalk Properties  
Rosendo Hernandez, BlueCoast Realty Corp.  
Jennifer Hill, Spot Real Estate, LLC  
Savannah Holman, Coldwell Banker Sea Coast Advantage  
Robert Hoza, Keller Williams Realty  
Melanie Huber, Century 21 Sweyer & Associates  
Paul Hudson, Harbor Island Realty  
Margaret Insley, Keller Williams Realty  
Shanon Ives, Coldwell Banker Sea Coast Advantage  
Denise Jones, Lucas and Associates  
Steve Karch, RE/MAX Essential  
Patricia Keane, Coastwalk Real Estate, LLC  
Patrick Kennedy, Hagood Homes Realty, Inc.  
Griffin Kincheloe-Spain, Intracoastal Realty Corp.  
James King, Dram Tree Realty  
Harry Knight II, Intracoastal Realty Corp.  
Nikki Kroes, Coldwell Banker Sea Coast Advantage  
Leila Kuri, Coastal Properties  
Chris Lilley, The Overton Group, LLC  
Nathan Lingerfelt, Keller Williams Realty  
Connie Lowe, Coldwell Banker Sea Coast Advantage  
Onyx Martin, United Country/Southland Properties  
James McCall, Intracoastal Realty Corp.  
Tori McKenna, Ruxta Realty, Inc.  
Ilene Meyers, The Property Shop  
Jeanne Miller, Keller Williams Realty

Kathy Mottolo, D.R. Horton, Inc.  
Lindsay Mouton, Clinton Realty Co.  
Kenneth Nance, Keller Williams Realty  
Ralph Naylor, The Overton Group, LLC  
Diane Nelson, Century 21 Sweyer & Associates  
Heather Neville, NextHome Cape Fear  
Thomas O'Neill, Coldwell Banker Sea Coast Advantage  
John Palermo, Intracoastal Realty Corp.  
Edward Paarfus III, Century 21 Sweyer & Associates  
Cynthia Perkins, Coldwell Banker Sea Coast Advantage  
Matthew Perkins, Coldwell Banker Sea Coast Advantage  
Brynn Phillips (Secondary), Fonville Morisey & Barefoot  
Melody Phipps, Network Real Estate  
Kasey Price, Intracoastal Realty Corp.  
Haley Puma, BlueCoast Realty Corp.  
John Ramsey, BlueCoast Realty Corp.  
Stephanie Ross, NextHome Cape Fear  
Marcia Saffioti, Joseph A. Robb & Associates  
Dana SanAntonio, Century 21 Sweyer & Associates  
Dawn Schuffle, Network Real Estate  
Kelsey Shurtleff, Keller Williams Realty  
Jeffrey Simmons, River Town Realty Group  
Nicole Simpson, RE/MAX Essential  
Steven Smiley, Intracoastal Realty Corp.  
Cynthia Smith, Coastal Realty Associates, LLC  
Elizabeth Starkey, Intracoastal Realty Corp.  
John Taylor, Century 21 Sweyer & Associates  
Kyle Thornton, Keller Williams Realty  
Ashley Trivette, White Sand Realty  
Shari Ulman, RE/MAX Essential  
Kathleen Werle, Intracoastal Realty Corp.  
Kevin Wescott, Intracoastal Realty Corp.  
Jessica West, Intracoastal Realty Corp.  
Miranda White, Century 21 Sweyer & Associates  
Austin Wurmb, Intracoastal Realty Corp.

#### **REINSTATEMENTS**

Charles Alexander III, Wilkinson ERA Real Estate  
Holland J. Collins, The Collins Firm  
Zenia Dawick, Wilkinson & Associates  
Melissa Eisenberg, RE/MAX Essential  
Loren Hodges, Intracoastal Realty Corp.  
Matthew O'Connell, Landfall Realty LLC  
Maria Kramer, Intracoastal Realty Corp.  
Bradley Moree, Century 21 Sweyer & Associates  
Harry Parham, Century 21 Sweyer & Associates  
Teresa Pittman, Rio Properties & Investments, LLC

#### **TERMINATIONS**

Anita Afify (Secondary), Access Realty Group

Houston Armstrong, Gracious Living Realty of North Carolina  
Robert Ashmore, Keller Williams Realty  
Cheryl Baucom (Secondary), RE/MAX Essential  
Christopher Bjork, Intracoastal Realty Corp.  
Lawrence Blanton, Coastal Properties  
Renee Brandon (Secondary), Coldwell Banker Sea Coast Advantage  
Henry Brasser, Brasser and Associates Inc  
Joseph Bruneau, McManus Appraisal Group, Inc.  
Stephanie Callaghan, Fathom Realty NC, LLC  
Sandra Cassista, Coldwell Banker Sea Coast Advantage  
Briana Chesher, Century 21 Sweyer & Associates  
Jomig Diaz Ramirez, Coldwell Banker Sea Coast Advantage  
Cameron Dudley III, Century 21 Sweyer & Associates  
Penelope Ellerson, Coldwell Banker Sea Coast Advantage  
Willie Gillespie, RCA Realty  
Nathan Graff, Graff Appraisal Group, LLC  
Martha Griffin, Network Real Estate  
Katherine Guthrie, Flat Fee Realty and Management  
Jacqueline Harlow, Coldwell Banker Sea Coast Advantage  
Robert Hewgley, Keller Williams Realty  
Cynthia LaCorte (Secondary), Coldwell Banker Sea Coast Advantage  
Angie Ki, Lumina Realty Inc.  
Gregory Landen, BlueCoast Realty Corp.  
Alison Long, Intracoastal Realty Corp.  
James Lunsford, Berkshire Hathaway HomeService  
Samuel Markham, The Markham Company  
Annette Moore, Sellstate About Realty  
Carla Money (Secondary), Keller Williams Realty  
Shirely Morrison (Secondary), Century 21 Sweyer & Assoc.  
Adam Reebel, Coldwell Banker Sea Coast Advantage  
Elizabeth Revell, Keller Williams Realty  
Glenn Sasser, Martin Glenn Sasser Jr.  
Patricia Satira-Jones, Coldwell Banker Sea Coast Realty Advantage  
Jerry Shackelford, Raspberry Shackelford & Associates  
Matthew Shuffler, Martin Glenn Sasser Jr.  
Michael Smith, Wilmington Real Estate Options  
Katharine Spontak, Century 21 Sweyer & Associates  
Cheryl Stewart Popovec, Wilkinson ERA Real Estate  
Ashley ReBarker, RCA Realty  
Amy Underwood, Coldwell Banker Sea Coast Advantage  
J. Scott Watts, J. Scott Watts

Christina Wright (Secondary), Berkshire Hathaway HomeService

**TRANSFERS**

Katherine Anderson, Keller Williams Realty  
Chauncey Archer, Spot Real Estate, LLC  
Stefanie Archer, Spot Real Estate, LLC  
Stephanie Bandy, Coldwell Banker Sea Coast Advantage  
William Baugh, Century 21 Sweyer & Associates  
June Bell, Wrightsville Realty Group, Inc.  
Lorna Bell-Kotwall, Intracoastal Realty Corp.  
Pamela Berry, Intracoastal Realty Corp.  
Jennifer Boyd, BlueCoast Realty Corp.  
Janice Brewington, The Pier House Group  
Amy Brown, Keller Williams Realty  
John Burgee, BlueCoast Realty Corp.  
Joana Cappi, Century 21 Sweyer & Associates  
Rebekah Carr, Keller Williams Realty  
Jeffrey Chase, Coastal Properties  
Wyatt Coley, Century 21 Sweyer & Associates  
William Craig, Keller Williams Realty  
Marina Dane, Network Real Estate  
Mark Dorsey, Keller Williams Realty  
Tara English, Coldwell Banker Sea Coast Advantage  
Mary Frere, Intracoastal Realty Corp.  
Kristofer Feurer, Coldwell Banker Sea Coast Advantage  
Robert Galisin, Coastwalk Real Estate, LLC  
Kristy Hardy, Nest Realty  
Douglas Harrington, Wilkinson ERA Real Estate  
Hunter Hatcher, Keller Williams Realty  
Keely Helms, Keller Williams Realty  
Stephen Hogan, Grant-Murray Real Estate, LLC  
John Horton, Century 21 Sweyer & Associates  
Ariana Jo, Coastal Realty Associates, LLC  
Charles Johnson, The Property Shop  
Gregory Johnson, Century 21 Sweyer & Associates  
Sophie Johnson, Coastal Properties  
Theodore Johnson, Keller Williams Realty  
Ulrike Johnson, Coastal Realty Associates LLC  
Benoit Justafort, Sold Buy the Sea Realty  
Terry Kearns, Coastal Properties  
Phyllis Kimrey, Intracoastal Realty Corp.  
Ellen Jo Kraemer, Wilkinson ERA Real Estate  
Edward Lawler, Intracoastal Realty Corp.  
Tara Jo Lee, Dalton Elite Corporation  
Karen Lietz, Hagood Homes Realty, Inc.  
Heather Ligtino, Century 21 Sweyer & Associates  
John Lynch, Keller Williams Realty  
Shayne Matthews, BlueCoast Realty Corp.  
Bradley Norris, Coldwell Banker Sea Coast Advantage

John Page, Coldwell Banker Sea Coast Advantage  
Lisa Page, Keller Williams Realty  
Michelle Powell, Coldwell Banker Sea Coast Advantage  
Pamela Ramos, Coldwell Banker Sea Coast Advantage  
Cedric Robinson, Spot Real Estate, LLC  
Roger Saunders, Coastal Properties  
Eva Schronce, Intracoastal Realty Corp.  
John Sechrist, Anchored Real Estate, LLC  
Joni Seivers, NextHome Cape Fear  
Lisa Sewell, Century 21 Sweyer & Associates  
Gordon Sholar, Century 21 Sweyer & Associates  
Hayley Swinson, Coastal Properties  
Ethel Taylor, Intracoastal Realty Corp.  
Michelle Taylor, Century 21 Sweyer & Associates  
Faylene Voet, Century 21 Sweyer & Associates  
Rainey Wallace, Intracoastal Realty Corp.  
Steven Wasner, Coldwell Banker Sea Coast Advantage  
Miranda White, Network Real Estate  
Cynthia Wilkinson, Century 21 Sweyer & Associates

**TERMINATIONS**

Thomas Brooks, Wilkinson ERA Real Estate  
Melissa Eisenberg, RE/MAX Essential  
Sue Guyton, Guyton & Associates Realty  
Terry Lee, Intracoastal Realty Corp.  
Christopher Millis, Keller Williams Realty  
Stephanie Yousefnejad, Coldwell Banker Sea Coast Adv

**TERMINATIONS (FAILURE TO RESIGN/TRANSFER IN 30 DAYS)**

Katherine Guthrie, Flat Fee Realty and Management  
Paul Nasser, Coldwell Banker Sea Coast Advantage

**END OF CONSENT  
AGENDA**

