

STRATEGIC SYMPOSIUM



September 7, 2023 | 9:00 a.m. – 2:00 p.m.

WELCOME



OPENING SESSION

- Call to Order

ORDERS OF THE DAY

Task	Presenter
Pledge of Allegiance	Debbi Myers
Association Updates	Debbi Myers
Director Election Results	Elizabeth Hume
New Emeritus Members	Debbi Myers
REALTORS® Community Foundation Update	Jamie Matzdorff

ADJOURNMENT (no motion needed if agenda items are completed, or time has elapsed)

Antitrust Avoidance Statement: Certain topics are not proper subjects for discussion at any BRR function. In many cases, our members are competitors and any action or agreement that may eliminate, restrict, or govern competition among members, or their colleagues could be a violation of state or federal antitrust laws. Those violating the antitrust laws are subject to severe criminal and civil penalties. Therefore, BRR, prohibits the exchange of information among competitors regarding matters pertaining to commissions/fees, refusals to deal, market divisions, tying relationships and other topics which might infringe upon antitrust regulations, and that no such exchange or discussion will be tolerated during this meeting. These guidelines apply not only to formal meetings and events, but also to informal discussions during breaks, meals, or social gatherings. Please adhere strictly to these guidelines during all Boise Regional REALTORS® functions to protect yourself, your organization, and BRR from liability. Further, Article 15 in the National Association of REALTORS® Code of Ethics states that "REALTORS® shall not knowingly or recklessly make false or misleading statements about other real estate professionals, their businesses, or their business practices." Similar to the antitrust avoidance statement, this section of the Code also relates to discussions at any BRR function or meeting, as well as any informal discussions during breaks, meals, or social gatherings.

Welcome to this year's...
STRATEGIC SYMPOSIUM

9:00 a.m.
 Check-in & Vendor Showcase

9:30 a.m.
 Welcome & Annual Membership Meeting

10:15 a.m.
 BREAK

10:30 a.m.
 Keynote: Terry Watson

12:00 p.m.
 Networking Lunch & Vendor Showcase

1:00 p.m. - 1:45 p.m.
 Top Producer Panel

1:45 p.m.
 Closing remarks

1

WELCOME FROM...

DEBBI MYERS
 2023 President of
 BOISE REGIONAL REALTORS®

2

TODAY'S AGENDA...

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3

WE'VE LED...

Debbi Myers
 President

Elizabeth Hume
 President-Elect

PJ Johnson
 Vice President

Jeff Martel
 Treasurer

Becky Enrico-Crum
 Imm. Past President

BRR's BOD | Andrea Anderson | Krista Deacon | Jessica Durham | Alicia Reinhard | Lori Otter | Kelsey Wartman | Sara Wolf

RCF BOD | Jamie Matzdorff | Joshua Cormier | Andrea Anderson | Shannan Berry | Mellissa Christensen | Kim Daley | Alexa Head | Phil Mount | Debbi Myers | Ruthie New | Julie Schott | Teena Turner | Shelley Wallace | Michele Wilson

4

WE'VE PROPELLED...

Lisa Martin
 Chief Executive Officer

5

WE'VE FOUGHT...

**BOISE REGIONAL
 RPAC REALTORS®
 POLITICAL ACTION COMMITTEE**

Protecting homeownership and the real estate industry.

6



7



8



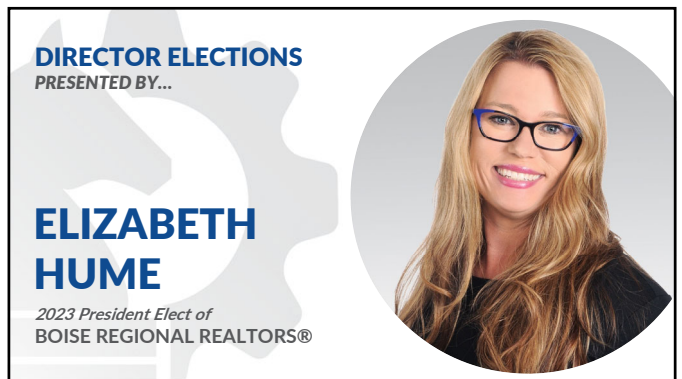
9



10



11



12

AVAILABLE POSITIONS...


- (1) BRR Vice President | 1 candidate
- (1) BRR Treasurer | 1 candidate
- (1) BRR Director | 1 candidate
- (5) State Director Positions | 4 candidates
- (1) National Director Position | 3 candidates

There were no petitions for additional candidates.

13

2024 BRR VICE PRESIDENT CANDIDATE...

Susan Weaver



14

2024 BRR TREASURER CANDIDATE...

Andrea Anderson



15

2024 BRR DIRECTOR CANDIDATE...

Isaac Chavez



16

2024 BRR's IR DIRECTOR CANDIDATES...


Craig Groves

Krista Deacon

Lori Otter

Tami Sims



17

2024 BRR's NAR DIRECTOR CANDIDATES...

Craig Groves

Carey Farmer

Lori Otter





18

A SPECIAL ADDITION...

HARLEY CARSON
BRR EMERITUS MEMBER




GENE STRATE
BRR & IR EMERITUS MEMBER

19

PROFESSIONALISM AT ITS FINEST...

Amanda Cutter

Brian Lohnes

Julia Shoemaker

Annie Valentine

Casey Wilson

CONGRATULATIONS!

BOISE REGIONAL REALTORS®
Professionalism Award

20

COMMUNITY PARTNERSHIPS...



THANK YOU FOR ALL YOU DO,
LEAP HOUSING SOLUTIONS!



21

COMMUNITY PARTNERSHIPS...



22

A MESSAGE FROM RCF'S 2023 PRESIDENT...



23

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24

GET READY FOR...

TERRY WATSON

National Speaker | The "Aha" Guy

Recharge, Refocus, Re-Engage™

NO RECORDING PERMITTED



25

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27

TODAY'S PANEL...

Faith Mikita 

Mike Moir 

Robert Renteria 

John Van Der Giessen 

28

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29

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30

ANNUAL SPONSORS...

TIME FOR OUR VENDOR WINNERS!

SYMPOSIUM SPONSORS...

31

THANK YOU!

32



Takeaways from today's keynote speaker

TERRY WATSON

TERRY WATSON'S "THREE SHEETS"

SHEET #1: THINGS YOU ABSOLUTELY SHOULD NOT DO!!!

- Don't quit your job
- Don't change your job
- Don't get a promotion
- Don't buy any large ticket items (like five dollars or more!)
- Don't Make David Copperfield deposits (all funds need to be traceable)
- Don't talk to Sellers directly (loose lips sink ships)
- Not getting a gift letter and a bank statement for funds
- Not telling the person who is giving you the gift that you will probably need a gift letter and some proof (usually a bank statement) that they had the money to give
- Not telling me if you are allergic to animals
- Not being completely honest with the lender about child support, alimony, wage garnishments or any other payroll reduction
- Making a major purchase (like \$5.00 or more)
- Getting advice from a buying committee that has not purchased in the last year (the rules change almost daily)
- Waiting to see everything else that is on the market
- Don't trash the property in front of the owners
- Calling the other agent on "For Sale" signs
- Attending open houses and new construction without me
- Not telling me if you have a house to sell
- Delaying paperwork because you are irritated by the frequency and number of requests from the Mortgage Company
- Not realizing it is possible to find what you are looking for the very first day you go out (this happens more than you think...)
- Going home to sleep on it (in a hot market, if you sleep on it, you might not get to sleep in it)
- Waiting to find the absolute PERFECT house. You will always be limited by income, zoning, inventory at the time, and/or legislation and or property taxes.
- 80/10/10 Rule If you find a house that has 80% of what you are

looking for, 10% of things you can change and 10% of things you can live with, it's a keeper.

- Do not co-sign for even a candy bar!
- Don't schedule a vacation before we close (especially a cruise)
- Don't order Direct TV, Cable, Telephone or any utility that will pull a credit report unless you want to write a letter of explanation about the credit report to the mortgage company
- Don't change your name during the mortgage process
- Not being up front with your loan officer (hiding information)
- Not realizing the clock starts ticking from the time the loan officer gets the contract, not the date it was written)
- Need a letter of explanation
- Unreasonable expectations
- Not getting a home warranty
- Giving away your negotiation power by speaking in the house (always assume you are being recorded)
- Posting your real estate thoughts on social media sites (If you are savvy, this can easily be viewed)
- Not getting a home inspection
- Not being FULLY approved BEFORE you go looking (nothing hurts as much as finding the house you love and you lose it when someone else beats you to it because you were not completely ready)
- Believing what you see on HGTV and reality television (the majority of that stuff is scripted)
- Not shopping the good faith estimate
- Not telling me what is MOST important to you
- Calling at the very last minute to cancel appointments
- Finding a lender on the Internet that offers a 000000.1 interest rate and is from outside of the area
- Using a 100% Online Lender
- Not using an Attorney that SPECIALIZES in Real Estate
- Not using name on drivers license for mortgage docs (use Jr. and Sr. if required)
- Not telling your lender if you lose your job before you close
- Do not go window shopping and let people pull your credit report
- If it can't be written on the front page of the contract because its being done "under the table", it is probably mortgage fraud

- Do not look at a short-sale if you need to move immediately
- Do not consider a short-sale if you need to be in control of the process
- Dying before the transaction closes (this really messes things up, BIG TIME! Please don't die before the closing...)

SHEET 2: FREQUENTLY ASKED QUESTIONS

- How long does the buying process take?
- How many properties does the typical buyer look at?
- When should I make an offer?
- How much should I offer?
- Should I lock in my interest rate or should I float?
- When will I get the keys?
- What happens at the closing?
- Is the closing date on my contract guaranteed?
- How much earnest money should I put down?
- What happens to my earnest money?
- Will I get my earnest money back if the contract is not accepted?
- What is the process to get my earnest money back if the contract is accepted and the home inspection finds an issue?
- How often do you find the perfect property on the first day (80-10-10 rule)?
- Is there anything I should not do during the house hunting process?
- What is the likelihood of a multiple offer situation?
- What monies will I need to come in with?
- How long does the home inspection take?
- Do I really need a home inspector?
- Can you recommended an attorney, home inspector or a lender?

SHEET 3A: THIS WILL MOST LIKELY HAPPEN...(Buyers)

- You will not be told how much money to bring to closing until the day of your closing and many times only hours or minutes before the closing
- The dates on your contract will change, perhaps multiple times
- You will become anxious or nervous
- You will become irritated or annoyed about frequent and last minute paperwork requests with seemingly impossible deadlines
- The buyer will negotiate 2-5 times on this transaction. They will negotiate the purchase price, the inspection, potentially the appraisal, the final walk-thru
- You will want to tell your friends and family about your experience on social media sites - Don't!
- The Mortgage company will most likely pull another credit report on you days before or even the day of your closing

SHEET #3B: THIS WILL MOST LIKELY HAPPEN... (Sellers)

- The date on the contract will most likely change, it is a guesstimate and subject to many variables (attorneys timetable)
- The property might not appraise at what you are buying it for
- Agent will miss showing appointments and not call or show up
- Appointments will be made and cancelled at the last minute
- The agent on the sign will be in witness protection and not return any phone calls
- Some showings will last about five minutes and some showings will last 3 hours
- There will be a day when I call you and say someone wants to see your house, and you are going to ask me when. And I will say: "pull back the curtains, they are sitting outside now"!
- I am going to call you 3 minutes before your showings and cancel, sometimes it may be 20 minutes after
- Agents are going to make appointments at the very LAST minute
- Agents are going to knock on your door or even drive by, see you in the yard and ask if can they see you house (if this happens, call me)
- Expect lots of lowball offers (at least it is a starting point)

STRATEGIC SYMPOSIUM



2023 Federal Advocacy Summary



Where we stand: 2023 REALTOR® Federal Advocacy Summary

Making the dream of homeownership more affordable and accessible remains a top priority. Following robust advocacy by NAR to help qualified homebuyers navigate this challenging market, REALTORS® have achieved many important wins in the first half of this year:

- Vice President Kamala Harris and Department of Housing and Urban Development (HUD) Secretary Marcia Fudge announced a **reduction in mortgage insurance premiums (MIPs)** by 30 basis points following robust advocacy by NAR.
- The Federal Housing Finance Agency (FHFA) **rescinded its proposed loan level pricing adjustment (LLPA) upfront fee** on borrowers with debt-to-income ratios greater than 40 percent that was slated to go into effect August 1. NAR advocated for this fee reduction when President Kenny Parcell testified before a U.S. House panel in May about these unnecessary and confusing fee increases.
- The Federal Housing Administration **increased the threshold dollar amount for Large Multifamily Loans** from \$75 million to \$120 million, which NAR supported. The new policy also included the possibility of future annual increases of \$5 million.
- NAR partnered with the Institute of Real Estate Management (IREM) on a targeted Call For Action asking commercial members and IREM members to **share with the FHFA why proposed tenant protections for multifamily properties backed by the federal government would hurt both renters and housing providers**. Of the more than 3,000 comments submitted, REALTOR® responses tallied nearly 40 percent. NAR also submitted a response letter.

Other wins have focused on advancing the real estate profession:

- The House passed the **SECURE Notarization Act** to allow immediate, nationwide use of remote online notarization (RON) technology.
- The House passed the CHOICE Arrangement Act, which includes the NAR-supported **Association Health Plans Act**, to expand access to association health plans to more Americans, including the self-employed workers of the real estate industry.

NAR continues to advocate for both bills to be considered in the Senate.

REALTORS® have also had success in the courts on protecting property rights:

- **Tyler v. Hennepin County**, which NAR outwardly supported, confirmed that the equity homeowners build in their properties is a constitutionally protected right and cannot be unduly or unfairly seized by the government.
- The **Sackett v. EPA** ruling brought more clarity to the rules and regulations on building on personal land under the scope of the Clean Water Act (CWA).

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Meanwhile, the REALTOR® Party is revitalizing communities and supporting real estate champions across the country:

- More than 350 state and local association requests for Community Outreach Grants were approved by June 1, marking a 77% increase in applications compared to the previous year.
- More than 50 Issues Mobilization Grants totaling over \$4 million have supported initiatives ranging from stopping a capital gains tax increase in Oregon, to supporting the repeal of the rental registration tax in Arizona, to stopping rent control legislation in New Mexico, to supporting the passage of multiple bills to increase housing inventory and availability in Washington State.

It may be quiet in the nation's capital this month, but REALTORS® aren't slowing down. Our Federal Political Coordinators and friends are taking the following priorities directly to members of Congress in their states and districts:

- Cosponsor the bipartisan **More Homes on the Market Act** (H.R. 1321), which incentivizes more owners to sell their homes by increasing the maximum amount of capital gains a homeowner can exclude on the sale of a principal residence and annually adjusting it for inflation.
- Cosponsor the bipartisan **Neighborhood Homes Investment Act** (S. 657/H.R. 3940), which attracts private investment for building and rehabilitating owner-occupied homes by offering tax credits that create a pathway to neighborhood stability through sustainable homeownership.
- Cosponsor the bipartisan **Choice in Affordable Housing Act** (S. 32/H.R. 4606), which creates incentives for housing provider participation in the Department of Housing and Urban Development's (HUD) Housing Choice Voucher (HCV) program.
- Cosponsor the bipartisan **SAFE Banking Act** (S. 1323/H.R. 2891), which permits financial institutions to offer services to cannabis businesses in states where it is legal.
- Cosponsor the bipartisan **Credit Access and Inclusion Act** (S. 1654/H.R. 3418), which expands credit reporting for Americans with limited credit histories by encouraging the inclusion common bills like rent or utility payments.
- Incentivize the **conversion of unused commercial buildings** to residential and mixed-use properties.
- Prioritize **housing production** to increase inventory and help property owners and renters burdened by rising rent payments.
- Cosponsor the bipartisan **Fair and Equal Housing Act** (H.R. 4439), which would add sexual orientation and gender identity as protected classes under the Fair Housing Act.
- Reauthorize and increase funding for **HUD fair housing enforcement**.

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