

ALL / PROS

Realty & Real Estate SALES MEETING

DATE & TIME: October 16, 2019; 9:30am-11:40am

SPEAKERS: Win Sasse, James Davis, Donny Coleman

ATTENDEES: Win Sasse, James Davis, Wanda Harris, Chris Mangold, Donny Coleman, Karin Barrett, Mark Spear, Marie thompson, Michelle Cericola, Linda Bell, Joyce Etheridge, Brenda Armitage, Bob Bullinger, Gerry Sessor, Mary Barker, Jannice Chambers, Wilma Alcantara, Maggi Davis, Buddy Thomas

OPENING:

- 1 Win Sasse opened with welcoming everyone and introduced Reina Mitchell, our new Front Desk Administrator/Receptionist. Wanda Harris has been promoted to Administrative Manager and Assistant to Win.

PRESENTATION & DISCUSSION:

1. James Davis discussed:
 - 1) Beginning next year we'll be doing on-site Moseley Principle Training Classes. Karin Barrett will be teaching.
 - 2) CE Classes are free online with Moseley (as a benefit of being part of All/Pros) BUT you have to turn in your renewal fee; otherwise, DPOR will not renew your license.
 - 3) On the 30th of October we have a training class scheduled for Understanding Flood Insurance from 11:30 am-12:30 pm here at the office (free and applies toward your CE).
2. Donny Coleman discussed:
 - 1) Real-world issues regarding due diligence and shared examples of issues stemming from standard purchase agreements not containing appropriate information from plats, legal descriptions, city assessments, deeds, etc.

Discussed exposure risks to sellers and buyers when not doing due diligence.
Don't represent something as a fact without proper documentation.

3. Win Sasse discussed:

- 1) All/Pros doing Toys for Tots again this year (can bring toys to the office between 9-5 / M-F).
- 2) All/Pros Christmas Party is scheduled for Dec 9th. Please save the date. Additional information, including time, coming soon.

4. James Davis invited agents to share listings:

- 1) Linda Bell has a listing at 508 Flax Mill Drive, Chesapeake, VA 23322.
- 2) Michelle Cericola has a listing at 2035 Lockard Avenue, Chesapeake, VA 23320.
- 3) Gerry Sessor has a listing at 725 Tyler way, Chesapeake, VA 23322
- 4) Chris Mangold has a listing at 2040 Centerville Turnpike, Chesapeake, VA 23322

5. Win Sasses shared a presentation on changes to All/Pros future by upgrading and doing new things:

- 1) Opening Virtual Office for All Pros Realty in Northern Virginia area.
- 2) Trivia:
 - Q: What has 60 days? A: Relisting a withdrawn listing from the time it was originally listed. \$200 fine.
 - Q: When and why do I (as Broker) have to notify DPOR when something is missing from a contract? A: Buyer Broker Agreements and EMD checks (you have 5 days to turn in from date contract is ratified - if we don't hold the check we must have a copy of it at the time you turn in the contract).
 - Q: What sheet goes in front of the file? A: Listing Transaction Form (when turning in new listings) and Transaction Checklist & Commission Release Form (when turning in new purchase contracts).
 - Q: On page 11 of the Purchase Contract, what goes into Section D? A: Agency Disclosure - disclose if related to buyer/seller, selling by owner, etc. (when in doubt ask your Broker). Also, mark in MLS by checking disclosure boxes and putting in Agent Remarks, and put a rider on your signs.
 - Q: Which form will remove a contingency if you do nothing? A: If you miss the inspection (even by 1 day) it places the contract into full force. The days counted begin the day after the contract is signed

(always good to allow at least 10 days and if you don't write 'business days' it includes weekends in the count).

- Q: You have 2 days to do what to avoid a fine? A: To input a listing into REIN (2 business days).
- Q: You have 5 days to do what? A: Turn in EMD check (you have 5 days to turn in from date contract is ratified - if we don't hold the check we must have a copy of it at the time you turn in the contract).
- Q: You have how many days to put in a photo? A: 5 days. \$50 fine.

3) Let's Brainstorm: If you were in my shoes as the owner of the company what would you implement and/or change?

- Linda Bell: Scanning documents into copiers should be more user-friendly.
- Chris Mangold: The website needs to have ALL forms saveable and fillable.
- Gerry Sessor: 90 agents and we hardly ever see them and they miss so much good information at these meetings. Once a week have a bulletin go out to keep everyone updated. As new listings come in share email introducing new listings.
- Michelle Cericola: Getting information to agents missing our meetings.
- Jannice Chambers: Direct deposit for our commission paychecks. Win said Wells Fargo checks would only go out every 2 weeks instead of on-demand. Maggi Davis shared how a bank she knows let's you sign a form to approve quicker deposits. Mark Spear said Coleman and Coleman said they could do it. Win shared how it would be a huge undertaking to switch banks with all of the accounts we have with All/Pros.

4) What will Real Estate be like in the next 5, 10, or 20 years? We need to give All/Pros a facelift and to begin, we're working on the following changes:

- Hiring New Staff
- Improving Social Media: We want to improve the design and use of our social media sites on Instagram, Facebook, Twitter, and LinkedIn.
- Adding Additional Training
- Improving existing commission plans
- Changing to paperless: Win asked for feedback on Dotloop and he shared information about Brokermint. The cost to go paperless will be approx \$25 month. More discussion at a future date.