



ALL / PROS

SALES MEETING

DATE & TIME: January 8, 2020 @ 9:45am

SPEAKERS: Win Sasse, James Davis, Don Coleman, Brad Meyers

ATTENDEES: Win Sasse, James Davis, Wanda Harris, Don Coleman, Gerry Sessor, Mark Spear, Michele Cericola, Mary McClellan, Linda Bell, Dee Maggadino, Janice Chambers, Ron Anoaia, Bob Bullinger, Karin Barrett, Jeff Joseph, Lillian Thompson, Janez Hargrove, Joyce Etheridge, Brenda Armitage, Wilma Alcantara, Fe Carolino, Clay Birkhead, Sharon Zhao, Marie Thompson, Don Johnson, Mina Wang.

OPENING:

1. Win opened meeting with following items:
 - 1) Wished everyone a happy new year and thanked everyone for all of their hard work and dedication.
 - 2) Shared his heart on wanting to help agents set and fulfill their goals. Reminded agents his door is always open to answer questions and discussed some of his past experiences as a builder and how he wants to offer his years of experience to anyone interested - just ask! Shared power of selecting one word to use for 2020 (example: joy, prosper, #1, success, etc.).
 - 3) Discussed Changes Coming to All Pros:
 - Going Paperless: Starting mid-February we will be rolling out our new paperless system with BackAgent to all agents (introduction shared at end of meeting by Brad Meyer).
 - Commissions: New commission arrangements to be presented soon.
 - Partnerships & Vendors: Working on creating new partnerships/vendors.
 - Escrow (EMD) Checks: Soon we will no longer be holding them at our office-must turn in to a title company. Will announce soon when this goes into effect.

- Updating & Modernizing Facilities: In May our lease expires, we will either update/modernize current facilities or move into a more updated facility. We want to create a place where you can be proud to bring your clients.
 - Hiring additional staff: We are looking to hire a part-time Property Mgt. Assistant and Marketing Coordinator.
- 4) Referrals: Refer an agent and receive \$600 (paid in three \$200 increments out of first 3 sales).
 - 5) Birthdays and DBA's: Please give to Reina or Wanda.
 - 6) Hospitalizations: Please let us know if you and/or immediate family members are hospitalized.
 - 7) Brainstorming: Discussed brainstorming get-togethers...more information to come.
2. Don Coleman discussed:
- 1) Ratifications: Shared a recent experience where an agent thought they had a ratified contract only to find out it wasn't and it cost them the deal. Ratification happens when you deliver the communication of a signed copy of document with final acceptance date. In real estate, the agent has no authority to bind the client without written communication. With the REIN MLS Purchase Agreement, the ratification box at the bottom of page 1 does not need to be signed and marked with ratified date UNLESS ALL parties have signed and dated on page 14. Contract is NOT ratified w/o page 14 being fully signed, dated, AND delivered.
 - 2) EMD Checks: Shared how you can submit EMD checks via his website (client can't pay online via credit card-must be selected by choosing e-check due to cases when check funds must be returned-can't be refunded via credit card. Before a client can submit a check online, they are first presented with a disclosure about email fraud and how it works. Once a client submits the check, they receive an immediate email notification confirming it was submitted. Jannice Chambers shared her experience with electronic EMD's and said it works very smoothly.
 - 3) Hiring Staff: Their office is hiring more people to fill 3 admin positions and 1 title examiner (entry-level) position. Please send people his way who you think might be interested.
 - 4) 2020 Dates: Important to fill out dates on documents for 2020 by completely writing out the date so that no one can change the date. Example – don't write 1-1-20 because someone can easily change it to 1-1-2019 or 2021.
 - 5) Mary McClellan asked Donnie to discuss "subject to" deals.

PRESENTATION & DISCUSSION:

- GUEST SPEAKER: Brad Meyer with BackAgent introduced our new paperless program that we'll be rolling out to agents by mid-February. **It's imperative that all agents attend our February Sales Meeting for the implementation training.**