

Commercial/Industrial Committee Meeting  
January 01/14/2009  
WMLAR

Present: Thun LeuamChampassak, Roy Beetham, Curt Carini, Ed Brandel, Gert Baldwin, Michael Horgan, Brent Link, Ron Davis

Excused: Jim Misner, Tom Nadeau

Absent: David Medendorp, Robyn Vandenberg, John Steinbach, David Moore

Meeting called to order @ 11:50 a.m. by Thun LeuamChampassak

Introductions were made

**Planning session:**

Thun reported on the sales transactions for last 8 years.

Goals for the year: To see professionals in WMLAR active force to help turn the economy around.

MLS – Geographic areas – Search engine – Technology

**Network opportunities:**

More information on positive things happening

**Education: possible seminars**

Brownfield redevelopment – possible grants available – possible send members to convention (funds available??)

Evaluate a commercial property

NAR – Green designation

LEED Certification

CCIM

**WMLAR Brand Recognition:**

Sell both Residential & Commercial

Sell Commercial only – expert in your field – know the market

Small companies versus Large companies/corporations

**Marketing ideas:**

How can WMLAR be known – Get our name out there - Booklet format, web, Regional recognition

**Next Meeting** – February 18, 2009 @ WMLAR 1:00 pm

**Adjourn 1:30 pm**

Minutes prepared by Judi Henshaw, Staff Liaison