

EDUCATION COMMITTEE  
SEPTEMBER 10, 2009  
WMLAR CLASSROOM

MINUTES

PRESENT: Michael Yates Kaye DeMann  
Brent Link Dave Kuiper  
Steve Miller Mike Horgan

The meeting was called to order at 9:05 a.m. by Michael Yates, Chair.

Info Series: Committee has set up 4 Info Series for the end of the year.

1. RESPA Regulation Z is set for September 25<sup>th</sup> (13 people have signed up)  
Amber VerBurg is the speaker for this class. She is associated with Safe Title. She'll be covering: New regulation, changes in how borrower receives disclosures, understanding new HUD-1 forms and how it affects realtors.
2. Lender Panel is scheduled for October 15<sup>th</sup>  
Michael Yates is getting the panel together and will get info/flyer to Deb.  
4-6 Lenders will participate. They will cover a wide range of topics, including; Different types of financing available to borrowers, how to make your deal easy to close and "bumps" in the system.
3. Working "YOUR" Market Instead of the Market is scheduled for October 18<sup>th</sup>  
Jeff Beyer is the speaker for this class. He's associated with Lighthouse Title. This info series is centered toward new agents and seasoned agents looking for a boost. He'll present great ideas on marketing and business planning.
4. Appraiser Panel is scheduled for November 11<sup>th</sup>  
Michael Yates is getting the panel together and will get info/flyer to Deb.  
4-6 appraisers will participate. They will cover subjects including but not limited to: How to measure a home properly, what is considered a Tri-Level/Bi-Level, how a walk-out basement is measured in square feet.

CLASSES/MEETINGS – Deb will report to committee when classes are set for next year (Continuing Education, General Membership Meeting and Origination classes).

GENERAL MEMBERSHIP MEETINGS—Committee wants to coordinate a General Membership meeting. The committee wants to have a speaker talk to the members about the new RESPA Regulations. Cinda Cogswell handles the General Membership meetings and has asked that we plan this for January's General Membership meeting.

FUTURE TOPICS—Well & Septic—new state mandates. Committee will contact Doug Merriam at MAR.  
Panel of Realtors from different areas to discuss how they get new business and what tactics they use.  
RESPA Regulation—new update on how it will effect Realtors/home buyers/sellers  
(At the January General Membership meeting, the committee would like a speaker on this subject)  
Condo—lenders to discuss different types of financing that may be available  
Life Training for agents who need a boost or new agents to help learn the 'ropes' of real estate

FLYERS—Committee suggested all flyers from WMLAR have the same format. Dave Kuiper's is making a template to show committees who send flyers out. They felt it would look professional plus it would distinguish the flyer as coming from WMLAR. Suggested because flyers look like whoever was speaking is sponsoring the class/info series/event when it's WMLAR who is holding the class/info series/event.

SURVEY—Lori Santellan is putting together a survey for classes/info series. The survey will go out to all agents/affiliates. Questions asked by the survey include what Designation classes the realtors/affiliates want and what type of info series they would be interested in.

The meeting was adjourned at 9:35 a.m.  
Minutes prepared by

Deb Holmberg  
Staff Liaison