

NAPMW BOARD OF DIRECTORS MEETING

August 12, 2015

GENERAL SESSION MINUTES

I. CALL TO ORDER

National Board Members Present

Kelly Hendricks National President
Nikki Bell National President Elect
Judy Alderson..... National Treasurer
Windee Falla National Secretary
Cathy Kantrowitz, CME National Vice President
Laurel Knight National Vice President

Parliamentarian and Administrators Present

Frances Reinhardt, GML, Past National President Parliamentarian
Vince Valvo, Agility Resources Executive Director

A. Roll Call and Quorum Confirmation: Following roll call a quorum was confirmed by President Kelly Hendricks. With notice of the meeting having been duly given, President Hendricks called meeting to order at 4:00 pm central time.

B. Welcome and Acknowledgement of Guests

Guests

Jill Kinsman, PNP
George Light, Austin
Lauren Layman, OKC
Katheryn Farrell, National By-Law Committee Chair/Leadership & Procedures Chair
Jeanne Evans, CME National Finance & Budget Chair
Glenda Mooney

C. Agenda Approval: The agenda was approved as presented.

D. The July 8th General Session Minutes: Minutes were not approved pending motions from President Elect Nikki Bell

E. Designation of Minutes Review Committee:

- I. National Secretary Windee Falla
- II. President Elect Nikki Bell
- III. NVP Laurel Knight

II. **Financial Reports:**

- A. **Monthly Financial Reports:** As presented. Treasurer Judy Alderson displayed clearer reporting of actuals.
- B. **Year End Reporting:** As of the August General Session 25 associations have submitted end of the year reports only lacking 5 associations. All 990's filed. The National end of year was submitted to the past board for review, once review was completed it will be submitted to file 990.
- C. **Status of Bank Accounts-At this time 17 signatures cards are not complete.**

Kay Farrell discussed cloud storage instructions regarding files must be labeled accurately. President Hendricks requested that NVP's submit instructions to locals to label files accurately.

III. **ADMINISTRATIVE TEAM REPORTS**

A. **Agility Resources:** National Administrator Vince Valvo stated that website launched successfully. Agility is working to streamline administrative reports. The marketing flyers for National can be customized for locals as well. An advertisement will be placed in Mortgage Women Magazine for NAPMW. All other items are as presented in report.

IV. **WORKS IN PROGRESS | UNFINISHED BUSINESS**

A. **Change of Address:** Secretary Falla and Parliamentarian Reinhardt should have forms completed by the end of August.

B. **Trademarks: Motion presented by President Elect Nikki Bell: I move that NAPMW request Attorney Mary Jo Weston to renew the following trademarks, NAPMW and National Association of Professional Mortgage Women. Trademarks to be renewed by November 1, 2015 or sooner. Motion Seconded. Motion Carried.**

V. **NEW BUSINESS:**

A. **Originator Connect Conference-September 24, 2015.** NAPMW will act as an event partner with special invites for NAPMW. NAPMW will be recognized and President Elect Nikki Bell will be a speaker and moderator of panel discussion. A booth will be provided to NAPMW for visibility.

VI. **COMMITTEE REPORTS:**

A. **Bylaws and Operating Procedures: Accepted as reported and presented.** Katheryn submitted the AIB. Membership summaries will be submitted by end of August. Katheryn will work with Vince to pull.

B. **Education: Report Accepted as Presented**

C. **Potential Extensions:** Nothing new to report. **Report Accepted as Presented.**

D. **Financial Administrator: Report Accepted as Presented**

E. **Membership:** Jill Kinsman, PNP – Current membership is 698 members. Working on expired local board member renewals. **Report Accepted as Presented**

F. **Education Conference:** Lyman King reported he is working on budget submitted and request board to review. Currently room rate is \$63 a night \$375 for registration. Agenda and schedule is moving forward. **Report Accepted as Presented.**

G. **Credentials: Report accepted as presented.**

H. **Ethics:** Nothing to report.

I. **Internal Audit:** Nothing to report.

J. **Leadership Programs:** LEAP will begin September 24th, the first portion will be a webinar starting at 6pm est lasting one to one and half hours. Marketing materials are being created by Agility and should be ready within a few days. **Report Accepted as Presented**

- K. **Services and Resources:** Nothing to report.
 - L. **National Archives:** Article featuring member Polly Lawshe will be presented in coming newsletter.
 - M. **Nominating:** Nothing to report.
 - N. **Marketing & Publicity: Report Accepted as Presented**
 - O. **IML:** Working on Committee. **Report Accepted as Presented.**
 - P. **Technology and Communication Administrator:** Nothing to Report.
 - Q. **Awards:** Nothing to report.
 - R. **Partners in Progress:** Conference call scheduled for August 14th.
 - S. **Corporate Membership Ad Hoc: Zach Rhodes, as chairman and on behalf of the Corporate Membership Ad-Hoc Committee motion that we implement the Coporate Membership Classes as presented herein. Motion carried as it was presented in a committee. President Elect Nikki Bell will work with committee to move forward.**
- VII. **ANNOUNCEMENTS:**
- A. Next board meeting will be September 9th at 4:00 cst
- VIII. **RECESS TO EXECUTIVE SESSION:** President Hendricks recessed the board to Executive Session at 4:54 pm cst.
- IX. **RECONVENE TO GENERAL SESSION:** President Hendricks reconvened the meeting back to General session at 5:46 pm cst
- X. **ADJOURNMENT:** NVP Cathy Kantrowitz moved to bring forward all action items from Executive session to General Session.
Motion by NVP Cathy Kantrowitz to move Dallas Association to probation. Motion was seconded. Motion Carried.
Having no other business, President Hendricks adjourned the meeting at 5:48 pm cst.

Windee Falla
NAPMW National Secretary

SUGGESTED CORPORATE MEMBERSHIP CLASSES

Below are suggested corporate membership classes for NAPMW. There are three tiers: Benefactors Membership, for national companies or for firms desiring to show a substantial commitment to women in the mortgage profession; Sustaining Membership, for multi-state regional companies; and Supporting Membership, for single-region companies wanting a unified corporate membership option.

Companies opting for either the Benefactors or Sustaining level will join NAPMW at a national membership level- meaning all their members would be part of the "virtual local" or other national membership structure devised by NAPMW. All dues would go to National. Locals will be given a list of these national members in their area. Although they will not receive any local dues for these members, they will gain significant benefits, such as:

- Ability to market to a new base of "members" for Local events
- Ability to reach a new pool of volunteers for Local events and committees
- Ability to tap a new pool of potential sponsors for Local events and initiatives
- If a person leaves the employ of a Benefactor or Sustaining member, that person can be solicited to become an individual member of the Local.

In the Benefactors Membership, we suggest the creation of a new Advisory Council for NAPMW. This would be leading women execs from the nation's largest mortgage company supporters of the organization. The Advisory Council would be an Ad Hoc creation of the board. It would not have voting power as a group. But it would be a way to solicit advice and support from more high-powered execs, and would add substantial value and "bragging rights" for companies opting for this membership level.

Finally, the Supporting Membership level is a suggestion (but wouldn't be a requirement) for Locals who wish to implement a corporate membership of their own. Dues generated under the Supporting Membership would be split 70/30 between National and the Local, compensating National for the administrative work necessary to enable such a group membership.

NAPMW BENEFACTORS MEMBERSHIP

\$9,995 annually

For:

Companies with a national presence and a desire to demonstrate leadership in support for women's advancement in the mortgage profession.

Features:

- One company representative will be included as a participant of NAPMW's Advisory Council.
- All company employees will be eligible to become members of NAPMW (Company must furnish a list via excel spreadsheet including all necessary contact information for each employee).
- Company may administer changes and deletions to its membership roster at any time.
- Company members will be referred to nearest Local (physical) NAPMW group. They will be included in all marketing, and will be eligible to serve on committees and network with Local peers.
- Company logo will be included on NAPMW website, and on signage at NAPMW national events.
- Company logo will be included in NAPMW email newsletters.
- Company description and write-up will be included on NAPMW website, identifying Company as a highest-level sponsor of women in the mortgage profession.

Benefits:

- Company will demonstrate its commitment to women in the mortgage profession, illustrating its desire to foster a diverse workforce and to empower female employees.
- Company will gain significant public relations benefit from its support of NAPMW.
- Company employees will gain benefit of NAPMW membership, programs and events.
- NAPMW is open to all employees, regardless of gender.
- Company sponsorship may be sufficient to meet certain regulatory requirements for inclusion of diversity and women-friendly policies.
- All company employees enrolled as members will be able to take advantage of member rates at all NAPMW national and local events.
- Company will gain access to enhanced networking and business-building opportunities in a supportive organization.
- Company will gain substantial marketing exposure to a wide variety of influential women in the mortgage profession.

NAPMW SUSTAINING MEMBERSHIP

\$5,995 annually

For:

Companies with a multi-state regional presence and a desire to demonstrate support for women's advancement in the mortgage profession.

Features:

- Up to 100 company employees will be eligible to become members of NAPMW (Company must furnish a list via excel spreadsheet, including all necessary contact information for each employee).
- Company may administer changes and deletions to its membership roster at any time.
- Company members will be referred to nearest local (physical) NAPMW group. They will be included in all marketing, and will be eligible to serve on committees and network with local peers.
- Company logo will be included on NAPMW website, and on signage at NAPMW national events.
- Company logo will be included in NAPMW email newsletters.
- Company description and write up will be included on NAPMW website, identifying Company as a sustaining sponsor of women in the mortgage profession.

Benefits:

- Company will demonstrate its commitment to women in the mortgage profession, illustrating its desire to foster a diverse workforce and to empower female employees.
- Company will gain significant public relations benefit from its support of NAPMW.
- Company employees will gain benefit of NAPMW membership, programs and events.
- NAPMW is open to all employees, regardless of gender.
- All company employees enrolled as members will be able to take advantage of member rates at all NAPMW national and local events.
- Company will gain access to enhanced networking and business-building opportunities in a supportive organization.
- Company sponsorship may be sufficient to meet certain regulatory requirements for inclusion of diversity and women-friendly policies.
- Company will gain substantial marketing exposure to a wide variety of influential women in the mortgage profession.

NAPMW SUPPORTING MEMBERSHIP

\$2,495 annually

For:

Companies with a single-region presence who desire a unified, affordable corporate membership alternative and who have a desire to demonstrate support for women's advancement in the mortgage profession.

Features:

- Up to 50 company employees will be eligible to become members of NAPMW (Company must furnish a list via excel spreadsheet, including all necessary contact information for each employee).
- Company may administer changes and deletions to its membership roster at any time.
- Company employees enrolled with NAPMW will be members of the nearest Local (physical) NAPMW group. They will be included in all marketing, and will be eligible to serve on committees and network with Local peers.
- Company logo will be included on NAPMW Local website (if website is available).
- Company logo will be included in the NAPMW Local's newsletters (if one is available).

Benefits:

- Company will demonstrate its commitment to women in the mortgage profession, illustrating its desire to foster a diverse workforce and to empower female employees.
- Company will gain significant public relations benefit from its support of its Local NAPMW.
- Company employees will gain benefit of NAPMW membership, programs and events.
- NAPMW is open to all employees, regardless of gender.
- All company employees enrolled as members will be able to take advantage of member rates at all NAPMW national and local events.
- Company will gain access to enhanced networking and business-building opportunities in a supportive organization.
- Company sponsorship may be sufficient to meet certain regulatory requirements for inclusion of diversity and women-friendly policies.
- Company will gain substantial marketing exposure to a wide variety of influential women in the mortgage profession.