

## MINUTES

A meeting of the Alabama Real Estate Commission was held August 23, 2018, in Whitley Hall at Troy University Montgomery, 231 Montgomery Street, Montgomery, Alabama.

Those present were Chairman Nancy Wright; Vice Chairman Bill Watts; Commissioners Em Barran, Reid Cummings, Cindy Denney, Carole Harrison, Clif Miller, Vaughn Poe and Danny Sharp; Executive Director Patricia Anderson; Assistant Executive Director Teresa Hoffman; Education Director Ryan Adair; Chief Investigator David Erfman; Licensing Administrator Anthony Griffin; Accounting/Personnel Director Molli Jones; Executive Assistant Barbi Lee; General Counsel Mandy Lynn; Public Relations Director Vernita Oliver-Lane; Information Technology Director Brett Scott;

Also, in attendance were Susan Smith and Joyce Harris, who have been confirmed by the Alabama Senate to serve as AREC Commissioners effective, October 1, 2018; Alabama Association of REALTORS® Chief Executive Officer, Jeremy Walker and Legal Affairs Manager, Franklin Johnson. The facilitator for this meeting was Sharleen Smith, Director of Professional Development, Troy University Center for Continuing Education and Outreach with assistance from Laura Chambliss, Business Outreach Manager.

The meeting, having been duly noticed according to the Alabama Open Meetings Act, was called to order at 9:00 a.m. and a quorum was declared.

Chairman Wright welcomed all in attendance and turned the meeting over to Ms. Smith. Ms. Smith introduced Ms. Chambliss and then explained how the agenda would play out for the day. There will be overall group discussion on Mission, Vision and Values. Then the larger group will break into subgroups for more in-depth discussion on SWOT; i.e.; Strengths, Weaknesses, Opportunities and Threats and for the Goals. Appropriate staff will resource the subgroups depending on topics. After subgroup discussion, the whole group will then reconvene to concur with or edit the subgroups' work.

There was quick consensus for Mission, Vision and Values to remain unchanged. The current ones appropriately describe them.

Ms. Smith asked Commissioners to divide into two subgroups. She assigned strengths to one group and weaknesses to the other. Upon conclusion of the subgroup discussion time, Commissioners came back together and reached consensus that the current strengths are still appropriate. After discussion on weaknesses and input from the subgroup, Commissioners agreed to add antiquated law, classification of required CE and adapting education to current practice to the list in the 2013-2017 Strategic Plan while deleting orientation for new hires from the previous Plan.

Ms. Smith then asked Commissioners to again divide into subgroups. She assigned opportunities to one group and threats to the other. Upon conclusion of the subgroup

discussion time, Commissioners came back together and reached consensus that the current opportunities are still appropriate. After discussion on threats and input from the subgroup, Commissioners agreed to add state hiring requirements and relationship with the Alabama Association of REALTORS® (AAR) while deleting being passive about public awareness and relationship with only one university (UA) from the previous Strategic Plan.

For the remainder of the day, Commissioners broke into subgroups and then came back together as a larger group to discuss the following topics: continuing education and classes, strategic relationships, external communication and public awareness, items to be addressed by staff; technology/website/processes, and company and broker issues. Each time the subgroups listed their discussion items on a flip chart. Those items were then up for discussion by the full group. Ms. Smith added, deleted and edited as the full Commission reached consensus on each topic.

Mr. Walker, as an observer for the day, asked the Chairman if he could address Commissioners regarding his concern that AAR was listed as a threat to the Commission. At the end of the day the Chair called on him to make his remarks. Mr. Walker assured Commissioners that AAR is not a threat to the Commission, but the political climate is such that AAR cannot allow Commissioners to participate in AAR meetings due to the appearance of collusion between regulators and industry. He also stated that they have an issue with AREC's lobbyist JDanny Cooper. At the conclusion of his thoughts, Chairman Wright asked Mr. Walker for a meeting between Commissioners and AAR's Executive Committee so that any strain or perceived strain between the two organizations could be discussed in search of a resolution. Mr. Walker said no that the Executive Committee did not wish to meet with Commissioners a year ago and did not want to do so now. When asked why not Mr. Walker said it could be viewed as collusion. Commissioner Cummings responded that it certainly would not be collusion but rather only a discussion. Mr. Walker did not change his mind.

Ms. Smith thanked everyone for coming and said that she would draw up a draft of the Strategic Plan from the work done on this day and send it to the Executive Director within the next week.

The meeting was adjourned at 4:00 p.m.

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Nancy Wright, Chairman

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Barbi Lee, Recording Secretary