

**Wisconsin REALTORS Association  
Board of Directors**

**AGENDA**

**August 2, 2002  
8:00 am – 1:00 pm  
Heidel House - Green Lake, WI**

**I. CALL TO ORDER/INTRODUCTIONS – Matt Miller, Chairman of the Board**

- A.** Quorum determination
- B.** Consent agenda **pg. 1**
- C.** WRA Year In Review - Summary - Thank-you's

**II. FINANCIAL REPORT – Corky Hellyer, Treasurer**

- A.** Association Financial Statements as of 6/30/2002 - includes all funds **pg. 17**
- B.** Budget & Investment Committee – Kitty Jedwabny, Treasurer-elect **pg. 36**
  - 1. 2002-03 WRA Operating Budget-includes all funds **pg. 68**
- C.** Long-term Investment Report as of June 30, 2002 – Michael Hull

**III. REPORT FROM THE EXECUTIVE COMMITTEE – Matt Miller, Chairman of the Board**

- A.** Executive Committee Meeting July 11, 2002 **pg. 73**
  - 1. Executive Session of the Board – Brady Williamson, LaFollette/Godfrey/Kahn
- B.** Nominating Committee Report
  - 1. Election of Executive Committee Vice Presidents for 2002-03  
- Steve Beers, Jeff Kitchen, Tammy Maddente & Roger Rushman
- C.** Recognition Committee
  - 1. July 10, 2002 Meeting Minutes **pg. 75**
  - 2. Proposed Selection Criteria Changes **pg. 77**
  - 3. Presidential Citation Award
- D.** Campaign Finance Reform **pg. 80**

**IV. REPORT OF THE PRESIDENT - BILL MALKASIAN**

**V. PROGRAM REPORTS**

- A. Public Policy- Michael Theo**
  - 1. Quality of Life Initiative
    - Guest Speakers Jim Wood and Kennan Wood – Wood Communications Group
  - 2. Legislative Update
    - a. State Budget Repair Bill **pg. 83**
    - b. Budget Vetoes **pg. 88**

- 3. Political Strategy Group
  - a. June 27, 2002 Meeting Minutes **pg. 89**
  - b. Endorsement in Governor's Race
  - c. 2002 Elections
- 4. RPAC
  - a. July 15, 2002 Conference Call Minutes **pg. 92**
  - b. Fundraising Update **pg. 94**
- 5. Land Council/Smart Growth Update

**B. Legal Services – Rick Staff**

- 1. Department of Regulation & Licensing Rule Drafts **pg. 97**
- 2. 2003 Task Forces **pg. 106**
- 3. Mortgage Banking Loan Origination Disclosure **pg. 108**
- 4. HUD RESPA Report Buyers Rights **pg. 111**
- 5. Pre-license Curriculum **pg. 120**
- 6. Telemarketing Rules **pg. 165**
- 7. Legal Action
  - a. June 24, 2002 Conference Call Minutes **pg. 167**
  - b. Abbey Marina Case **pg. 168**
- 8. Equal Opportunity
  - a. May 3, 2002 Meeting Minutes **pg. 174**
  - b. June 21, 2002 Meeting Minutes **pg. 177**
- 9. Department Report
  - a. Hotline Report **pg. 179**

**C. Business Services – Kitty Kuhl**

- 1. Real Estate School
  - a. June 26, 2002 Meeting Minutes **pg. 181**
  - b. Instructor of the Year
- 2. Convention Update

**D. Communications/Marketing – Sonja Penner**

- 1. Recently Complete Projects
  - a. WR Redesign **pg. 190**
  - b. WRA Convention Web Site **pg. 191**
  - c. Virtual Exhibit Hall **pg. 192**
  - d. CRS Web site development **pg. 196**
- 2. Marketing Plan for www.wra.org **pg. 198**
- 3. Web Satisfaction Survey Results **pg. 200**
- 4. Web Site Statistics **pg. 205**
- 5. Shopping Cart Activity Report

**VI. OPEN FORUM/NEW BUSINESS**

**VII. NEXT MEETING DATE**

- A.** October 7, 2002 – Orientation for 2003 Board of Directors (1:30-3:00pm)  
(Conjunction with State Convention-Wisconsin Dells)
- B.** 2003 Meeting Dates
  - a. January 24, 2003 WRA Headquarters, Madison
  - b. May 8-9, 2003 Hilton, Madison
  - c. August 7-8, 2003 Heidel House, Green Lake

**VIII. ADJOURNMENT**