



## YPN Executive Committee Minutes

Feb. 9, 2017 @ 1 p.m.

**Attending Members:** Chair: Eric Sonnhalter Vice Chair: Steve Stratton, Stephanie McDuffy, John Showalter, Caitlin Jackson, Glenn Stakem, LouLou Miller, Teresa Kirkhart, and Barbra Sanders; **Not present:** Lauren Riner, Mark Stafford

- 1. Partner Meeting:** The group met with two of its 2017 Partners: Kevin Matthews, CPA, and Dale Myers with Toll Brothers, to discuss ways YPN can help them grow their businesses. Kevin Matthews was interested in providing tax strategy education, as well as producing a question-and-answer video on the topic; Dale Myers would like to host another Builder Crawl and a new construction walk-thru for YPNers. **Caitlin Jackson to contact Dale regarding Builder Crawl execution.** The executive committee agreed that YPN should support its partners as much as possible.
- 2. Leadership Vacancies:** Staff announced that the Community Services Committee vice chair position is available should anyone be interested in serving on this committee. Also, Loulou Miller has been named YPN's 2017 education manager.
- 3. Manager Responsibilities:** The Chair informed the group that managers are expected to be committed to fulfilling their responsibilities and to recruit other members to assist with any duties they may have. **The group suggested that an outline be created to help members recruit for YPN.** This will be discussed at the Mar. 2 YPN Strategy Session.
- 4. Membership**– Stephanie McDuffy reported that her recruitment efforts yielded two more YPN members. The group suggested that the YPN flyer be handed out at the beginning of the class and picked up at the end, rather than depending on attendees to approach the booth. It was also suggested that YPN have a booth at all PLE classes as well. **Caitlin Jackson agreed to man a YPN booth at the upcoming Mar. 9 PLE class.**
- 5. Education** – The group was informed that the first two Total Agent Series classes saw great turn-out and all were encouraged to attend the Mar. 8 Marketing Mastery Conference, as YPN was instrumental in selecting the speakers. **Eric Sonnhalter agreed to meet with Technology Committee Chair David Harbour to work out a solution to the technology conference issue. Staff to set up meeting.**
- 6. Board Presentation** – It was suggested by a board member that YPN give a presentation to explain YPN's purpose, plans, and participation requirements. **Barbra Sanders, Steve Stratton, and Lauren Riner to discuss at Mar. 2 meeting.**