



Chicagoland-Wisconsin ERA Executive Committee

MEETING SUMMARY

Date of Meeting: January 12, 2018 • via phone conference

Attendees: Marty Linke, Rick LaPiana, Tom Trzeciak, Joe Braun, Bob Evans, Jeff Huntsinger, Eric Sagendorph, Todd Somers, King Coombs, Diana Nawrocki and Pat Pajor
ERA Staff: Stephanie Tierney

1. Opening Business: Rick LaPiana, the new President for the Chi-Wis Chapter, called the meeting to order at 8:33 a.m. Tom Trzeciak, prior president and now chairman, introduced the new board. There was a quorum, and all approved the November 2017, XCOM meeting summary. Tom Trzeciak offered 1st motion of approval and Bob Evans seconded the motion.

2. VP / Fiscal and Legal Report - Kingsland Coombs

All reviewed the financial statements/budget. It was request that the 2018 budget be amended to include expense and revenue of \$10,000 to account for the baseball game. Bill Warfield updating and sending new budget.

On a motion by Bob Evans and seconded by King Coombs, the suggested bank change to Everbank was approved. Bill Warfield, ERA National's Director of Finance and stand in chapter secretary, will be making the change.

3. VP / Membership - Joe Braun

Mr. Braun noted his membership goal to have the entire board invite 15 people to the chapter's LinkedIn Group page.

4. VP / Education - Marty Linke

Mr. Linke made note of his continued updates to the educational articles on the website.

5. National Delegate Report - Jeff Huntsinger

Jeff Huntsinger gave an update regarding the national conference and the sales technique survey currently out. He also informed everyone about the golf outing at the conference.

5. Old Business

A. mHUB Event update - Eric Sagendorph noted that the room holds 24-28 so plenty for the group.

6. New Business

A. Next Program Date - March 16 with a topic of "Conference Highlights." The board will be reporting on various breakout seminars.

B. Future Round Table Topics - Forming rep firm alliances, Best Practices and 3 Millennial panelists still remain.

C. Baseball Game - Eric Sagendorph is looking into options again. Milwaukee or a cubs or sox game is possible. August or Sept game. More details to come.

D. Chapter of the Year Entries are due feb. 9 - The chapter submitted an entry for each of the 6 programs from 2017.

7. Next Meeting :

The next chapter XCOM meeting is after the March 16 program.

8. Adjournment

There being no further business, the meeting was adjourned at 9:30 a.m on a motion by Joe Braun and seconded by King Coombs.

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