

DSAC General Meeting Notes February 4th 2022

At 8:43am, Pam Batstone opened the DSAC meeting with the Pledge of Allegiance at Chartwell Country Club, and then introduced Joel Gibney from Net Home Inspections, who was the meeting's sponsor. Pam then introduced Terry Liff and Brad Walsh and their Eagle Title team who also sponsored our meeting, who mentioned opening a second Severna Park location. Pam then asked for approvals for the meeting notes and treasury reports, posted on the web site, which were voted in, and accepted. Pam then announced that we have gotten sloppy during COVID and are letting our cell phones ring during meetings, so we will bring back the \$25 charge for those who forget to silence their phones. Warning only for this meeting to be enforced at future meetings.

Lisa Werre then introduced our by-law changes: 1) a facebook page and social media to be utilized as technology, 2) a change that half of the DSAC volume can come from AA county, and 3) that term limits for Board members would be eliminated if need be for a Board vacancy. The members got a little vocal, that it should be just for empty positions, which we reiterated was only if needed, and it was voted in by the majority.

Pam then introduced Rachael Acevedo from Chesapeake Top Producers to learn how the group provides valuable networking and coaching amongst peers. Similar to DSAC, Rachael noted how the networking and sharing stories help our industry at large of the top 300 agents in the area and marketed to the top 500 agents.

Pam then introduced Bob Johnson, head of AACAR, who let us know changes and programs at the Board. Pam Harrison and Diane Donnelly from WCR asked if we would like pay \$50 to join in with Masters, AACAR, and WCR to host the author of "Profit First" on their May meeting. There was alot of interest to schedule that, so they will put it together.

Pam then introduced Jill Thompson from the Lighthouse Shelter, whose DSAC members contributed \$880, matched by DSAC for a total of \$1760 at the last meeting. Then Ginny Griffin from Bosom Buddies, this meeting's charity, leads a breast cancer support group, then told us that 1 out of 8 women will develop breast cancer and 1 will die every 13 minutes from breast cancer. This group is hyper local and the members plus our matched funds provided Bosom Buddies with \$2365.

At 9:32am Brad Walsh then started his continuing ed class on Capacity and Authority and at 11:10am the class ended and the meeting was adjourned after Michelle Triolo and Lynne Hansford won the drawings for Boatyard Grill from Joel, our sponsor.