



Board of Directors National Board Meeting General Agenda
Wednesday February 12th, 2020
2 PM PST; 3 PM MST; 4 PM CST; 5 PM EST

Call in Number (605) 313-5871, Access Code: 177606

- | | | |
|-----------|--|-------------------------------------|
| 1) | Call to order | President Glenda Mooney |
| | a. Roll call and Quorum Confirmation | Secretary Lauren Layman |
| | b. Roberts Rules for all Meeting | Parliamentarian PNP Kelly Hendricks |
| | c. Agenda Approval | President Glenda Mooney |
| | d. General Meeting Minutes Approval | President Glenda Mooney |
| | e. Designation of Minutes Review Committee | President Glenda Mooney |
| | i. NVP 1 Patti Esswein | |
| | ii. President Elect Susan Kerr | |
| | iii. Secretary Lauren Layman | |
| 2) | Welcome and Acknowledgement of Guest | President Glenda Mooney |
| 3) | Financial Reports | |
| | a. Monthly Financial Report | Treasurer Nicole Shea |
| 4) | Administrative Report | Heather Kramer |
| 5) | Committee Reports | |
| | a. Bylaws and Operating Procedures | Frances Reinhardt, PNP |
| | b. Extensions | Jill Kinsman, PNP |
| | i. Membership | Open |
| | c. Finance | Treasurer Nicole Shea |
| | d. Ethics | Christine Pollard, PNP |
| | e. Internal Audit | Cris Poole |
| | f. Nominating | To be filled by PNPAC |
| | g. Conference | Jill Kinsman, PNP/Payton Kane |
| | h. Member Benefits | President Elect Susan Kerr |
| | i. Publications | PNP Cathy Kantrowitz |
| | i. Technology | Open |
| | j. Education | Paul Johnson |
| | a. Ratify email vote 1/28/2020 | |
| | i. Leadership | Open |



- | | | |
|----|--|-------------------------|
| 6) | Unfinished Business
a. Storage | President Glenda Mooney |
| 7) | New Business
a. 2019-2020 National Board of Officers term date | President Glenda Mooney |
| 8) | Announcements | President Glenda Mooney |

Next Meeting: Board of Directors Meeting
Wednesday March 11th, 2020

2 PM PST; 3 PM MST; 4 PM CST; 5 PM EST

Call in Number (605) 313-5871, Access Code: 177606

- | | | |
|-----|------------------------------------|-------------------------|
| 9) | Recess to Executive Session | President Glenda Mooney |
| 10) | Reconvene | President Glenda Mooney |
| 11) | Adjournment | President Glenda Mooney |



NAPMW BOARD OF DIRECTORS MEETING

January 8, 2020

GENERAL SESSION MINUTES

I. CALL TO ORDER

National Board Members Present

Glenda Mooney National President
Susan Kerr National President Elect
Nicole Shea National Treasurer
Lauren Layman National Secretary
Patti Esswein..... National Vice President Area 1
Mark Jennings..... National Vice President Area 2

Parliamentarian and Administrators Present

Kelly Hendricks PNP Parliamentarian
Heather Kramer, Impact..... Management Company

1. Call to order

- a. **Roll Call and Quorum Confirmation:** Following roll call a quorum was confirmed to President Glenda Mooney. With notice of the meeting having been duly given, President Mooney called meeting to order at 4:00 pm Central Time.

2. Welcome and Acknowledgement of Guests

Guests

Mary Ellen Heathcote, PNP	Cathy Kantrowitz, PNP	Kelly Hendricks PNP
Jill Kinsman PNP	Laurel Knight-Keene, PNP	Lucy Collier, PNP
Katherine Venters, PNP	Cris Poole	Heather Kramer
Kelly Byers		

- a. **Roberts Rules:** Parliamentarian Hendricks went over the Rules of the Meeting in which business will be discussed for the January 8, 2020 Board of Directors General Meeting.
- b. **Agenda Approval:** The agenda is filed as presented.
- c. **December 2019 Minutes Approval:** File as presented.
- d. **Designation of Minutes Review Committee:**
 1. NVP 2 Mark Jennings
 2. National Treasurer Nicole Shea
 3. National Secretary Lauren Layman

3. Financial Reports

- a. **Monthly Financial Report December 2019:** National Treasurer Nicole Shea Reviewed monthly financial report. Financial Report Filed as Presented

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4. **Administrative Report:** Heather Kramer reported about page set up for National Conference on website.

5. **COMMITTEE REPORTS:**

- a. **Bylaws and Operating Procedures:** No report.
- b. **Extensions:** No report.
 1. **Membership:** Working on Contest that will run from January 30, 2020 through May 30, 2020. First place and second place for each local with the most increase in membership during that time wins two tickets to the Gala Dinner at Conference.
- c. **Finance:** Nothing New to Report.
- d. **Ethics:** Written Report given. Will give an update when committee reviews the findings.
- e. **Internal Audit:** Missing items from 8 locals. Working with them to get resolved. National Treasurer Shea to send out templates of annual missing docs, to help new treasurers.
- f. **Nominating:** Laurel Knight-King, PNP announced the following Open positions: President Elect, NVP Area 1 and National Treasurer. Nominations can be submitted on January 20, 2020, at 9:00 am EST.
- g. **Conference:** Jill Kinsman discussed the conference and Gala Theme. Working on Flyers/landing site, Optional Event and Silent Auction for the Conference with Peyton Kane.
- h. **Membership Benefits:** Discussed a few programs for NAPMW Members.
 1. **Publications:** No report.
- i. **Technology:** Open position
- j. **Education:** No report.
 - i. **Leadership:**

Motion Presented by President Elect Susan Kerr:

"I move that the Board approve the "Take it and Go 2020" Leadership Training as the required Leadership Training for the 2020-2021 National Board. Anyone running for a Board position without previous NAPMW Leadership Training will need to attend 3 of the first 5 webinars."

No Second needed since motion is made by committee.

Motion Carried

6. **UNFINISHED BUSINESS:**

- a. Ratify Email Vote on 12/30/2019

Ratify Motion on 12/30/2019 -Presented by President Elect Susan Kerr

"I move we ratify that the National Board vote to make the following changes to the NAPMW National Operating Procedures;

National Operating Procedures

V. National Officer Duties

F. All officers shall:

3. Upon receipt of an ethics committee finding and recommendation written report of member or members deviation from the standards set forth in Article X of the NAPMW Bylaws the National Board will take necessary actions up to but not limited to termination of said member or members."

Motion Seconded by NVP1 Esswein

Motion Carried

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7. **New Business:**

No new business to discuss.

8. **ANNOUNCEMENTS:**

Next Meeting: February Board of Directors Meeting

Wednesday, February 12, 2020, 2 PM PST; 3 PM MST; 4 PM CST; 5 PM EST;
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9. **Recessed:** recessed to Executive Session at 4:45 PM Central Standard Time.

10. **Reconvene:** 5:50 PM Central Standard Time

11. **Adjourn:** President Glenda Mooney at 5:51 PM Central Standard Time

Lauren Layman
NAPMW National Secretary

NAPMW

BALANCE SHEET

As of January 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Bank of American - Checking	42,566.81
Cash on Hand	0.00
Funds for Institutions	0.00
Savings	0.00
Wells Fargo Checking	0.00
Total Bank Accounts	\$42,566.81
Other Current Assets	
Uncategorized Asset	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$42,566.81
TOTAL ASSETS	\$42,566.81
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Deferred Revenue - Central NY	10,555.14
Total Other Current Liabilities	\$10,555.14
Total Current Liabilities	\$10,555.14
Total Liabilities	\$10,555.14
Equity	
Opening Balance Equity	113,738.37
Retained Earnings	-72,319.42
Net Income	-9,407.28
Total Equity	\$32,011.67
TOTAL LIABILITIES AND EQUITY	\$42,566.81

NAPMW
PROFIT AND LOSS
January 2020

	TOTAL
Income	
Membership Dues	3,610.00
Total Income	\$3,610.00
GROSS PROFIT	\$3,610.00
Expenses	
Bank Charges	61.08
Dues to local	385.00
Management Fee	1,142.78
National Board Conference Calls	79.99
Storage	159.00
Taxes & Licenses	220.00
Total Expenses	\$2,047.85
NET OPERATING INCOME	\$1,562.15
NET INCOME	\$1,562.15

Tracking of Financials	June	June Dues paid 8/21/19	July	July Dues Paid 8/21/19	Aug	Aug Dues Paid 9/11/19	Sept	Sept Dues Paid 10/10/19	OCT	OCT Dues Paid 11/15/19	NOV	NOV Dues Paid 12/10/19	DEC	DEC Dues Paid 1/15/20	JAN	JAN Dues Paid
for June 2019 through May 2020																
AREA 1 Patti Esswein																
ATLANTA	X	30	X	60	X	95	X	60	X	60		30		0		
CHARLOTTE	X	0	X	0	X	0	X	0	X	0	X	0	X	0		
GREATER NEW ORLEANS	X	35	X	0	X	0	X	0	X	0		0		0		
HOUSTON	X	30	X	25	X	0	X	30	X	0	X	0		0		
HUDSON VALLEY	X	70	X	0	X	70	X	35	X	140		35		0		
PHOENIX	X	30	X	120	X	0	X	0	X	60	X	120		0		
SAN ANTONIO	X	0	X	0	X	80	X	40	X	0	X		X	0		
SAN JOAQUIN VALLEY	X	25	X	75	X	50	X	25	X	0	X	225	X	50		
AREA 2 MARK JENNINGS																
ANCHORAGE	X	0	X	29	X	0	X	0	X	0	X	0		0		
BAKERSFIELD	X	0	X	0	X	20	X	0	X	0	X	10		100		
GREATER ST LOUIS	X	0	X	30	X	30	X	0	X	30	X	0	X	0	X	
OKLAHOMA CITY		50		0		50		0		50		50		0		
SEATTLE PUGET	X	35	X	0	X	70	X	0	X	0	X	35	X	0		
SPOKANE	X	0	X	0	X	0	X	0	X	30	X	30	X	30		
THE COLUMBIA RIVER	X	35	X	0	X	105	X	35	X	175	X	80	X	0		
WENATCHEE VALLEY	X	60	X	30	X	30	X	90	X	180	X	30	X	0		



Date: January 31, 2020

To: NAPMW President and National Board

Committee: Administrative Management

Committee Chair(s): Heather Kramer and Jill Miller, Executive Administrators

Overview:

- “President Exchange” Facebook underway, 10 members at the moment.
- National board nominations page set up.
- 1st Take it and Go 2020 webinar set up and completed.

Challenges:

None noteworthy.



Date: February 7, 2020

To: President Mooney and National Board

Committee: Member Benefits

Committee Chair(s): President Elect Kerr

Overview: Our purpose is to work with vendors to provide services and tools for the members of the Association that will foster development and growth in both the professional and personal lives at a discounted rate.

Successes:

- The first webinar with Johnson Leadership was held January 29th and the next webinar is scheduled for February 19th at 1:30 est
- Member Benefits Flier for NAPMW Events

Next steps:

- Working with another vendor now and hope to have their information on the website by the end of March



**Member Benefits
Include Discounts
With;**

*American Business
Media*

Conquer the Chaos

Johnson Leadership

MySMARTblog.com

**As well as
discounts to most
Local Monthly
Events!**



NAPMW Members in good standing may attend any of the 2020 Originator Connect Network mortgage conferences produced by American Business Media at reduced rates.

At the Mortgage Star conference, which will also host NAPMW's Annual Convention, NAPMW's members may all register at no cost.

At all other Originator Connect Network mortgage conferences, NAPMW members who are not employed at industry vendor organizations (as defined by AmBiz) may register for free under the regular Attendee registration. NAPMW members who are industry vendors may register as either an exhibitor, sponsor, or non-exhibiting vendor and receive a 30% discount.

If you would like to attend one or more of the events, please use the code **NAPMW** to get the appropriate discount.

AmBiz magazines and events date back to the early 1990s. They've built a collection of in-person, print, and digital products that are unparalleled in their reach. American Business Media -- publishers of **National Mortgage Professional magazine** and the **Mortgage News Network**, among many others -- connects mortgage pros across the country in effective, unique and high-quality ways. **And they're dedicated to making your connections count.**



See The Full Lineup Of Mortgage Conferences Coast-To-Coast <http://www.mortgageconferences.com/>

Your NAPMW Proudly Presents
Certified Mastery of Leadership (CML®)
An Exclusive Certification Education Program

Earn Your Certification in Leadership. Grow, Improve and Lead. Make a positive difference at home, work, your local chapter, for you, your family and your community.

- To earn your CML designation you complete four live virtual training courses*.
- Attend anywhere from the convenience of your own computer or tablet, each course is six sessions, 1 & 1/2 hours each, held alternating Tuesdays at 1:30PM EST* over 10-12 weeks.
- Training materials are included.
- At the conclusion of the 4 courses you will be issued a certificate by NAPMW & Johnson Leadership, and you will be authorized to use the CML designation on your personal marketing materials, websites and business cards.
- Normal Retail Pricing \$495 per course.
- NAPMW Member Pricing **\$295 per course** (\$50 of which contributed to NAPMW)
- 10% Discount if all 4 courses are paid at the start.

A fixed mindset results in an early plateau, achieves less, and hinders people from reaching their full potential, whereas a growth mindset fuels people to a higher level of achievement.

Get you NAPMW leadership certification (CML) and fulfill your life's purpose by adding value to other people. Get inspired to learn, grow and do more in life.

The Leading Authority on leadership John Maxwell says "Everything rises and falls on leadership". Live and lead with intentionality, make a difference, invest in others and yourself, influence and add value to your world.

*For registration or for more details see the attached PDF and/or email Paul Johnson at paul@johnsonleadership.com.

NAPMW VIP Marketing Package

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the Chaos**



Are you wasting time looking for critical information in your office or on your computer? Kerry Thomas specializes in helping busy professionals manage their time, space, and information. Her Masters in Special Education gives her a unique perspective on how learning styles impact organization, time management and productivity. She can help find your strengths and build upon them so you can finally achieve the order you've been striving for.

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Date: February 4, 2020

To: President Mooney and National Board

Committee: Education & Leadership Committee

Committee Chair(s): Paul Johnson

Overview: Providing leadership and industry education opportunities for our members, to assist in personal and professional growth for all.

Successes: Launched monthly training call "Take It & G 2020" and had first call.

CML Announcement sent to all members.

Next steps: Working with Heather at Impact to continue promotion of CML.

Glenda Mooney

Tue 1/28/2020 2:55 PM

Susan Kerr; Nicole Shea <NShea@mountainwestbank.com>; Mark Jennings; Esswein, Patti (Genworth) <Patti.Esswein@genworth.com>; Lauren Lay

Mo on passes

We will need to ra fy this mo on in General Session next month.

Thank you all.

Glenda Mooney

President NAPMW 2019-2020

314-703-8714 Cell

President@napmw.org

On Tue, Jan 28, 2020 at 1:16 PM Glenda Mooney <president@napmw.org>
wrote:

We have a motion presented by President Elect Kerr and seconded by NVP2 Jennings

I move that the Na onal Board approve the attached contract for signature.

Any discussion? Please respond by 9 am 1-29-2020.

Glenda Mooney

NAPMW Na onal President 19 - 20

314-703-8714 cell