



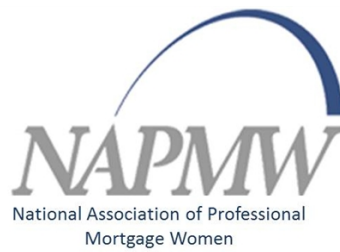
Board of Directors National Board Meeting General Agenda

Wednesday October 9th, 2019

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. September 2019 General Meeting Minutes Approval | President Glenda Mooney |
| | e. Designation of Minutes Review Committee | President Glenda Mooney |
| | i. NVP 1 Pattie Esswein | |
| | ii. President Elect Susan Kerr | |
| | iii. Secretary Lauren Laymen | |
| 2) | Welcome and Acknowledgement of Guest | President Glenda Mooney |
| 3) | Financial Reports | |
| | a. Monthly Financial Report September 2019 | Treasurer Nicole Shea |
| | b. 990 | 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 |
| | i. Leadership | Open |
| | I. Ad-Hoc Advisory Committee to AmBiz Media | Kelly Hendricks, PNP/Judy Alderson |



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|----|----------------------------|-------------------------|
| 6) | Unfinished Business | President Glenda Mooney |
| 7) | New Business | President Glenda Mooney |
| 8) | Announcements | President Glenda Mooney |

Next Meeting: Board of Directors Meeting
Wednesday November 13th, 2019

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

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

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



NAPMW BOARD OF DIRECTORS MEETING

September 11, 2019

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
Jodi Fisher, Impact.....Executive Director

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 4:02 pm Central Time.

2. Welcome and Acknowledgement of Guests

Guests

Jill Kinsman PNP	Maureen McKovich PNP	Mary Ellen Heathcoate PNP
Frances Rheinhardt PNP	Kelly Hendricks, PNP	Trish Whitney
Deidre Arnold	Cris Poole	Payton Kane

- a. **Roberts Rules:** Parliamentarian Hendricks went over the Rules of the Meeting in which business will be discussed for the Sept. 11, 2019 Board of Directors General Meeting.
- b. **Agenda Approval:** The agenda filed as amended.
- c. **July & August 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 August 2019:** National Treasurer Nicole Shea Reviewed monthly financial report.
- b. **Monthly Financial Report for July and August 2019:** Filed as Presented

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c. **990: Tabled to Finance Committee Report**

4. **COMMITTEE REPORTS:**

- a. **Bylaws and Operating Procedures:** no report.
- b. **Extensions:** Jill Kinsman gave report on potential new locals.
 - 1. **Membership:** Open Position.
- c. **Finance:** local reporting discussed with NVP's to follow-Up with locals for all reporting.
- d. **Ethics:** No report.
- e. **Internal Audit:** Cris Poole gave report on locals up to date and what is needed.
- f. **Nominating:** To be filled by PNPAC.
- g. **Conference:** No report.
- h. **Sponsorship:** Tabled to Next Month.
 - 1. **Publications:** No report.
- i. **Technology:** Open position
- j. **Education:** No report.
 - i. **Leadership:** Open
- k. **Ad-Hoc IML:** Offer from The Mortgage Industry Foundation: Offer discussed by President Glenda Mooney and opened up for discussion.

Motion presented by National Treasurer Nicole Shea:

"I move to enter a motion to enter into final contract negotiations with the Mortgage Industry Foundation to sell the IML Program."

Motion seconded by NVP 2 Mark Jennings
Motion Carried

5. **UNFINISHED BUSINESS:**

- a. **Contract with Sheraton Memphis:** Ambiz Media negotiated NAPMW out of original Memphis contract with details for 2020 conference.

6. **New Business:**

- a. **2020 NAPMW Conference:** June 9, 2020 to conclude on June 11, 2020 with New Board Meeting on June 12, 2020.
- b. **Membership Benefits:** President Elect Susan Kerr discussed benefits of MySmartBlog.

7. **ANNOUNCEMENTS:**

Next Meeting: October Board of Directors Meeting
Wednesday, October 9, 2019, 2 PM PST; 3 PM MST; 4 PM CST; 5 PM EST;
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- 8. **Recessed:** recessed to Executive Session at 4:38 PM Central Standard Time.

9. **Reconvene:**

- 10. **Adjourn:** President Glenda Mooney at 5:02 PM Central Standard Time

Lauren Layman
NAPMW National Secretary

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NAPMW

BALANCE SHEET

As of September 30, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Bank of American - Checking	37,272.80
Cash on Hand	0.00
Funds for Institutions	0.00
Savings	0.00
Wells Fargo Checking	2,048.86
Total Bank Accounts	\$39,321.66
Other Current Assets	
Uncategorized Asset	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$39,321.66
TOTAL ASSETS	\$39,321.66
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
Opening Balance Equity	113,738.37
Retained Earnings	-72,319.42
Net Income	-2,097.29
Total Equity	\$39,321.66
TOTAL LIABILITIES AND EQUITY	\$39,321.66

NAPMW
PROFIT AND LOSS
September 2019

	TOTAL
Income	
2019 Annual Conference Registration	150.00
Membership Dues	650.00
Misc Income	10,955.14
Sales of Product Income	112.00
Total Income	\$11,867.14
GROSS PROFIT	\$11,867.14
Expenses	
Bank Charges	163.18
Committee Leadership	79.99
Insurance	1,116.50
Management Fee	1,350.69
Total Expenses	\$2,710.36
NET OPERATING INCOME	\$9,156.78
NET INCOME	\$9,156.78

Tracking of Financials	June	June Dues paid 8/21/19	July	July Dues Paid 8/21/19	Aug	Aug Dues Paid 9/11/19	Treasurer	email
for June 2019 through May 2020								
AREA 1 Patti Esswein								
ATLANTA	X	30	X	60		95	Kelly Byers	kbyers@crescentmortgage.com
CHARLOTTE	X	0	X	0	X	0	Malone Jarvis	malone.jarvis@phmloans.com
GREATER NEW ORLEANS		35		0		0	Kelly Paliaro	kspaliaro@firstam.com
HOUSTON	X	30	X	25	X	0	Jackie Witter	jwitter@houseloan.com
HUDSON VALLEY	X	70	X	0	X	70	Caitlin Walsh	caitlin@brickbookkeeping.com
PHOENIX	X	30	X	120	X	0	Dave Jackson	davej@afending.com
SAN ANTONIO	X	0	X	0	X	80	Paula Grigsby/crystal R	paula@tapfcu.coop crystal@tapfcu.com
SAN JOAQUIN VALLEY	X	25	X	75	X	50	Janet Joslin	janetj@centralvalleyins.com
AREA 2 MARK JENNINGS								
ANCHORAGE	X	0		29		0	Katie Harman	kharman@fnbalaska.com
BAKERSFIELD	X	0	X	0		20	Nikkie Fowler	nfowler@creativemtg.biz
GREATER ST LOUIS	X	0		30		30	Eve Janis	janisee@aol.com
OKLAHOMA CITY		50		0		50	Shawn Moore	shawnmoore878@gmail.com
SEATTLE PUGET	X	35	X	0		70	Debbie Tofte	ectofte@aol.com
SPOKANE		0		0		0	Jeff Morgan	jmorga1@amfam.com
THE COLUMBIA RIVER		35		0		105	Kaylyn Dawley	kaylyndawley@gmail.com
WENATCHEE VALLEY		60		30		30	Crystal Darling	cdarling@nmttitlegroup.com



Date: September 28, 2019
To: NAPMW President and National Board
Committee: Internal Audit Committee
Committee Chair: Cris Poole

Overview:

- The 2018-2019 Local Association Internal Audit Committee Reports are being turned in. These have a deadline of September 30th for submission so we should be seeing more in the coming days. I have been helping National Treasurer Shea in collecting the required local treasury items and loading them into online storage.

Successes:

- All local associations IRS 990 e-postcards have been filed with the IRS.
- All local Treasurers have received an email of missing items needing to be turned in so there is no disruption in receiving their dues checks.

Challenges:

- It is challenging to get all the required documents we need from the locals. Treasurers are busy with their own jobs and families as are most of us that hold volunteer positions.

Next Steps:

- Review for a second time all the current Treasurer requirements. This includes both the audit procedures and the monthly/yearly treasury documents needing to be submitted to see if we can make this less time consuming while still protecting our IRS 501 (c) (6) tax exempt status and keeping our association fiscally responsible.



Date: September 27, 2019

To: President Mooney and National Board

Committee: Member Benefits

Committee Chair(s): President Elect Susan 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: Added services at discounted rates from Conquer the Chaos and My Smart Blog. We are currently working with My Smart Blog to set up a webinar in the month of October for members to attend to learn more about their services. A similar webinar will be set up the following month with Conquer the Chaos.

Next steps: Working with other vendors for discounts and getting the information on the website for our membership.