

Ready Set Spring Steering Committee

Lawrence Board of REALTORS®

9:00 am, Thursday, December 7th, 2023

2022-2023 RSS Steering Committee Roster:

| | |
|----------------|--|
| Josh Reazin | BHG Kansas City Homes (Co-Chairperson) |
| Michelle Fales | Guardian Mortgage (Co-Chairperson) |
| Renee Barrett | Coldwell Banker Uplife Realty |
| Stacie Hulshof | Crystal Clear Realty |
| Abigail Hummel | Stephens Real Estate |
| Erin Maigaard | McGrew Real Estate |
| Jill Stueve | KW Integrity |
| Ashley Zeller | Bank Midwest Mortgage |

Discussion of 2024 RSS

I. Speaker(s) and Topics

- (1) See Schedule @ www.LawrenceRealtor.com/RSS
- (2) See Attached Contract for Bobbi Howe @ \$1,500.

II. Sponsorship Levels for RSS 2024

- (1) Review Sponsorship Details
<https://docs.google.com/spreadsheets/d/1A0VPTAL-ohPJn0PR7p9YhIG4Jm7p9SZBe1SEKbaLDY/edit#gid=0>
- (2) \$500 Level Sponsors
- (3) \$200 Table Sponsors
- (4) \$100 Swag Bag Sponsor
ANNOUNCEMENT – Truity Credit Union will be providing Clear Totes for the RSS Swag Bags!!

III. Marketing Plan Timeline

- (1) Registration Site has been launched with RSS Logo and Registration Info
- (2) Working with Marketing & Communications Committee to promote RSS.
- (3) Janella Williams – Need additional sponsor details to do the final version of the poster (Janella just needs to know what logos to place in the sponsor footer). Also, Janella will correct the location with the final version.

IV. Next Meeting

V. Adjourn

INDEPENDENT CONTRACTOR TEACHING AGREEMENT

Client Name: Lawrence Board of REALTORS®

Presentation Date(s): February 8, 2024

This Agreement outlines the understanding between the Lawrence Board of REALTORS® (the Client) and Bobbi Howe regarding a presentation to be provided for the Client by Bobbi Howe. It is designed to be a commitment clearly confirming time, date, title, etc., and defining responsibilities of both parties.

The Client and Bobbi Howe (the Speaker) enter into this Agreement on December 4, 2023. The engagement date, February 8, 2024 is not considered reserved until this contract has been submitted to Bobbi Howe within 15 days of the issuance of this Agreement.

The Speaker Will

- Provide a presentation(s) for the duration of
 one half day (up to four hours) one full day (up to seven hours) Other: 1 hour keynote
- Customize the presentation(s), as needed and judged mutually appropriate, to fit the needs of the Client.
- Provide one (1) master copy to the Client of the materials for the express purpose of duplication for the participants' use.
- Arrive at the venue/room at least one (1) hour before her program begins unless otherwise arranged; the Client is asked to make arrangements for her access to the room.
- Bring a backup drive of the presentation to the event.

Date: Thursday, February 8, 2024

Time: 11:00 am

Presentation(s): Lessons From The Other Side: Protecting Yourself and Your Mindset

Length of Presentation: 1 hour

Venue Name: Venue 1235

Physical Address and Phone of Venue: 1235 N 3rd St, Lawrence, KS 66044 / TBD

Approximate Number of Attendees per Session: TBD

Material Use Agreements

- All writings, lectures, and other products developed and provided by the Speaker are copyrighted by the Speaker and, unless specified in the materials or in writing, reproduction outside the agreed presentation of any portion is prohibited.
- All writings, lectures, materials and other products developed, provided, or endorsed by the Speaker pursuant to this Agreement shall remain the property of the Speaker and shall not be utilized by Client for any other programs not authorized by the Speaker.
- The Speaker affirms that, to her knowledge, none of the material presented, either verbally or in written materials infringe on any copyright or any person's right of privacy.

Fee, Terms and Conditions

Fee: \$1,500

50% deposit required to secure the date: \$0

Balance due on date of presentation: \$1,500

Fee and Balance made payable in US Dollars to Bobbi Howe

Recording of the presentation(s) is prohibited without prior permission and release from the Speaker.

Cancellation Policy

- Notwithstanding any other provision of this Agreement, in the event that the performance of any obligation under this Agreement by a Party is prevented due to Acts of God, war, government regulation, disaster, strikes, civil disorder, curtailment of transportation facilities or any other events beyond the reasonable control of a Party that make it inadvisable, illegal or impossible to hold the presentation(s) on the engagement date, such Party shall not be

responsible to the other Party for failure or delay in performance of its obligations under this Agreement. Each Party shall promptly notify the other Parties of such a force majeure condition. The Terms of this clause shall not exempt, but merely suspend, any Party from its duty to perform the obligations under this Agreement until as soon as practicable after a force majeure condition ceases to exist. Client agrees to pay any additional travel expenses and cost incurred by the Speaker as a result of a Force Majeure Condition in addition to the travel expenses and costs Client is required to pay pursuant to the terms of this Agreement.

- If cancellation/breach of this Agreement by the Client occurs less than thirty (30) days prior to the engagement date, the Client forfeits the deposit and the balance of fee is due to the Speaker. Any out of pocket expenses incurred on the Client's behalf, including airfare change fees, become the responsibility of the Client.
- If, because of physical incapacitation or other unforeseen circumstance the Speaker is unable to present, the amount of the deposit and any prepaid expenses will be repaid to the Client in US Dollars.

Employment Status

Bobbi Howe is engaged in an independent business and has complied with all federal, state and local laws and regulations. Client will not withhold payroll or employment taxes of any kind with respect to payments to Bobbi Howe.

Complete Agreement

This agreement is the entire agreement and may only be amended by a mutually agreed written and signed Addendum. By signing this voluntary agreement, both parties agreed to the terms and conditions, and set forth.

Lawrence Board of REALTORS®

Bobbi Howe

Bobbi Howe

From: [Josh Reazin](#)
To: [Stacie Hulshof, Crystal Clear Realty](#); azeller@bell.bank; [Abigail Hummel](#); [Rob Hulse](#); [Michelle Fales](#); [Erin Maigaard](#); jennifercatlin@kw.com
Subject: RSS Sponsors
Date: Thursday, November 9, 2023 4:11:38 PM

Good afternoon everyone!

Rob and I talked after the meeting a little about the swag bags and I reached out to Geoff Strole and he is going to supply the bags for us with a dual branded bag with the RSS logo as well as the Truity logo. We are asking him to do the clear bags so people can use them to get into the games. He is going to work with Snap Promotions to design a couple different options and send me some options before he approves the design.

Also, Rob updated the sponsor sheet and we still need 5 people to be either a session sponsor, lunch sponsor, or happy hour sponsor. Let's focus on collecting those 5 sponsors first but if you find someone willing to be a table sponsor or a "Swag bag" sponsor, go ahead and sign them up but let's see if we can fill those \$500 spots first.

I have updated the sheet and Home Warranty Inc is willing to be a table sponsor

Thank you for all your help with this!

Have a great evening.

Sincerely,



Josh Reazin
REALTOR®

Better Homes and Gardens® Real Estate Kansas City Homes

M: 620-960-0999 | O: 913-345-3000
 JoshReazin.KansasCityHomes.com
 3740 W 106th St., Leawood, KS 66206

| SPONSORSHIP LIST | | | RSS Member | Confirmed as: | |
|---|---|----------------|-------------------|----------------------|--------------------|
| Major Event Sponsors (includes 8' table) | | | Amount | | |
| Title | <u>Truity Credit Union Title Sponsor</u> | | \$2,000.00 | Michelle | Title Sponsor |
| Break/Snack | <u>Bell Bank Mortgage</u> | | \$500.00 | Ashley | Snack Sponsor |
| Session 1 | <u>?</u> | | \$500.00 | | |
| Session 2 | <u>CEK Insurance Session 2 Sponsor</u> | | \$500.00 | Jennifer | Session 2 |
| Session 3 | <u>?</u> | | \$500.00 | | |
| Lunch 1 | <u>?</u> | | \$500.00 | | |
| Lunch 2 | <u>?</u> | | \$500.00 | | |
| Happy Hour | <u>Lawyers Title of Kansas</u> | | \$500.00 | | Happy Hour/Session |
| Happy Hour | <u>?</u> | | \$500.00 | | |
| Happy Hour | <u>Fairway Mortgage Happy Hour Sponsor</u> | | \$500.00 | Michelle | Happy Hour |
| Happy Hour | <u>Ad Astra Home Inspections Lunch Reception Spon</u> | | \$500.00 | Josh | |
| | | | \$7,000.00 | | |
| Table Sponsors @ \$200 (8' table) | | | | | |
| Swag Only Sponsors @ \$100 (no table) | | | | | |
| | <u>Alpha Roofing Table Sponsor</u> | | | Michelle | |
| | <u>Bulmer Environmental Solutions Table Sponsor</u> | | \$200.00 | Erin | Table |
| | <u>Continental Title Table Sponsor</u> | | | Ashley | |
| | <u>Eland Title</u> | | | Ashley | |
| | <u>Emprise Bank Table Sponsor</u> | | | Michelle | |
| | <u>Envista Credit Union Table Sponsor</u> | | \$200.00 | Erin | Table |
| | <u>Guardian Mortgage Table Sponsor</u> | | \$200.00 | Michelle | Table |
| | <u>Home Warranty Inc Table Sponsor</u> | | \$200.00 | Josh | Table |
| | <u>KB Painting Table Sponsor</u> | | \$200.00 | Jennifer | Table |
| | <u>Laser Pest Management Table Sponsor</u> | | \$200.00 | Abi | Table |
| | <u>Lawrence Mobile Notary Table Sponsor</u> | | | | |
| | <u>Prime Lending Table Sponsor</u> | | | Michelle | |
| | Farm Bureau - Reeds | | | Michele | |
| | State Farm - Jeff Zigmat | | \$200.00 | Ashley | Table |
| | Kristi Keefer - Farmer's Insurance | | | Josh | |
| | KST | | | Ashley | |
| | Storage Unit | | | Erin | |
| | First State Bank | | \$200.00 | Ashley | Table |
| | Cedar Street Toffee | | | Erin | |
| | Homesnap | | | Rob | |
| | ShowingTime | | | Rob | |
| | Sentrilock | | | Rob | |
| | Black Knight | | | Rob | |
| | CutCo | | | Staci | |
| | Royal Inspections | | | Erin | |
| | RCB | | | Michelle | |
| | ACHOSA Home Warranty | George Brockma | \$200.00 | Jennifer | Table |
| | Primrose Property Management | | \$100.00 | Josh | Swag Bag |
| | <u>Security 1st Title Lunch Reception Sponsor</u> | | \$200.00 | Abi | Table Sponsor |
| | | | \$2,100.00 | | |



LAWRENCE BOARD OF REALTORS®
READY SET *Spring*
 EDUCATION SUMMIT

February 8, 2024 @ ABE & JAKES

Join us for 3 exciting sessions on AI, ChatGPT, Social Media, Canva, and Protecting Your Self and Your Mindset in this market and these times. Take advantage of this great networking opportunity. Lunch, Breaks, and Happy Hour are all sponsored and included.

8:15 - 9:00 am
Check-in and Networking

9:00 am
Efficiency Boost: 13 Ways to Use AI and ChatGPT in Real Estate — Marki Lemons Ryhal
 Are you a real estate professional looking to save time and increase efficiency? In this program, you will learn 13 tools for using artificial intelligence (AI) and ChatGPT to streamline your workflow and get more done in less time, increasing your ROI and ROTI.

10:30 am
Break - Networking

11:00 am
Lessons from the Other Side: Protecting Your Self and Your Mindset — Bobbi Howe
 Real estate can eat you up and spit you out if you let it...don't let it! Find out what you can do to safeguard your mental health. It's a conversation we don't have often enough in our industry (and society) yet it's one of the most vital dialogs for our happiness and survival. Bobbi draws on the journey she shared with her mother to illuminate advice and insights from the world's top experts in well-being. Recognizing negative patterns in yourself and others has the power to change outcomes!

12:00 pm
Lunch - Networking
12:30 pm
Canva AI for Real Estate Success — Marki Lemons Ryhal
 Canva differentiates itself from other design tools by leveraging artificial intelligence (AI) to streamline the design process. Canva's AI tools are designed to help you create stunning visuals in just a few minutes and repurpose those creations even if you have no design experience.
2:00 pm
Sponsored Happy Hour



MARKI LEMONS RYHAL is a licensed Managing Broker, REALTOR®, avid volunteer, Major Donor, and 6X International Best-Selling Author. Marki Lemons-Ryhal is dedicated to all things real estate. With 30+ years of marketing experience, Marki has taught over 500,000 people (face-to-face and virtually) how to earn up to a 2682% return on their marketing dollars.



BOBBI HOWE is a second-generation real estate professional with over 24 years of active REALTOR® experience. She is the Chief Operating Officer for RE/MAX Regional Services, comprised of 240 offices in seven states. Bobbi was the 2020 Kansas City Regional Association of REALTORS® President and is currently the Treasurer for Missouri REALTORS®. She has served on the National Association of REALTORS® Executive Committee, in addition to being the chair of both the National Strategic Thinking Advisory Committee and the YPN Committee.

Register Online at LawrenceRealtor.com/rss

\$35 for REALTOR® Attendees & Affiliate Members. Regularly valued at \$99.

Register by February 1st to be eligible to win select prizes.

