

Ready Set Spring Steering Committee

Lawrence Board of REALTORS®

9:00 am, Thursday, June 15, 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. Venue

- a. Tour of Venue 1235
- b. Decisions on Location for 2024

II. Keynote Speaker(s) and Topics for 2024

- a. Marki Lemons Rhyal? Chat GPT – See promotional email from Marki.
- b. Also – see attached list as well as last year's top 7
 - (1) Boom Team
 - (2) Maura Neill
 - (3) Ifoma Pierre
 - (4) Monica Neubauer
 - (5) Jared James
 - (6) Jenny Wolek
 - (7) Jordan Freed

III. Format for RSS 2024

IV. Sponsorship Levels for RSS 2024

- a. Title Sponsor – Truity (had commented last year about increasing their sponsorship to provide the event to members for free.

V. Marketing Plan Timeline

- a. Contact and work with the Marketing & Communications Committee (formerly called Media Relations) for event timelines and promotional needs.

VI. Next Meeting – July 20th at 9:00 am



2023 RSS Final Income & Expense Report

Income	Amount
Major Sponsorships	\$ 6,000.00
Table Sponsorships (13@ \$200)	\$ 2,600.00
Tickets (68 @ \$30)	\$ 2,040.00
LBOR Contribution	\$ -
Total Income	\$ 10,640.00
Expenses	Amount
Venue - Abe & Jakes	\$ (1,500.00)
Ifoma Pierre	\$ (4,200.00)
Ifoma Pierre Travel Costs	
Townplace Suites - Lawrence	\$ (181.43)
Car -Avis	\$ (194.24)
Flight - Delta	\$ (347.80)
Lunch	\$ (800.00)
Erin Purchase of Breakfast	\$ (177.66)
Bar/Beverages	
Liquor	\$ (281.00)
Coffee/Tea/Water	\$ (350.00)
Bar/Beverage Service Fee	\$ (113.58)
Liquor Tax	\$ (28.10)
Linens	\$ (598.00)
Recording Equipment / Mics	\$ (918.12)
In-House Speaker System	\$ (200.00)
Sales Tax	\$ (117.33)
Janella Williams (Marketing)	
Total Expenses	\$ (10,007.26)
Total (Net) Income	\$ 632.74

VENUE 1235

CORPORATE EVENTS
+ PRIVATE PARTIES

1235 N 3RD ST, LAWRENCE, KS 66044 | 785 856 7800 | VENUE1235.COM



About

- Located in Lawrence, Kansas
- Minutes away from downtown
- Restored industrial warehouse
- Indoor and outdoor areas
- 6,000 sq ft indoor space
- Climate-controlled
- Space for 350 seated with tables
- Space for 750 without tables
- Catering kitchen
- High volume ice machines
- Two custom bars
- Professional bar staff
- ADA compliant bar and restrooms
- Large parking lot

Price

Monday – Thursday
\$1000 or \$300/hr
(min of 2 hrs)

Friday / Sunday
\$1500 or \$400/hr
(min of 2 hrs)

Saturday
\$2000 or \$500/hr
(min of 2 hrs)

(see following pages for full
price breakdown + add-ons)

Included

- Indoor and outdoor areas
- Flexible access time
- Tables for up to 350 guests
- Chairs for up to 750 guests
- Catering kitchen
- High volume ice machines
- Bartenders
- Stage for a band
- Private suite with mirrors, outlets, seating and clothes rack
- Janitorial staff and services
- Parking

Upgrade

- Tablecloths
- Bar package
- High quality projector with screen
- Frozen drink machine
- Pretzel kit and warmer
- Popcorn machine
- Buffet servers
- Audio and light rental
- Neon sign “Better Together”
- Large wood photo backdrop
- Signage design services
- Event moodboard





Price + Schedule



THURSDAY EVENING EXAMPLE

Item	Fee	Due
Reservation / Security Deposit (returned after event)	\$500	Upon reservation
Rental Fee - 1st Payment	\$500	90 days before event
Rental Fee - Final Payment	\$500	14 days before event
Reservation / Security Deposit (returned after event)	-\$500	14 days after event
Balance	\$1000	
Optional Items	Fee	Due
Bar package	See pg 4	14 days before event
Tablecloths	\$12/table	14 days before event
Frozen drink machine	\$150	14 days before event
Pretzel kit and warmer	\$100	14 days before event
High quality projector and screen	\$100	14 days before event
Popcorn machine + popcorn	\$75	14 days before event
Buffet servers	\$125	14 days before event
Neon sign "Better Together"	\$75	14 days before event
Large wood photo backdrop	\$75	14 days before event
Signage design services	\$35/item	14 days before event
Event moodboard	\$50	14 days before event
Audio and light rental	Inquire	14 days before event

Hosted Bar

MENU + PRICING

Bar packages include cups, sodas, tonic water, club soda, fruit juices and garnishes. Local sales tax & gratuity will be added to the total bar tab. We'll do our best to accommodate any special requests.



Wine + Champagne Beer + Seltzer

- Bota Box \$3 per 5 oz pour
- Bota Box \$40 per 3L box
- Torre Oria Brut Cava \$14 per 750ml bottle
- Specialty wines available on request

- Domestic \$3 per can or 12 oz draft
- Craft \$4 per can or 12 oz draft
- Domestic Kegs \$250 per keg
- Craft Kegs \$275 per keg
- Seltzer \$4 per can

Liquor

WELLS \$3.50 1.5 OZ SINGLE

- Vodka • Whiskey • Rum
- Tequila • Gin

PREMIUMS

- Don Julio \$9.00 per 1.5 oz
- Grey Goose Vodka \$7.00 per 1.5 oz

LIQUEURS \$4.50 1.5 OZ SINGLE

- Bailey's Irish Cream
- Jägermeister
- Rumpel Minze
- Fireball
- Skrewball Peanut Butter Whiskey

CALLS \$5.25 1.5 OZ SINGLE

- Tito's Vodka
- Deep Eddy Grapefruit Vodka
- Deep Eddy Lemon Vodka
- Maker's Mark Bourbon
- Crown Royal Whiskey
- George Dickel Rye Whiskey
- Jack Daniels Whiskey
- Jim Beam Bourbon Whiskey
- Jameson Irish Whiskey
- Bacardi Rum
- Malibu Coconut Rum
- Captain Morgan Spiced Rum
- Espolon Blanco Tequila
- Cazadores Reposado Tequila
- Bombay Sapphire Gin
- Hendricks Gin
- Bailey's Irish Cream
- Weller Special Reserve Bourbon

Signature + Frozen Drinks

Selection and pricing varies upon liquor.

We'll work with you to create the perfect custom drink for your event.

*18% gratuity added to bar package bills

RSS Speaker List: Last Modified 6.23.2021

- [Carl Carter Jr.](#)
- [Beth Z \(Your Nerdy BFF\)](#)
- [Brian Balsko](#)
- [Adrian Manzanares](#)
- [Chelsea Peitz](#)
- [Chris Westfall](#)
- [Paul Dizmang](#) - Recommended by REALTORS® of South-Central Kansas
- [Lisa Betts](#)
- [Greg Glosson](#)
- [Steve Scanlon](#)
- [Elliott Eisenberg \(Bowtie Economist\)](#)
- [Diane Disbrow](#)
- [Cheryl Knowlton](#)
- [John Gillam](#)
- [Mark Given](#) – Recommended by Greater Lehigh Valley REALTORS®
- [Dale Carlton](#)
- [Trista Curzydlo – lives in Kansas City area.](#)
- [Travis Everette](#)
- [Sean Carpenter](#)
- [Brandon Johnson](#)
- [Paula Monthofer](#) - Recommended by Prescott Area Association of REALTORS®
- [Maura Neill](#)
- [Brent Lancaster](#) - Recommended by REALTORS® of South-Central Kansas
- [Darryl Davis](#)
- [Robert Siciliano](#) – Recommended by Monmouth Ocean Regional REALTORS®
 - Social Media Security: Marketing, Extending and Defending Your Online Reputation
- [Clint Skuthan](#) - Recommended by the MN Association of REALTORS®
- [Dave Phillips](#) - Recommended by the MN Association of REALTORS®
- [Dave Mitchell](#) - Recommended by the MN Association of REALTORS®
- [Julia Lashay](#) – Recommended by the MN Association of REALTORS®
- [Jeremias “JMan” Maneiro](#) – Recommend by Coastal Association of REALTORS®
- [Julie Funt](#) – Recommended by the NW Montana Association of REALTORS®
- [Kevin Knebl](#) – Recommended by Erin Maigaard
- [Valerie Garcia](#) – Recommend by REALTOR® Association of the Sioux Empire
- [Monica Neubauer](#) – Recommended by Prescott Area Association of REALTORS®
- [Evan Fuchs](#) – Recommended by REALTORS® of South-Central Kansas
- [Mandy Neat](#) - Recommended by REALTORS® of South-Central Kansas
- Kirsten Flory – local commercial REALTOR® and author.
- [Maura Neill](#) – Atlanta GA REALTOR® with Re/Max
- [Bobbi Howe](#) – Kansas City area.

Past RSS Speakers: Last Modified 6.13.2021

[Michael Maher](#) – RSS 2020

Jessica Lautz (NAR STAFF) – RSS 2020

[Leigh Brown](#) – RSS 2020 & 2021

[Marki Lemons Ryhal](#) – RSS 2021

[Shay Hata](#) – RSS 2021

READY SET SPRING EDUCATION SUMMIT						
February 16, 2023			TOTAL REVENUE		\$8,400.00	
						24 Total Tables Available
Assigned to	Company	Sponsor Level	Agreed	Amount	Invoiced	Do you want a table?
RSS Committee	Truity Credit Union	Title Sponsor	Yes	\$2,000.00		Yes
RSS Committee	Ashley Zeller, Bank Midwest Mortgage	Session 1 - Adapt or Evaporate - Pierre	Yes	\$500.00		Yes
RSS Committee	CEK Insurance	Session 2 - Historic Homes Panel	Yes	\$500.00		Yes
RSS Committee	Lawyer's Title	Session 3 - Hot Sauce Please - Pierre	Yes	\$500.00		Yes
RSS Committe	Michelle Fales, RCB Bank Mortgage	Breakfast & Break Sponsor	Yes	\$500.00		Yes
RSS Committe		Breakfast & Break Sponsor				
RSS Committee	Fairway Mortgage	Reception Sponsor	Yes	\$500.00		Yes
RSS Committee	Ad Astra Home Inspections	Reception Sponsor	Yes	\$500.00		Yes
RSS Committee	Security 1st Title	Reception Sponsor	Yes	\$500.00		Yes
RSS Committee	Primrose Property Management and J&E Paintin	Reception Sponsor	Yes	\$500.00		Yes
Assigned to:	Potential Table Sponsors to Ask		Confirmed	Amount	Invoiced	
	Absolute Painting	Table Sponsor				
Michelle	Alpha Roofing	Table Sponsor	Yes	\$200.00		Yes
	AR Workshop	Table Sponsor				
Ashley	Capitol Federal	Table Sponsor				
Erin	Cedar Street Toffee	Table Sponsor	Yes	\$200.00		Yes
	Clouse Inspection Service	Table Sponsor				
Ashley	Continental Title	Table Sponsor	Yes	\$200.00		Yes
Stacie	Crystal Clear - The Spot	Table Sponsor	Yes	\$200.00		Yes
Michelle	Envista Credit Union	Table Sponsor	Yes	\$200.00		Yes
	First State Bank & Trust	Table Sponsor				
Josh	Home Warranty Inc	Table Sponsor	Yes	\$200.00		Yes
Abigail	LaRue Inspections	Table Sponsor				
Josh	Laser Pest Management	Table Sponsor	Yes	\$200.00		Yes
Renee	Lawrence Mobile Notary	Table Sponsor	Yes	\$200.00		Yes
Michelle	Lawyers Title of KS	Table Sponsor				
Erin	Moomo Studio	Table Sponsor				
Michelle	Paradise Flooring	Table Sponsor				
Michelle	Prime Lending	Table Sponsor	Yes	\$200.00		Yes
Rob	HomeSnap Pro	Table Sponsor				
Rob	Paragon / Black Knight	Table Sponsor				
Rob	SentriLock	Table Sponsor				
Rob	DocuSign	Table Sponsor				
Abigail	Hank Darnell Home Inspections	Table Sponsor				
Abigail	Greenline Inc.	Table Sponsor				
Michelle	Construction Specialties	Table Sponsor				
Michelle	Form and Function Landon Harness	Table Sponsor				
Josh	KB Painting	Table Sponsor				
Michelle	Sunflower Bank/Guardian	Table Sponsor	Yes	\$200.00		Yes

Michelle	Emprise Bank	Table Sponsor	Yes	\$200.00		Yes	
Michelle	Guardian Mortgage	Table Sponsor	Yes	\$200.00		Yes	
Michelle	Hatfield Appraisers	Table Sponsor					
Michelle	Main Street Credit Union	Table Sponsor					