



Lake Havasu Area Chapter
Business Resource Meeting

July 12, 2007

CALL TO ORDER:

President Julia McDonnell called the meeting to order at 12:00 pm at the Lake Havasu Association of REALTORS Center. She thanked members and guests for attending.

PLEDGE OF ALLEGIANCE:

Mary Roberts, Coldwell Banker, led the Pledge of Allegiance to the Flag of the United States of America.

INSPIRATION:

Anita Meredith, Above All Real Estate, inspired us with her story of “When life throws dirt, shake it off and step up”.

MEMBER SPOTLIGHT: Shannon Condi, Staged 2 Sell described how staging a home really helps to sell it. She told members how she got into the business and gave a brief overview of her services and fees.

WELCOME AND INTRODUCTIONS:

President McDonnell welcomed members and guests. She made special announcements about members, such as surgeries, family deaths and ended on a positive note announcing the birth of her newest grandchild the day before. Members introduced their guests.

PROGRAM:

Gary Ardesson, Mohave State Bank gave the program: *The Changing Mortgage Market – Have Courage!* Gary’s main message was that it is a very good time to buy: rates are low, inventory is high, and the mortgage market is also very good. Buyers are being slow to purchase right now, but he feels that buyers will start buying again soon. He emphasized with members how important it is to get buyers approved, not just pre-qualified, due to the changes being made everyday in the lending world. What does the future hold? Gary says...more foreclosures, new and different mortgage products and sub-prime lenders looking for higher down payments and FICO scores.

COMMITTEE REPORTS:

Fun and Fundraising: Kim Rothacher announced that the Fashion Show, Wild Orchid Nights, raised apx. \$4600. Sponsors each received certificates in appreciation.

Judi Harris announced the details of the upcoming Tech Tools class and Intro to E-Pro, both will be taught by Joann Fossland on August, 16.

DRAWINGS:

The following won the various drawing prizes:

Queen of Hearts: Russ Ideishi

Member w/ Guest: Movie Certificate (Bonnie Russell): Julia Roberts

Guest Drawing: Jennifer Frank from Today's News Herald

ADJOURNMENT:

President McDonnell ended the meeting by thanking members & guests for attending.

She encouraged everyone to attend the upcoming WCR and NAR meetings in Las Vegas.

The next Business Resource Meeting will be August 10, 2007. Being no further business, the meeting was adjourned at 1:15pm.

Respectfully Submitted,

Melissa McDaniel

Secretary