00:15:19 Mary Jo Tirikos: Just like church. Everyone goes missing.

00:19:30 Bill Tan: our LAREIA library in storage... currently

00:22:52 Janet Ashley: that or worse

00:27:22 Ma Beverly Cubio: @all https://forms.gle/ePJWRG4PY7EZAbJd6

00:29:27 David David: Yes we do

00:29:29 Tim Cook: yes

00:29:31 Jane Garvey: No we don’t

00:29:33 Mary Jo Tirikos: Yes

00:29:34 Bill Tan: yes

00:29:37 Angelique Tinney: yes

00:29:40 Robert Kim: No

00:29:40 norbin cruz: Yes, HV-REIA has a business member program.

00:29:49 Jerene Cruse: yes

00:29:55 Janet Ashley: yes sort of

00:30:46 Kimberly Weiss: apologies. yes, we have a vendor program. just filled out the survey

00:31:06 stuart Pollock: Organizer of two groups, one has vendor program the other doesn't.

00:47:29 Angelique Tinney: Love that payment break out, great idea!!

00:48:15 Vena Jones-Cox: Reacted to "Love that payment br..." with 🤗

00:51:09 Bill Tan: how many members for Karen's group

00:51:36 Vena Jones-Cox: 950. She's not charging enough for this membership!

00:51:51 Bill Tan: Replying to "950. She's not charg..."

agree!

00:52:50 Angelique Tinney: n o

00:52:54 John Lee: no

00:52:55 Bill Tan: NO

00:52:56 Kimberly Weiss: sort of?

00:52:56 Tim Cook: Have never had in 14 years

00:52:58 Janet Ashley: Trig No

00:53:04 Melissa Yatzeck: We have for our affiliates

00:53:05 Kimberly Weiss: have our by laws and code of conduct

00:53:11 Bill Tan: and need to have one

00:53:17 stuart Pollock: No but we do list benefits of being a vendor member

00:53:32 Kimberly Weiss: and just put together a Canva to show them their rights and responsibilities. looking to add a signature?

00:53:42 Jerene Cruse: No

00:53:45 Mary Jo Tirikos: only for speaker vendors

00:54:14 Melissa Yatzeck: We have all vendors sign a code of ethics agreement.

00:54:28 Melissa Yatzeck: Ours also includes general meeting expectations.

00:54:29 Danielle Mahony: Yes

00:56:02 Jane Garvey: Do you have your vendors market your meetings to their clients - help all the other vendors with crowd as well.

01:02:44 Kimberly Weiss: I love that they have to provide a door prize and will work to integrate that with more of our vendors.

01:03:11 Angelique Tinney: Replying to "I love that they hav..."

That works really well

01:03:21 Kimberly Weiss: Reacted to "That works really we..." with 👍

01:03:27 Kimberly Weiss: Reacted to "That works really we..." with ❤️

01:04:11 Vena Jones-Cox: We actually have the vendor "job" divided between the vendor coordinator (who we want focused on sales and relationships) and one of our out-of-country team members (who chases vendors for ads, sends out the emails asking if they want a table, collecting articles for the NL, getting new vendors up on the website etc). The latter is pretty systemized and takes the team member MAYBE 5-7 hours a month.

01:04:32 Vena Jones-Cox: And that's for BOTH groups--Cincinnati and COREE.

01:05:56 Bill Tan: annual partnership membership?

01:06:13 Vena Jones-Cox: Replying to "annual partnership m..."

?

01:07:28 Tim Cook: And this meeting is Vendors presenting to Vendors correct? Not vendors presenting to the members?

01:10:14 carolyn hargus: is the lunch zoom just the vendor for an hour or is it the vendor and a meeting topic with just a spot light on the vendor and important content for the meeting

01:11:47 carolyn hargus: is this offered for all levels of vendors or just for the gold?

01:12:12 Vena Jones-Cox: Replying to "is this offered for ..."

She only has one level. If I were doing this, it would be platinum only.

01:12:39 Vena Jones-Cox: Replying to "is this offered for ..."

Correction; she has one level + the affiliates, and I would do this for affiliates no problem

01:14:09 Kimberly Weiss: we did that at the beginning of the year!

01:14:20 Kimberly Weiss: no more payments before review and approval.

01:15:46 Robert Kim: What is your typical attendance at your main meetings? At what attendance does it become attractive to vendors to pay annual memberships?

01:23:29 Angelique Tinney: Very inspiring and great ideas!!

01:24:30 carolyn hargus: Do the vendors get your data base?

01:24:38 Vena Jones-Cox: Replying to "Do the vendors get y..."

Oh HELL no.

01:24:42 Robert Kim: Thank you, Karen. We're a smaller REIA similar to your Charlotte REIA.

01:24:52 Bill Tan: Replying to "Do the vendors get y..."

🤣

01:25:07 carolyn hargus: good answer Vena:)

01:25:31 Kimberly Weiss: how do you track someone like a hard money lender who does it over and over with the same person? do you still get payments on the repeat business they have with the same person? or only the first time?

01:25:36 Vena Jones-Cox: NO ONE gets your database, including board members and staff who don't need it

01:26:48 Robert Kim: Thank you, Vena. Very encouraging.

01:29:50 carolyn hargus: Where do you post these content videos?

01:41:30 Alan Chantker: Read the book “Retention Point” by Robert Skrob

01:41:51 Vena Jones-Cox: Replying to "Read the book “Reten..."

Love that guy. He has a whole youtube channel too

01:43:20 Jane Garvey: I have been seeing things from someone raising concerns about affiliates. website is dontsaythat.com FTC Rules and requirements

01:52:51 Jane Garvey: How is OREIA pivoting from the speakers sales model?

01:53:15 Vena Jones-Cox: Replying to "How is OREIA pivotin..."

With vendors...

01:53:52 Vena Jones-Cox: Replying to "How is OREIA pivotin..."

There are plenty of awesome NON-selling speakers so we're not worried about content...

01:54:29 Bill Tan: charge affiliates (maybe vendors) a set up fee?

01:57:54 carolyn hargus: do you have a limit on how many of each type of vendor. Like 5 lenders....etc

01:58:03 Vena Jones-Cox: Replying to "do you have a limit ..."

Used to...

01:58:17 carolyn hargus: but not any more?

02:00:04 Karen Lewis: Karen Lewis - 919-604-4000

02:01:07 Bill Tan: John Schaub @ FREE LAREIA meeting TOMORROW Thursday 5:30pm Pacific registration meeting link: https://realwealthinvestors.zoom.us/meeting/register/tZYtcuCorT4rHty5dJD0qRwgv7hAx3bVnCQT

02:05:41 Karen Lewis: Karen Lewis - 919-604-4000

02:06:31 norbin cruz: Thank you! You are amazing.

02:07:29 Kimberly Weiss: Tyvm!

02:07:29 carolyn hargus: Thank you Karen,

02:07:32 Tim Cook: Lots of great stuff

02:07:34 carolyn hargus: That was amazing!

02:07:34 Jane Garvey: Thank you!

02:07:42 Melissa Yatzeck: Where is the schedule again?

02:07:49 Tim Cook: Do you have a list of topics vena?

02:07:55 Janet Ashley: Great meeting! Thanks

02:27:55 Kimberly Weiss: Thank you, Karen!

02:27:56 Angelique Tinney: Learned alot!!

02:28:05 Mary Jo Tirikos: Good night

02:28:07 John Lee: Awesome meeting.!