



June 16, 2021

## Agenda

### 1.) Upcoming Classes

- Home Equity/Budgeting
- Home Maintenance
- Sellers Class
- Other Ideas

Josh and Jenny will set up a time to get together for starting the Seller's class. Morgan will help work on the Home Equity and Budgeting class in the fall. Lars will send over some information for the Home Maintenance class.

### 2.) Status on 501c3

Jenny turned in the application for a 501(c)3 four to six weeks ago. We should hear back in a couple weeks. Fingers crossed!

### 3.) FM Homebuyer workbook

Morgan is going to look for the old Village Workbook that we can base a homebuyer book off of. If he can't find it, Jenny or Morgan will reach out to Josh Huffman.

### 4.) Going in-person

- Tentative Date?

July or August 2021

- Tentative Locations?

HBA — Beth will reach out to see if July or August is available.

- Zoom/In Person Combo

HBA has zoom/in person technology!

- HBA Membership

Would cost \$645/year. We could use the facilities for free. It was decided that we would try and use Beth or Lar's current membership to use the facility and hold off on becoming members.

### 5.) Certificates/Class Materials

- Certificates never expire!
- Ideas on Updating Class Materials or adding to it

Reminder that the certificates never expire. We decided to continue to encourage presenters to include their own materials and attempt to finish the F-M Homebuyer Handbook by 2022.

We also discussed following up the class and creating a handout of the steps of homeownership. We could review who presented and keep the presenters fresh in the mind with a final summary.

#### 6.) Beating another Dead Horse.... Lender Cards

Jenny will create Lender Cards and send out to the board for edit/review.

#### 7.) 2022 Class Dates

It was decided to stick to the two-day classes of Monday/Tuesday and switch to Tuesday/Wednesday June, July, and August 2022.

#### 8.) Presenters

- Cards to all presenters
- Replacing Greg Olson

Josh or Jenny will reach out to Greg to see if we can record and use his current presentation before he retires in September. Next meeting, Jenny will bring cards for the presenters for everyone to sign. We will also decide on a gift for Greg for his retirement.

#### Other:

- Josh will send Jenny the files he has of presenters to use in presenters absences.
- We discussed and tabled until next meeting requiring a fee for any leads generated from the class to go back to Doorsteps Midwest. We discussed a percentage (like 10%) or a flat fee (of \$200-300). This would help cover the cost of materials.
- We talked about various advertising. Josh suggested making a facebook advertisement a week or so after a class and three weeks or so prior to the next month. Josh suggested contacting Valley News Live again to see if they would do an interview and chat about how buyers can get a “Leg up” on the competition with homebuyer education. Lars suggested KVLV, WDAY, and the Forum. Lars talked about his weekly radio show and having people come in and discuss the homebuyer class on his next show. Lars will reach out to his contacts at KVLV, WDAY, and the Forum.
- We also discussed various ways to use and implement our mission statement - “To educate and empower future homeowners.” Josh suggested adding this to all course materials.