



Director's Report-Randy Caruso, EASGV President

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LEADERSHIP

This committee introduces the new regional presidents to what they can expect and assists by providing the tools needed to perform their responsibilities at the regional level as well as the state and national levels. This is my second year being a part of the committee and I am able to provide assistance as well as fine tune my skills. Each regional president brings ideas as well as challenges to the group.

We discussed the need to work in hand in hand with the Membership committee, the need to keep up morale and how we assist one another with streamlining meetings, conference calls and our general duties as presidents. One of our goals this year is to review and update as needed the Strategic Plan as it pertains to the Leadership committee.

MEMBERSHIP

Retain, Recruit, Ring and Rally, these are the goals of the committee. Retain members, contacting non-renewing members and encouraging them to remain a part of the association. Recruit new members, there are many broker run escrow companies, but many are members. Ring the members and non members and discuss their reasons for not renewing or not being members. And last but not least, Rally, Rally and more Rally.

This is the time to keep positive and communicate the value of CEA. With the market changes we are experiencing there are types of escrows and loans we have not seen for awhile and many new people to the industry will not be familiar with some of the transactions that will come across their desks. With the market slowed it is a great time to push education and its value to reduce claims.

GOVERNANCE

The goal for 2008 is to update the Bylaws. In order to do so we will be reviewing the Manual of Policies and Procedures as well as the Strategic Plan. Each category in all three documents needs to be reviewed to ensure any changes to one document are reflected in the other two. A recovery and continuing operational plan was discussed as being needed in case of a catastrophic event, further discussion needed.