

# Fall 2006 Region Forums

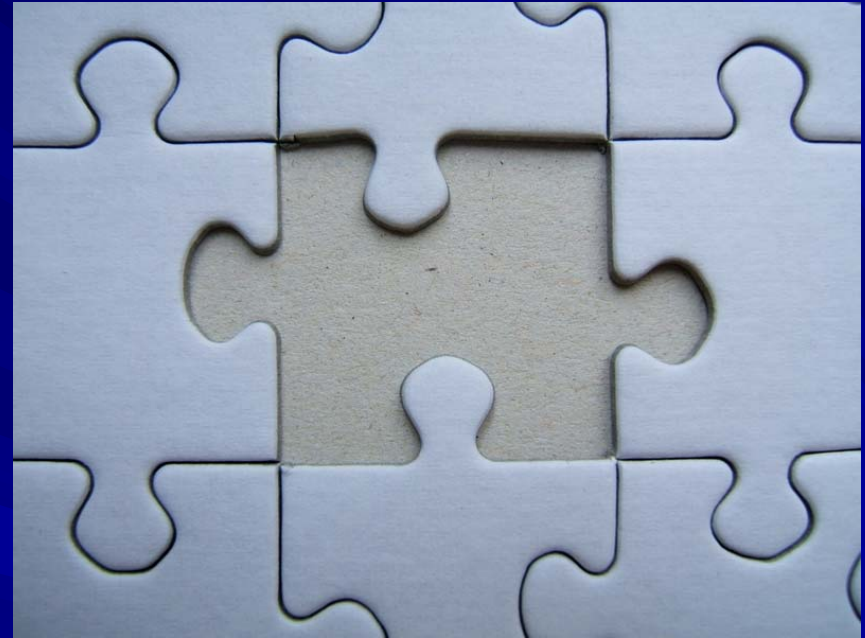
## IRWA Update:

# **IRWA Fall 2006 Update**

- **New member recruitment and 2007 renewal, new dues in effect**
- **Education and Professional Development**
- **Public Real Estate Education Symposium**
- **2007 Annual Conference**
- **Financial Update**
- **Change in IEC Makeup**

# New Membership Brochure

- New membership brochure introduced
- Brochure will focus on highlighting overall membership benefits and features
- Focus will be to bring new members to IRWA website for details
- Distributed to chapter membership chairs



# New Membership Video

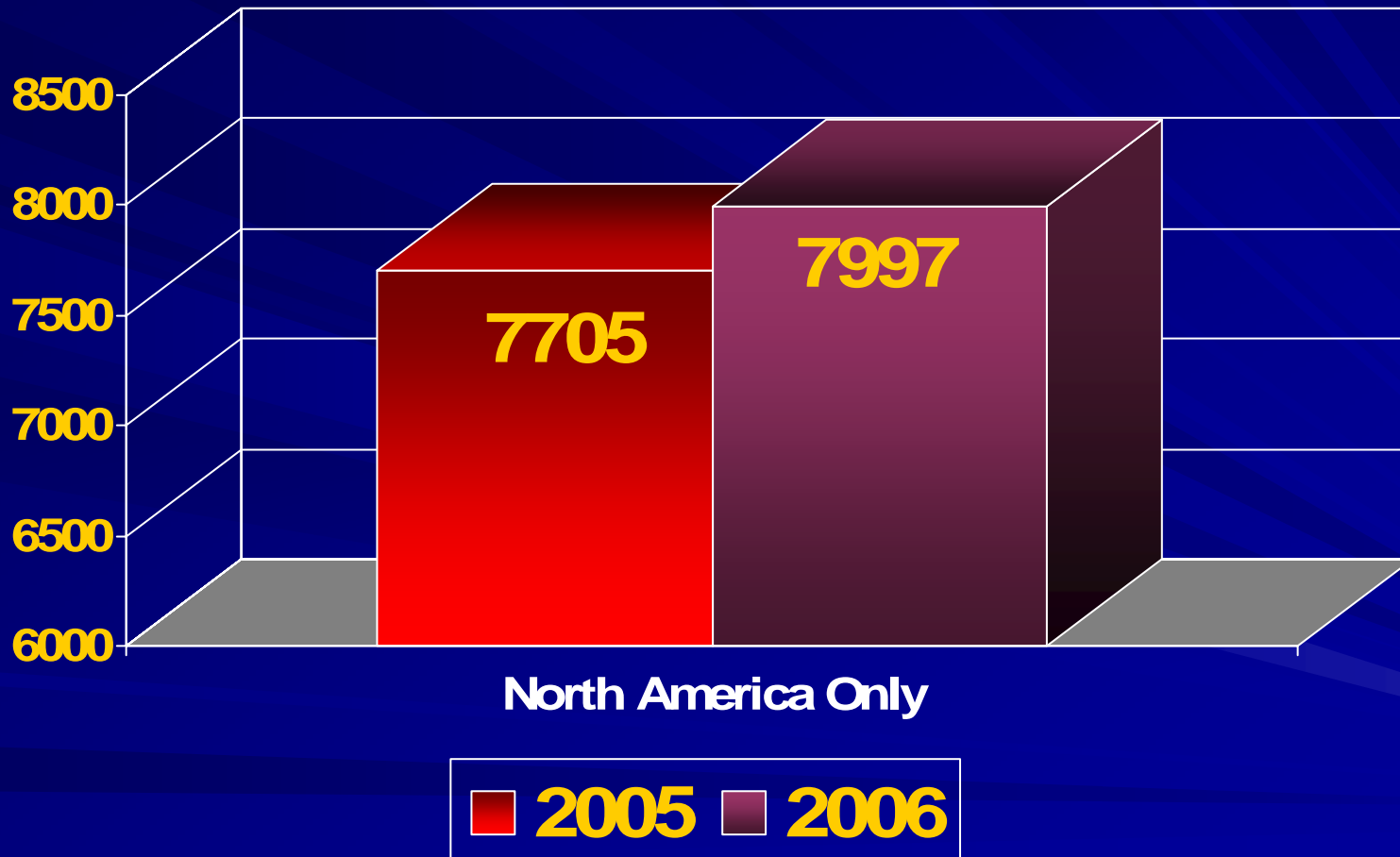
- New membership video will be available online on website
- DVD's distributed to chapters for use
- Chapters may duplicate for their own needs and purposes



# Membership Referrals

- IRWA staff will provide referrals to chapters from news articles from the website
- Online database of prospective members now available being created
- Chapter membership chairs responsible for determining if the person in the article is a prospect

# IRWA Membership: August 31, 2005 vs. 2006



# Online Renewal of Membership

- For 2007, IRWA members will be able to renew online using a more robust e-commerce system
- Dues increase for 2007
- 2007 Gene Land Award
- 2007 Members Appreciation Program

# IRWA Education and Professional Development

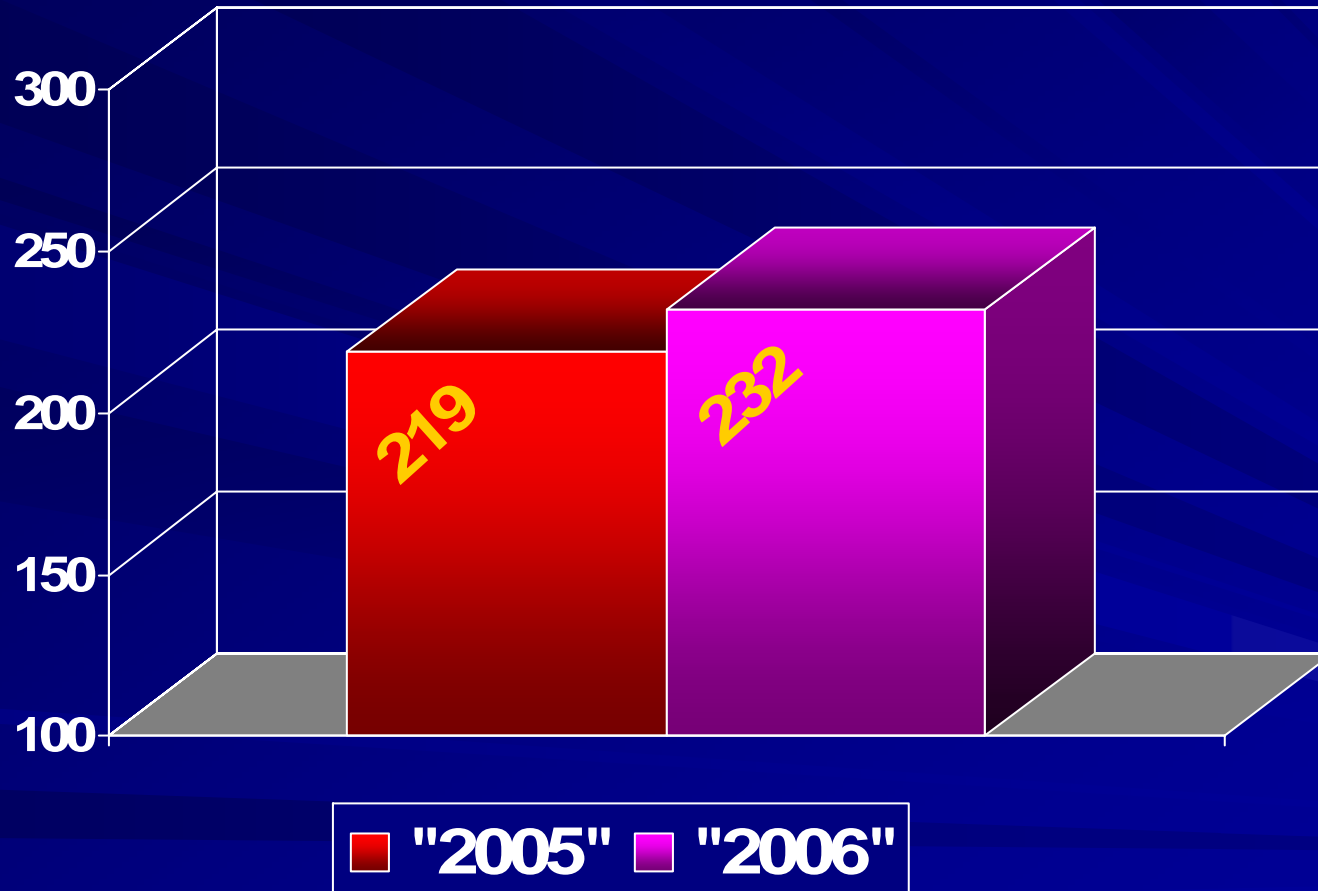
- Overview of major trends and new initiatives by the International Professional Development Committee



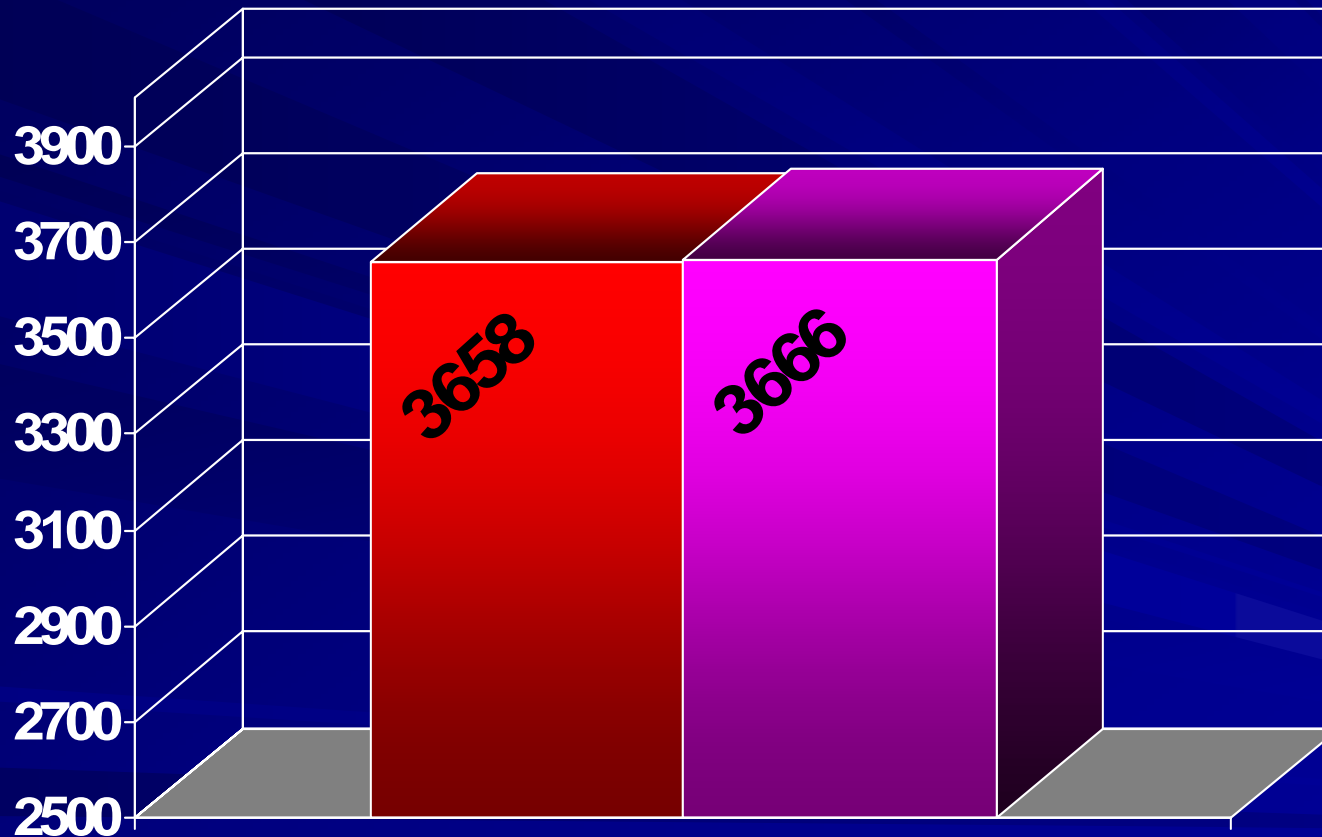
# IRWA Course Presentations

## 2005 vs 2006

Through August 31, 2006

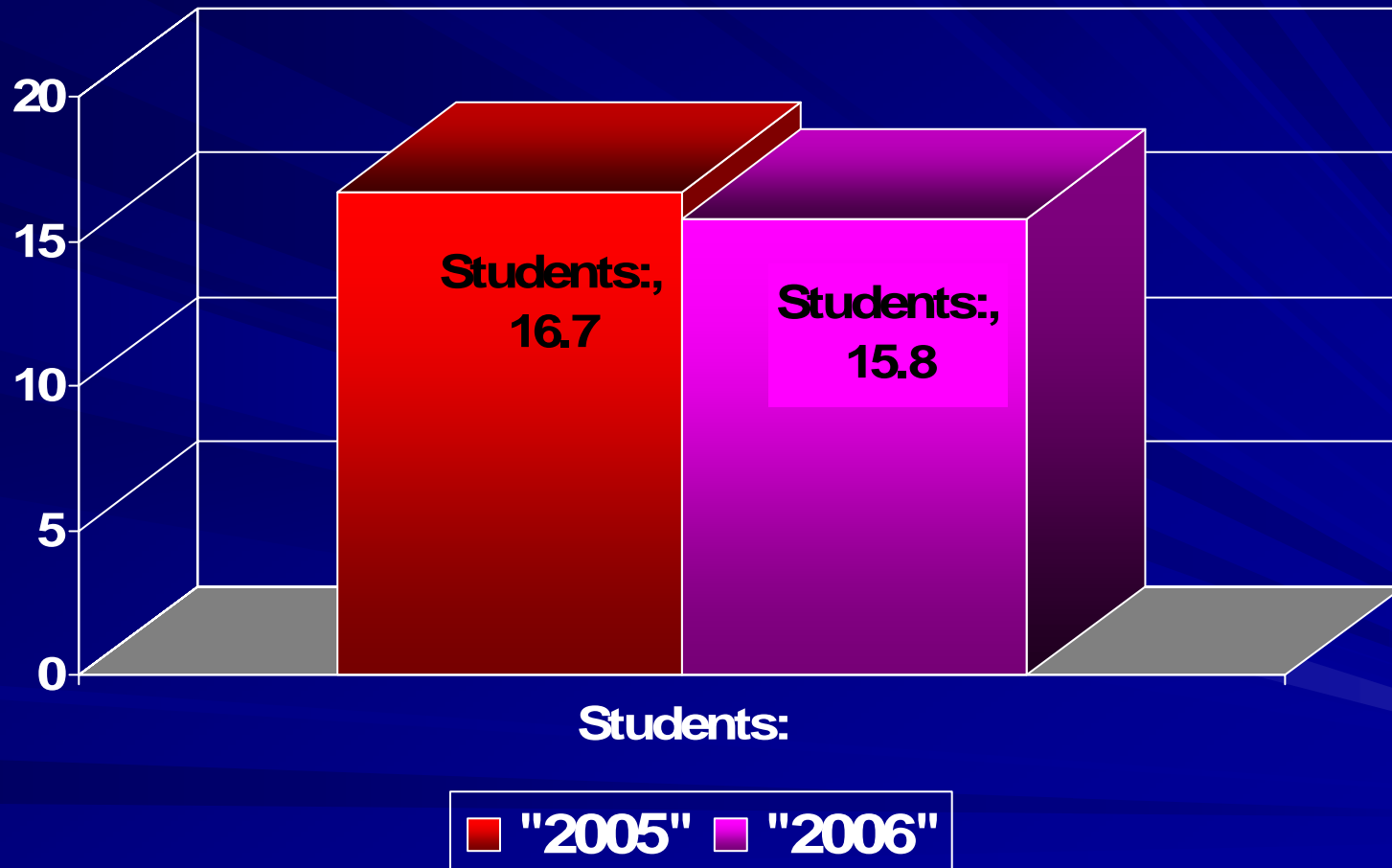


# IRWA Student Enrollments Flat Through August 31, 2006



■ "2005" ■ "2006"

# Average Class Size: Through end of August 2006



# Class size incentives



- Effective January 1, 2007, all classes with more than 25 paid students will receive a bonus of \$100 while classes with more than 30 students will receive a bonus of \$200

# Chapter-based Survey

- IRWA offers chapters the opportunity to survey its membership base as to course and education preferences.
- Chapters may use the information to determine demand for courses and align their courses in response
- A survey may be requested by contacting the Director of Chapter/Region Relations

# **Certified Course Coordinator Training**

- **Course coordinators and education chairs are a key factor in IRWA course delivery**
- **Free online training for course coordinators available online. Approximately 90 minutes to complete.**
- **IRWA will credit a full student enrollment to chapters who appoint certified course coordinators regardless of class size**
- **Certification good for two years**

# Educational Summit Update

- All IRWA courses are being revamped and are scheduled to be completed by February 1, 2008
- All IRWA courses will be scheduled for a comprehensive review every five years
- Full time person assigned as Director: Course Curriculum



# Educational Summit Update



- **Facilitator/Instructor training available twice per year, including at annual conference and PRES in February 2007.**
- **Updated scanning equipment and processes in place at headquarters for tests and evaluations**
- **Online course coordinator certification in place as of October 2007**

# Educational Summit Update



- **Work Force One printing and distributing textbooks and versioning controls in place**
- **Perfect binding of participant manuals as courses are revamped**
- **Core Courses for SR/WA identified and confirmed for next three years**

# Regional Planning



- **Region Vice Chair has responsibility for coordinating courses within the region**
  - **More than coordination is necessary, all regions need to expand number of classes offered and average class size**

# Chapter Assistance Program

- **\$3,000 per region in 2006 to be paid in December 2006 by IRWA based upon written recommendations from Region Chairs. Second year of two year initial commitment.**
- **Reimbursements limited to IRWA courses and/or fees or expenses related to continuing education requirements. Only to be used for these purposes.**

# IRWA Annual Education Conference and PRES

- A preview of the 2007 Annual Education Conference in Sacramento, CA
- A preview of the 2007 Public Real Estate Education Symposium (PRES)

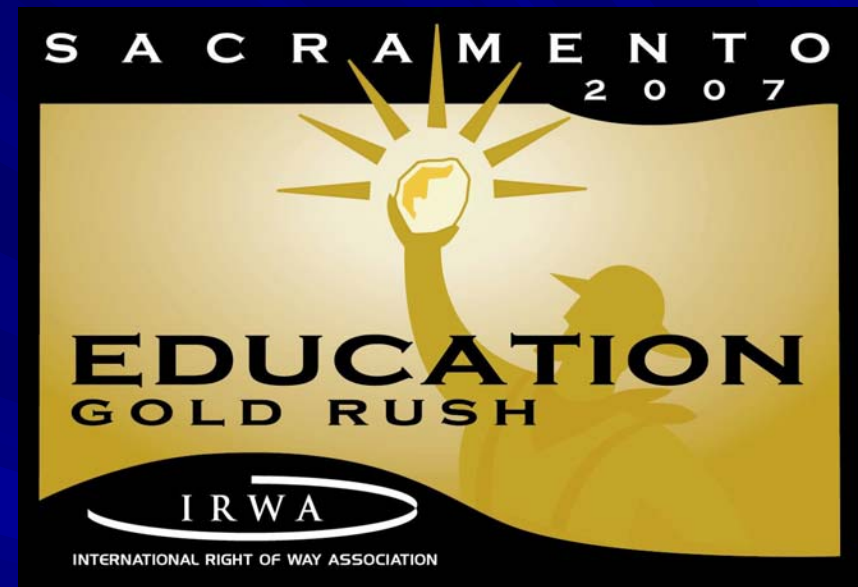


# **IRWA Annual Conference and Other Meetings**

- **2006 Annual Conference well received and comprehensive survey shows attendees overall pleased with new format. 80% indicated conference was the right length, 8% indicated it was too long and 8% it was too short**
- **Photographs of the 2006 Annual Meeting are available online for viewing and downloading**

# 2007 Annual Education Conference

- June 17-20, 2007
- Sacramento, CA
- “Education Gold Rush”
- Registration online in late December
- Support the Monday night auction!!!



# Workshop Preferences in Advance

- In order to better control meeting room requirements, IRWA is reviewing an option to ask registrants to indicate their preference for workshops in advance.. This would allow us to place more popular workshops in larger rooms. Would you favor such a practice?

# **2011 Host City Announced**

- **At the most recent IEC meeting, the IEC and Region Chair meeting, Atlanta, GA as the host of the 2011 Annual Education Conference**

# Annual Conference and Other Meetings



- **Deadline for submission of 2012 bids to headquarters is March 1, 2007**
- **Detailed information about bids available from Armando Apodaca, CAE, IRWA chief operations officer, at IRWA headquarters.**



- February 13-15, 2007 in Dallas, TX
- Six concurrent sessions over three days
- Three plenary sessions
- Three lunches, breaks, reception and exhibit area
- IEC and Region Chairs, IPDC and industry committees will meet in conjunction with the PRES.
- **Registration available online now!**

# IRWA Communications & Marketing Committee



- Creation of Communications and Marketing Committee
- Chaired by Dan Beardsley, SR/WA

# Expansion of IRWA Website

- Right of way news stories updated daily
- Principles of Right of Way available online
- E-seminars available online
- Audio downloads available from annual conference and will be available from PRES

# IRWA Publications

- Right of Way magazine continues to expand
- E-based publication such as Board Briefs, Committee Focus, etc.
- More surveys as to member preferences
- Greater outreach to other professions and news media

# Awards and Recognition

- Chapter of the Year Award
- Newsletter of the Year Award
- Employer of the Year Award
- Frank Balfour Award
- SARPA Scholarship

# Financial Issues



# June 30, 2006



■ "2005-6:" ■ "2005-6 Budget"

# IRWA Net Assets:

2005 and 06 combined because of 18 month audit



# **Chapter Financial Responsibilities**

- **IRWA files a Consolidated Financial Statement covering IRWA as well as chapter activities.**
  - **Eliminates need for chapters to file IRS forms**
  - **Chapters must provide complete financial information as requested by IRWA Controller Fred Nasri by March 15, 2007 for 2006 transactions**
  - **Detailed instructions and forms will be sent to chapter treasurers in December 2006 to report 2006 information. Online training available in late December/early January**
  - **Regional chair will follow up with non-responding chapters in spring**

# **Strong Foundations' Support**

- **Major funding for the Education Summit**
- **Major funding for the Course Revamp project**
- **Additional funding will be needed to implement the full recommendations of the Education Summit such as online training, improved facilitator training and expanded marketing research**

# Chapter Support of Foundations

- As indicated, the Foundations have been supporting the IRWA mission. We encourage chapters and individual members to support the Foundation. This includes:
  - Cash donations from chapters
  - Support of the annual auction
  - Encouraging individual members to contribute



# Governance Update:

## ■ IEC positions in 2007-2008:

– Five positions instead of six

■ President

■ President-Elect

■ Vice President/Treasurer,

■ Secretary

■ IEC Member

## ■ Continued expansion of the role of the region chairs and vice chairs

# Staggered Region Chair Terms

- **Region Chairs staggering of terms to include odd number regions elected for two years in odd number years, even number in even years.**
- **Allows for five new region chairs per year, better continuity for governing purposes**

# How you can help:



- One more new member for every 20 members in 2007, 5% increase
- One more student in every class in 2007
- One more annual conference registrant for every chapter in 2007
- A cash donation from each chapter and region to the Foundations