

Council Members Newsletter

"Council's Christmas Season"

This time of year is always hectic in the real estate world – winding up auction programs, seeking to close off private treaty negotiations before buyers go on leave, changing over tenancies as people change employment and lots of other demanding jobs whilst trying to lay a foundation for a great New Year. Yeah, there is a bit on!

Your Councillors are all coping with those issues in their own offices but still finding time to manage the affairs of Council and look out for your interests.

Early in the New Year you will receive a more detailed newsletter, however there are a couple of issues arising out of the recent Annual General Meeting and the following Committee Meeting that Council wanted to share with Members.

At the AGM long-serving West Australian Councillor Frank Newton did not seek re-election after a very committed eight year career on Council. Frank's contribution has been substantial, particularly his work in database marketing and with the recent creation of the LJ Hooker Foundation. The WA Members nominated Paula Lagrenade of LJ Hooker Victoria Park as their new representative.

Also Scott Cameron, the Council representative for Ancillary Services, did not seek re-election and his constituents nominated Ben Eick of LJ Hooker Financial Services Hunter to fill the resulting vacancy. Scott's term was a relatively short four years but his was a strong contribution in a very dynamic portfolio.

President John Davis thanked both departing Councillors for their contributions and made particular mention of Frank Newton's valuable work across a number of important issues and pointed to the Foundation as testament to Frank's vision and empathy.

"Frank and Scott will both be sorely missed but when one door closes...." John Davis commented when welcoming the new Councillors and outlining his expectations of Paula and Ben. "Renewal within the leadership group is a necessary and beneficial thing and Council thanks Frank and Scott for their contributions and wishes them both well in their ongoing endeavours"

Other brief updates include:

Memberships & Finance

Council membership has now surged passed the 85% benchmark and Councillors are now targeting a 90% participation rate for this Council year. Council's financial position is continuing to improve and the President noted the organisation is stable and able to meet its ongoing expenses.

Home Loans

Council continues to be concerned about the direction of the new LJ Hooker Home Loans structure and expressed grave concerns for the viability of its Home Loans Members. More details on this issue will be published early in the New Year.

LJ Hooker Assist

Council has reservations about potential conflicts between LJ Hooker Assist and MyLJHooker.com and has already taken this issue up with Corporate to ensure the two programs complement rather than compete.

Fire Magazine

Council was thrilled to support the publication of LJ Hooker's dedicated publication supporting the role of women in our network and the publication last week of the first edition in this format is regarded as a great leap forward in communicating the value of women within our network.

Empireal Float

Council was pleased to note that Corporate is no longer actively considering a public float of the business at this time and that the focus will be firmly on developing and driving the existing network forward

New Training Platform

After many years of stressing to Corporate its concerns at the lack of user-friendliness of the Hub training platform the announcement of the new training-only platform was welcomed. This new platform appears to be the ideal solution to our concerns and Council was excited by the demonstration provided by Acting COO Graeme Hyde at our Joint Meeting last month.

New Internal Magazine

Council has been requesting Corporate to re-introduce the *Nobody Does it Better* staff magazine for quite some time and was therefore very pleased at the relaunch of the magazine in the new title *In House* in a back-to-back format with the Fire magazine.

A very positive initiative and Council President said he thought it was an outstanding publication and would be widely read around the network as well as being a great marketing tool for office recruitment.



suggestions!

Contact your local Councilor with any issues or suggestions you might have to progress our mutual interests - the Committee actively seeks members input into its activities and we encourage your participation. The members are the engine room, so GET INVOLVED!



President John Davis and your Councillors wish you all a Merry Christmas and a safe and prosperous 2017