**Minutes**

**IAHSP Leadership Call June 17th, 2019 7:00 pm EST**

Number is (267) 930-4000 967481#

After welcoming members to the call, Jennie mentioned the following announcements:

Best of Home Staging Nominees are due in by July 10th. Staging Excellence,

Leadership and Customer Service! Nominate your colleagues!

There is an IAHSPCONEXPO Facebook page for all information about the conference.

Canada IAHSP Launch is coming!

Conference is October 2-5 in Nashville, TN.

Friday evening Barb is the Inspirational Keynote Speaker

Friday afternoon Candice Olson

Saturday afternoon Carson Kressley and Thom Felicia

There is an Advanced Stager Training for those in the 6 figure businesses Sunday October 6th and Monday October 7th

This will be a workshop style session:

IAHSP

HSRA

RAVE

JoAnne Lenart Weary

Marianne Cherico

Catherine Lewis Brown

Jonathon Miller from Richmond

Brandy Sales-Technology

Renee Helten-Keller Williams Coach

We have launched a new program--- Coaching with June Carter, please look at the IAHSP site for more details on this as well as below.

Haden Yates is offering a Photography class at the conference, look for information on the IAHSP site as well.

**Wholesale Markets:**

July 10th Atlanta

July 28th Las Vegas

Learn how to read tags, shopwholesalemarket.com

Jennie then welcomed Bette

Bette then welcomed Barb Schwarz for our Inspirational part of the call:

1. Be real, be true!

See the TINTS of life

See the dew on the grass and the morning light.

2) Be happy!! Let the drama go! Don’t worry and let go, yes there will be concerns but try not to worry!

3) Be Spontaneous! Let your inner knower let you learn how to be, live nutty once in a while!

Barb ended by wishing everyone a great June!!

Bette then welcomed:

Dawn O’Neal- She was a realtor in 1990 and a Broker in 1992 in Washington and California, she is also an ASP member and has been for years!

Dawn started Moving Colorz-

This is an all in on color coded kit.

Each room has their own tape color so movers can be more efficient in the whole process. Movers don’t have to ask, they just know and it speeds up transaction process.

She gives these as gifts to realtors and clients. These are good for stagers to use too!

IAHSP gives a 15% discount [www.movingcolorz.com](http://www.movingcolorz.com) or email [Dawn@dawnoneal.com](mailto:Dawn@dawnoneal.com)

After ordering USPS 2-5 days

They do not ship outside the US

Bette then welcomed June Carter with GYST, she was in corporate America, she has a Bachelors in Interior Design, developed a coaching program. She will help

ASPs reach potential and see themselves and the opportunities they have!

We all graduate, we all have training but what makes us unique?

She offers 1 ½ hour power sessions. What will differentiate you from the next guy?

She works with a lady in Egypt, she’s not just in the United States. She is worldwide!

You can do as a conference or a Zoom meeting

Go to IAHSP.com then the Education tab then IAHSP Coaching Program tab to get details!

gyst.hsc@gmail.com 904-524-7917

Bette thanked June Carter and everyone on the call.

Our next call is July 15th.

Reminders:

Bette suggested if anyone has ideas for the calls email her at [Bette@IAHSP.com](mailto:Bette@IAHSP.com)

Reminder: email [BJ@iahsp.com](mailto:BJ@iahsp.com) to let her know we were on the call.

According to the headcount from BJ Johnson, 35 people attended the call.

Atlanta IAHSP® - Martha Moore

Boston IAHSP® - Maureen (Moe) Smith

Charlotte IAHSP - Maria Tobin

Charlotte IAHSP® - Virginia Youngblood

Chicago IAHSP® - Barb Carroll

Chicago IAHSP® - Lois Phillips

Houston IAHSP® - Yulonda Buster

Houston IAHSP® - Deb Plowden

Houston IAHSP® - Lala Didrickson

International IAHSP® - Barb Schwarz Chairwoman Emeritus & Founder IAHSP®  & Global Goodwill Ambassador

International IAHSP® - Jennie Norris Chairwoman of IAHSP®, Executive Board Member (also Denver)

International IAHSP® - Bette Vos President, Executive Board Member

International IAHSP® - Lyn Spaeth President-Elect, Executive Board Member

International IAHSP® - Sandra Holmes Executive VP, Vendors & Affiliates, Executive Board Member (also South FL)

International IAHSP® - Christa Jessup VP of Vendor Sponsors Program, Executive Board Member

International IAHSP® - Caryn Dunker Secretary (also Chicago)

International IAHSP® - Andi Hurley Ethics Director (also South FL)

International IAHSP® - Karen Mendenhall Mentorship Chair (also Charlotte)

International IAHSP® - Stacey Gibson IAHSP® WWSSW® Director (also NorCal)

International IAHSP® - Edi Keech Western Regional Director (also Minnesota)

International IAHSP® - Terri Votanek Midwest Regional Director (also Chicago)

International IAHSP® - Mary Scalli Southern Regional Director (also Houston)

International IAHSP® - BJ Johnson Director of Operations

Jacksonville IAHSP® - June Carter

Minnesota IAHSP® - Kathy Fauth

Oklahoma IAHSP® - Kathryn Swan, Executive Board Member

Oklahoma IAHSP® - Kimberly Swan, Executive Board Member

South FL IAHSP® - Bridget King

Washington DC IAHSP® - Young Kim

Washington DC IAHSP® - Trish Kim

Washington DC IAHSP® - Trina Miller

Washington DC IAHSP® - Sharon Smith

IAHSP® Member - Leslie Testa

IAHSP® Member - Mazuryk Vermeulen

IAHSP® Member - Tati Eshete