



# AE Council Report

## Wyoming REALTORS ~ Legislative Session Cheyenne, WY

Although we haven't had a chance to meet since Convention in October, the AE Council has been keeping in contact through group emails and will meet during Legislative Session to get a better idea of our goals and to plans for 2018.

My personal goal for the AE Council is to unify our group. I truly believe that by helping each other, we become stronger and our members reap the benefits. The less time the AE's have to spend re-inventing the wheel, the more time we have to take care of what counts, our members! I just spoke with one of our AE's today and emailed her the new 2018 NAR mandated MLS Changes, our MLS waiver form, our MLS Only Participation Application and our webmasters name. It took 5 minutes out of my day and saved her and her board countless hours of creating new documents.

The goals listed below are not our final goals and will be discussed at our meeting. I will send you an updated list soon.

1. Create a "So you want to be a real estate agent" (or something like that) brochure that will cover everything from classes, finding a broker & questions to ask, to a cost breakdown. It will be a collaboration with the AE's, Rookies, WREC and Brokers. Once it is finished, it can be posted on Board, WREC and Brokerage websites, facebook pages, and will be printable from each of those. I believe that by guiding individuals through the process of becoming a REALTOR, we build a much stronger relationship with them than if we wait to meet them when they come to the Board Offices to "sign-up" only to find out that they also have to write another big check (because their Broker didn't tell them there would be a cost) and start out on a negative rather than positive note. It will also cultivate a "we really are here to help you" culture right from the get go.
2. Follow-up/Continuation of the homelessness grant work started by Laura.

Kristy Barrett  
AE Council Chair