

CoreNet Global UK
MINUTES OF BOARD MEETING
held on Tuesday 16 August 2005 at 7 Soho Square

Susie Gray	Land Securities Trillium	President
Richard Paver	BP	Deputy President
Tim Caiger	Oracle Corp	Past President
Chris Strong	Citigroup	VP Finance
Kathy Tilney	Tilney Shane	VP Communications
Andrew Carter	EC Harris	VP Learning
Jeremy Charles	Strutt & Parker	VP Membership
Robin Harris	Como Group	VP Programmes
Nigel Grice	Drivers Jonas	VP Sponsorship
Andrew Burt	Disney	Regional Representative

Copy David Turner, company director
Simon O'Reilly, Global Board

Date: 25 August 2005

Action By

1. In Attendance

Susie Gray (SG – Chair), Robin Harris (RH), Kathy Tilney (KT), Andrew Burt (AB), Jeremy Charles (JC), Andrew Carter (AC), and Alice Lewis (AML). With Simon O'Reilly.

2. Apologies

Tim Caiger (TC), Richard Paver (RP), Chris Strong (CS), Nigel Grice (NG).

3. Minutes of last meeting

The minutes of 5 July were approved.

4. Matters arising

CPD: RA had confirmed that the UK Summit would be eligible for CPD points and would advise how this would be formalised. AC was due to meet with Ron Adam (RA).

AC

Communication with members: AC to include a section on Education choices; KT, AB and AML to continue to work on benefits, programme, governance, etc, in bullet-points, for distribution in September as a double-sided colour document.

KT, AB,
AML

IIR conference: AB to participate in German conference on 8-9 November in Frankfurt; there was also to be a panel discussion involving CoreNet members at Expo Real in October.

Property Week: SG had been asked to put forward the names of a few 'best' end users for the forthcoming European awards – all to provide suggestions.

ALL

Discovery Forums: It was noted that the next event would take place on 10 November, but it was felt that more advance information/consultation was required in order to avoid clashes with the UK events programme. RA would be coordinating future forums in Europe.

CDs for Chapter events: It was felt that to obtain maximum benefit, a presenter who had attended the original session would be needed to moderate. AC to obtain the full list of available CDs and the cost.

AC

Global Board: SO'R had nothing to report.

Madrid Summit: A list of UK Board members attending to be circulated. [Post meeting note: SG, AB, RH, AC, SO'R, CS attending; AML on duty]

AML

Global resources: Library information to be passed to KT and AB for members' letter.

AML

Careers service: KT was in touch with the Global staff member responsible and would report further.

KT

Mentoring: There had been no response to the piece in the July e-Bulletin. Agreed to provide mentors to the Young Entrepreneurs in Property, via Alex Thorpe (ex Tilney Shane).

KT

5. Accounts

SG, CS and AML to meet: to obtain accurate figures and prepare a five year business plan on the use of reserves and the affect on sponsorship policy. AML

SO'R suggested that Christine Mackenzie or Melanie Hill should present the European budget, and he will set up a meeting with CM, MH, RA, AML and UK Board representatives, to discuss membership/finances, possibly to take place after a UK Board meeting (but 27 September not possible). SO'R, AML

SG also to raise this with Barry Varcoe on their forthcoming conference call to discuss Global strategy. SG

6. Branches

Agreed to replicate the successful structure of the Thames Valley Branch – ie, a figurehead/end-user chair to be sought and active panel – in the rest of the country, with a review of the existing 'boundaries'. JC

The Branch chairs to be copied in on Board minutes and invited to attend meetings on an ex officio basis. AML

Need to provide 'offer/package' for Branch officers. JC,KT

Need to provide programme of events – develop 'blind date' idea in first instance – especially UK-focussed topics. JC, RH

SG to speak to Simon Ward of BCO and contact would also be made with BIFM on possible future collaboration in the regions. SG

Whilst it had previously been agreed to invite the Republic of Ireland members (and prospects) to be administered as part of the UK Chapter, this had yet to be done. AML

7. Membership

It was noted that approximately 80 members had not yet renewed, and whilst these memberships had lapsed on the Global database, one last effort would be made before they would be expired on the UK database. Lapsed members would be required to re-apply for membership. AML

Whilst a separate 'Womens' group was not thought to be attractive, the possibility of a joint event with Women in Property would be investigated. RH

Agreed to maintain current policy of 'quality not quantity' and vet UK applications. Noted that Global did not have such a policy; that Global membership currently included 35% end-users; and that ways to increase this proportion and obtain value from top members for the benefit of all members was an ongoing discussion.

Noted that Global provided an incentive package whereby end-users could sign up for a Summit and join at a discounted rate. The UK Summit Committee to be asked to consider a similar proposal. AML

Noted that approx 80 members had resigned so far during 2005. [The analysis showed the reasons as

Analysis	Total	Percentage
Lack of funds	10	12.20
Integration	7	8.54
Job or location changed*	16	19.51
Left company*	12	14.63
Varied dissatisfaction	12	14.63
No reason	14	17.07
Membership transferred to another	11	13.41
	82	100.00

* In all cases, efforts were made to transfer the membership to another colleague]

8. Protocol

Following feedback that there was too much direct selling by some members, it was agreed to develop and publish a code of conduct (based on existing Global policy). AB, KT

9. Learning

SPROG: Arrangement to be reviewed as most admin and related costs now funded by UK Chapter. AC

Research project: Agreed to support this initiative, starting in October, and provide access to members for research. AC to provide full details. AC

EC Harris: They are presenting a session at the Madrid Summit, which could be expanded and rolled out in the UK. A view to be taken by those attending. SG, AB, RH, CS

10. Programmes

Upcoming events included:

17 Aug	TV Branch Golf Day	Sonning Golf Club
24 Aug/13 Sep	Peer to Peer Breakfast forum	Defra, Smith Square
6 Sep	Discussion forum	Building specifications
23 Sep	Social forum	Fly fishing, Avington
29 Sep	Breakfast forum	With Dr Rob Harris

11. Next meeting – main topic Budget/Revenue

8.30am Tuesday 27 September, at 7 Soho Square. Thereafter, 8 November and possibly 20 December. AML

Web statistics: June – 380 hits; July 684 hits

Subject to adoption by Company Directors

Susie Gray
Chair