

STRUCTURE & SELECTION

Criteria to Serve:

National REthink council members are recognized leaders within the Berkshire Hathaway HomeServices network. Members must have achieved the prestigious Berkshire Hathaway HomeServices Leading Edge Society award level or above within the past 12 months as an individual or team.

Process & Selection:

The council is composed of 15 members appointed by HSF Affiliates staff. Candidates are considered for appointment through a nomination from their broker. Applications are accepted from a specified date in October until a specified date in November, with new members announced in November. Members will serve two-terms and each year, seven or eight members who have completed their term will rotate out as new members join the council.

The structure of the council is as follows:

- 15 national REthink Council Members (four to eight will rotate out annually)
- Two HSF Affiliates LLC - Broker Advisors (appointed)
- One HSF Affiliates LLC - Executive Sponsor of REthink
- One HSF Affiliates LLC - Network Services Advisor
- Two HSF Affiliates LLC - Communication and PR Advisors

Dated: October 2016

HSF Affiliates LLC - Network Services

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**BERKSHIRE
HATHAWAY**
HomeServices

re_think
council

NATIONAL COUNCIL CHARTER

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Mission

The national Berkshire Hathaway HomeServices REthink Council connects and inspires top-producing, motivated leaders in real estate. The council creates resources and tools to enhance the network and provides feedback to both local REthink chapters and Berkshire Hathaway HomeServices leadership, by delivering the following:

- Annual white paper that advocates best practices, resources and tools
- Quarterly contributions to the Berkshire Hathaway HomeServices blog re_think Report
- Collaborative learning, professional development and networking opportunities
- Active support and outreach to create and grow a Berkshire Hathaway HomeServices network of local chapters
- Oversee an annual REthink Council local chapter award
- Council members may be asked to provide constructive feedback regarding technology, program and event related initiatives.

Our Vision

To be the premier member-driven think tank in the real estate industry focused on sustainable success for current and future real estate agents. Defined by diversity, innovation, and a collaborative attitude, this council will stimulate the formation of new local chapters, and help recruit and retain millennials to the Berkshire Hathaway HomeServices brokerage network.

Council Service

The national REthink Council is a member-driven initiative and active participation of council members is critical to its planning, promotion and success. Members are expected to continually support initiatives and promote the council, its mission and purpose.

Obligations of Service:

- Serve a two-year term;
- Participate in quarterly conference calls with the national REthink Council;
- Must attend the annual REthink Council meeting, held at the HSF Affiliates LLC corporate office in California and the June mid-year meeting (location to be determined). Council members must also attend at least one additional meeting in conjunction with the Sales Convention or Summit conference;
- With the support of staff, oversee the selection of topics and content for annual educational white papers;
- Quarterly contributions to REthink Report;
- Oversee the selection of a recipient for the annual national REthink Chapter Award;

We also encourage participation in the following:

- Serve as a presenter on one or two local REthink chapter calls;
- Participate in the group's public Facebook page and Council Twitter account, @REthinkCouncil;
- Act as a press contact for news stories and commentary for trade and mainstream media outlets.

If a council member does not meet the participation obligations, Berkshire Hathaway HomeServices leadership or staff may issue a notice of warning to the member stating that obligations are not being met. If participation remains sporadic over the next 60 days, the Berkshire Hathaway HomeServices leadership may dissolve the appointment and appoint another individual to serve out the remainder of the term.

2017 SCHEDULE

Events	Status	HSF Hosted Cost	Council Member Cost
Annual Meeting at HSF Affiliates LLC Irvine, CA January 24-25	Required	Hotel – 2 nights Meals – 1 day	• Airfare • Transportation • Meals – 1 day
Annual Sales Convention Phoenix, AZ March 12-14	Attend Sales Convention or Summit event		Registration Airfare Hotel Food/Beverage
Mid-Year National REthink Meeting Seattle, WA June 20-21	Required	Hotel – 2 nights Meals – 1 1/2 days	Airfare Transportation
Summit Conference Miami, FL September [tba]	Attend Sales Convention or Summit event	Breakfast or Lunch	Registration Airfare Hotel Food/Beverage
REthink Calls: 4 National calls - Quarterly	Required 3 out of 4 calls		