

Appendix to January 2023 Meeting Minutes Approved Consent Agenda

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Minutes of December Meeting

Submitted by Vicky Harris

Minutes

GIFCT-US Board Meeting

Thursday, December 15, 2022

4pm Eastern/3pm Central/2pm Mountain/1pm Pacific

GIFCT-US Mission:

The core mission of the organization is to lead the application and growth of Choice Theory to create a world in which people make responsible, respectful choices and build healthy, fulfilling relationships by applying the concepts of Choice Theory.

Voting members in attendance: Sharon Carder-Jackson, Vicky Harris, Mary Hestand, Judith Klefman, Jay Levin, Jan Moré, Sue Tomaszewski, Steve Tracy,
Judith Klefman left at 4:32 pm.

Kathy Randolph joined at 4:35 pm.

Non-voting attendees: Lois DaSilva Knapton, Rita Mercer

Absent members: Les Triche, Gloria Cisse, Jim Soder

Welcome – Introductions – Announcements — Jan Moré

Quorum Established: 8 voting members in attendance. Judith left before voting started making it 7 voting members present.

Define & Approve Consent Agenda

Reports included in Consent Agenda:

Meeting Minutes – Vicky Harris

Treasurer’s Reports (Sept/Oct/Nov) – Steve Tracy

Executive Director – Brian Patterson

WGI Report – Shruti Tekwani

Committee Reports:

Board Search – Judith Klefman

Membership – Judith Klefman

Marketing – Steve Tracy

Region Updates

Motion to accept the consent agenda was made by Vicky, 2nd by Steve, Discussion—no discussion or questions. Vote 7 yes, motion passes.

New Business: (items that have not been discussed before)

I. Confirmation of Officers/Staff

- a) A motion to approve Brian as our Executive Director for another year by Steve, 2nd by Sharon. Discussion. Vote 7 yes, motion passed.
- b) A motion to approve Denise as our webmaster and data manager was made by Sharon, 2nd by Steve. Discussion. Vote 7 yes. Motion passes.
- c) A motion to have Jan as the financial manager for another year was made by Steve, 2nd by Mary. Discussion. Vote 6 yes, 1 abstained.

Sharon made a motion to adjust the agenda leaving the officer confirmation to the end of our session. Steve 2nd the motion. Discussion. Vote: 8 yes, motion passes.

2. Confirmation of At-Large members starting new term

Judith made a statement saying “We have 2 great candidates for the board at large positions, both have GIFCT-US experience. The board search committee recommends both candidates be approved as recommended. Kathy made a motion to approve Steve Hammond and Sue Tomaszewski for the at large members as presented by the board search committee. Sue left the meeting. Discussion ensued. Vote: 7 yes, motion passes.

Returned to the Agenda for confirmation of officers. Jan stated the President has a 2 year term. Jan stated that vote would take place next year. She stated if you wanted to impeach the president, she guessed you could. She stated she there is no wording in our bylaws or policy and procedures, but there is always a first time. Let the president know if you want that. She explained the 1st year of the Vice-President is different than their 2nd year. They become the President-Elect on the 2nd year of their term.

- a) Vice-President President Elect position is open as Sharon requested to step down. Jan sought volunteers for the position
- b) Treasurer position: Jay stated he is a possibility more of exploring the position. If a motion and an appointment is needed today he would respect that. Motion was made by Vicky to table the vote for Jay Levin, for the treasurer position to January 2023 board meeting . Kathy 2nd the motion. Discussion of Steve staying as treasurer one more month and Vicky will stay as secretary one more month. Vote: 7 yes, 1 abstention, motion passes. This was done to give Jay and Jan time to talk about becoming the treasurer for the GIFCT-US Board. Jay stated that people in their right mind would not suggest him for this position. Jay wants to discuss the position. Jay stated he has not done this in his career.

- c) Secretary position: Motion by Kathy for Vicky to stay as Secretary for January and Steve will take over in February as long as he is not still the treasurer. Sue 2nd the motion. Discussion. Vote 7 yes, 1 abstention, Motion passes.
 - d) President elect. Jan explained this position would take over as President in 2024. No volunteers. Steve moved to motion to table the matter of the election of a President Elect to the January 2023 board meeting. Vicky 2nd. No discussion. Vote: 8 yes, motion passes.
 - e) At large members: Sue has been notified she is re-elected. Jan will call Steve Hammond.
 - f) Lois position ends this month. Great appreciation and thanks were given by board members and Lois. She agreed to volunteer on a committee.
3. Annual Meeting in January: Our next board meeting will be January 19, 2023 at 5 pm. Jan would like all the committee leaders to spend 5 minutes to talk about what the committee has done. If you do not want to talk, Jan wants you to submit something she can present. Notice went out to everyone. The zoom number will be a different number, a special one for the January meeting. Jan will need to admit people to the meeting. Brain will give a talk. Jan will put an agenda together soon. Sharon mentioned for board members to be conscious of the lengths of our discussions as we only have 1 hour for the board meeting.

Old Business: (items carried over from previous meeting)

2023 Budget: Jan asked committee leaders to give her what they thought they might need for the committees. Jim Mishler and Judith asked for postage and marketing money. Jan increased those two categories. Discussion about the budget. Jan set the conference budget to \$50,000, which is the break-even point for 100 attendees. Postage up to \$750. Marketing budget raised to \$10,000. Confirmed the conference budget is for the Wednesday night through Saturday budget. Jan stated yes. The faculty retreat line item is \$2000 for the faculty day at the conference. Membership dropped down to \$10,000. Board meeting for July, Sunday, Monday, Tuesday, was discussed. Jan stated we need income for the board meetings. Vicky stated the IT department will be splitting out the cost for the board meeting, the faculty day, and then the conference cost Wednesday night through Saturday. Encore canceled our meeting that was scheduled yesterday. Vicky stated for the board meeting (Sunday-Tuesday) we will only need one meeting room, a microphone, and a screen. Kathy suggested if we could do without the IT for the 3 days it would save us money. Vicky suggested if the board meeting is separate from the conference the expenses should be separate as well. Sharon agreed the board meeting expenses should be separate. Jan stated the food for the board comes out of the conference budget. Kathy stated if IT is separate then food should be separate. Vicky thanked Jan for keeping records from the past. Steve made a motion to 2023 GIFCT-US budget be approved as presented and adjusted. Kathy 2nd. Discussion. Vote: 8 yes, motion passed.

Vicky left at 5:15 pm.

Next Meeting:

Thursday January 19, 2023
at 4 pm Eastern/3 pm Central/2 pm Mountain/1 pm Pacific
Annual Meeting will begin at 5 pm Eastern

Adjournment: Jan adjourned the meeting at 5:20 pm.

2022 Profit & Loss Statement

Net Income for 2022: \$10,970.32

Glasser Institute for Choice Theory - US

Profit and Loss
January - December 2022

	TOTAL
Income	
4060 Membership	10,215.00
4580 Miscellaneous Income	0.36
4586 CEU	165.00
4589 Affiliate Commissions	109.83
Total 4580 Miscellaneous Income	275.19
4590 Conference	2,985.00
4604 CEUs	15.00
Total 4590 Conference	3,000.00
4840 Cert Weeks	1,280.00
4880 Basic Intensive	9,520.00
4881 Advanced Intensive	1,760.00
4970 Branded Online Courses	7,110.00
4975 Online Products	169.00
4976 Online Products Postage	40.00
Total 4975 Online Products	209.00
4979 Donations Received	20,171.14
5200 Glasser Quality Schools	463.00
Total Income	\$54,003.33
GROSS PROFIT	\$54,003.33

Expenses	
5100 Conference Expenses	4,000.00
5136 Presenter Payment	1,000.00
Total 5100 Conference Expenses	5,000.00
5910 Institute Training	
5906 Instructor Payment	3,150.00
Total 5910 Institute Training	3,150.00
6050 Accounting	1,818.03
6100 Advertising & Marketing	2,064.17
6300 Bank Charges	70.00
6350 PayPal Fees	901.57
6352 Stripe Charges	683.91
6450 Website & Apps	3,514.56
6700 Director's Fees	6,000.00
6750 Dues & Subscriptions	600.00
7050 Insurance	886.00
7300 Office Expense	796.75
7310 Online Product Commissions	6,523.40
7335 Webmaster & Data Manager	4,890.00
7500 Postage	324.52
7900 Telephone	310.10
8000 Board Expenses	5,500.00
Total Expenses	\$43,033.01
NET OPERATING INCOME	\$10,970.32
NET INCOME	\$10,970.32