

Executive Committee Meeting
WSBA Real Property, Probate & Trust Section
Friday, November 17, 2017 11:00 a.m.
Stokes Lawrence, P.S. - Seattle, WA

AGENDA

	<u>Item</u>	<u>Excom Member</u>	<u>Tab</u>
1.	Call to Order, Welcome, Introductions, and Establishment of Quorum	Reed	
2.	Updated Roster	Reed	A
3.	Approval of Minutes of October 2017 Meeting	Ambach	B
4.	Discussion of New Models for CLE	Reed (Guest Kevin Plachy)	C
5.	Financial and Section Membership Report	Fitzsimmons	D
6.	Website and Technology Update	Safren	E
7.	Board of Governors BOG Meeting Report Upcoming BOG Meetings Section Leaders' Meeting	King Taylor/King/Howsley Taylor	
8.	Report on Open Section Night – Tacoma Open Section Night Seattle – 1/24/18 – 5 to 7PM	Flatt	
9.	Continuing Legal Education Real Property Probate & Trust Mini CLE	Lewis Taylor Lewis/Taylor/Safren	
10.	Newsletter Update	Gatens	
11.	Scholarships for Midyear	Reed	F
12.	Legislation Real Property Probate	Lewis Taylor	
13.	Young Lawyer/Fellows Report	Firuz/Flatt/Hille/Lanier	

	<u>Item</u>	<u>Excom Member</u>	<u>Tab</u>
14.	Midyear Meetings 2018 (Suncadia June 8-10) 2019 (Spokane)	Fitzsimmons Taylor	
15.	2018 Retreat	Fitzsimmons	
16.	Approval of Expenses	Reed	
17.	Adjourn to Council Meetings		

Next meeting: February 9, 2018
Stokes Lawrence, P.S.
1420 Fifth Avenue, Suite 3000
Seattle, WA 98101

Tab A

RPPT Roster

**WSBA Real Property, Probate, & Trust Section
Executive Committee 2017-2018**

SECTION OFFICERS

<p>Chair</p> <p>RoseMary Reed (2) Stokes Lawrence P.S. 1420 5th Avenue, Suite 3000 Seattle, WA 98101</p> <p>Phone: (206) 626-6000 Email: rosemary.reed@stokeslaw.com</p>	<p>Chair Elect & Secretary/Treasurer</p> <p>Annette (Annie) Fitzsimmons (3) Annette T. Fitzsimmons P.S. PO Box 65578 University Place, WA 98464-1578</p> <p>Phone: (253) 460-2988 Email: atfitz@comcast.net</p>
<p>Probate & Trust Council Director</p> <p>Stephanie Taylor (4) Randall Danskin, P.S. 1500 Bank of America Financial Center 601 West Riverside Avenue Spokane, WA 99201-0626</p> <p>Phone: (509) 747-2052 Email: srt@randalldanskin.com</p>	<p>Real Property Council Director</p> <p>Brian Lewis (5) Ryan, Swanson & Cleveland PLLC 1201 3rd Avenue, Suite 3400 Seattle, WA 98101</p> <p>Phone: (206) 654-2206 Email: lewis@ryanlaw.com</p>
<p>Past Chair</p> <p>Jody McCormick (1) Washington Trust Bank PO Box 2127 Spokane, WA 992101-2127</p> <p>Phone: (509) 354-1048 Email: jmccormick@watrust.com</p>	

(#) Denotes years remaining on committee.

COUNCIL MEMBERS	
PROBATE AND TRUST	REAL PROPERTY
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Fellow – PT Jamie Lanier (2) Lane Powell 1420 Fifth Ave, Suite 4200 P.O. Box 91302 Seattle, WA 98111-9402 Phone: 206-223-7716 Email: LanierJ@LanePowell.com	Fellow - RP

WSBA	
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Tab B

Minutes of October 2017 Meeting

Washington State Bar Association Real Property, Probate and Trust Section
Executive Committee Meeting

Saturday October 7, 2017
Semiahmoo Resort—Blaine, WA

Minutes of Meeting

Present: RoseMary Reed; Jennifer King; Steve King; Michael Safren; Keaton Hille;
Kirsten Ambach; Clay Gatens; Rhys Hefta; Jody McCormick; Brian Lewis; Devin
McComb; William Etter; Jamie Howsley; Annie Fitzsimmons; Danielle Flatt;
Anna Cashman; Paul Firuz; Jamie Lanier; Jessica Allen; Stephanie Taylor;
Nathan Smith.

Not Present: Kathryn McKinley

1. Call to order, welcome, introductions and establishment of quorum.

RoseMary Reed called the meeting to order at 9:05 am. Quorum established.

RoseMary Reed stated that the handbook is ready to distribute, but she will update the roster before sending it out. She will send it in electronic form, although she will provide a hard copy to anyone who requests it. RoseMary discussed the contents of the handbook and its usefulness.

RoseMary dealt with other housekeeping issues before moving forward with the agenda.

2. Approval of Minutes of June 2017 Meeting.

Motion to approve minutes. Approved.

3. Financial and Section Membership Report.

Annie Fitzsimmons gave the financial report. She directed everyone's attention to the report from August 31, 2017 at which time the fiscal year was 91.67% complete. She stated that it is an accurate report of the financial numbers for the year. She reported that the Section did not make as much as projected in CLEs, but it didn't matter to the bottom line. The Midyear was a smashing success, and the December CLEs are an important start to the Section income numbers. She said the bottom line is that the Section's finances are healthy.

Annie also reviewed the expense items and discussed the per member charge by the WSBA. A discussion ensued regarding the "Executive Committee Expenses—Other" as 202.89% of the total budget. RoseMary commented that because this retreat is now in

the new fiscal year, we are in a better financial position than the numbers reflect. A discussion ensued regarding expense allocations and reporting.

4. Board of Governors Meetings

Stephanie Taylor discussed the role of the Board of Governors and its impact on the Sections. She stressed the importance of having a Section representative attend BOG meetings to listen and advocate when needed.

- a. **May Meeting Report**-- Jennifer King reported on the July BOG meeting. She said the primary focus was on malpractice insurance. A discussion ensued regarding malpractice insurance requirements (or lack thereof) by the state. Michael Safren reported that BOG had established a charter for a taskforce to review Washington's malpractice insurance requirements. Jennifer also reported that BOG discussed increasing its share of Section dues to \$22, and a discussion ensued regarding the timing and impact of such a change to the Sections.
- b. **September Meeting Report**—Stephanie Taylor reported that Tiffany Gorton attended the September BOG meeting and summarized Tiffany's notes and comments. She said they want someone from our Section to work with the LLLT committee. A discussion ensued regarding whether that position would be a voting member or a liaison and the importance of our Section having a vote in the development of the LLLT moving forward. Tiffany's notes also stated that the Bar foundation and equity and inclusion issues were discussed.

RoseMary Reed said our budget had been voted on and approved with the current \$18.75/member charge by the Bar. A discussion ensued regarding the per member charge. RoseMary also reported that California was revamping its bar association format to reorganize into independent nonprofit sections, not a single organization. A discussion ensued regarding other states' bar organization vs. Washington.

Stephanie Taylor reported that our BOG representative, Kim, solicited our ideas for items to bring to BOG meetings to focus their energy and options.

The discussion returned to the per member charge and the Bar's process and timing with the Sections' budgeting. Jody McCormick asked whether we should let our members know that BOG is discussing increasing its per member charge of the Section fees, and let the members advocate for the Section. RoseMary said she could make note of it in her Notes from the Chair section of the next Newsletter.

Annie Fitzsimmons asked whether the LLLT liaison had to be a member of the Executive Committee, and Stephanie said she would find out. RoseMary said we had room in our

budget to bring a non-Executive Committee member to our meetings to report on the LLLT proposals, if needed.

5. 2017 Midyear Debrief

RoseMary reported on the financials of the 2017 Midyear conference and the importance of sponsors to its profitability. She focused the Committee's attention on the general comments of the participants, which emphasized the participants' desire for forms and sample language from the presentations and materials. She noted that the Midyear report showed that we did not have to worry about trying new venues as attendance was on par with the past. A discussion ensued regarding the timing of the advertising and speaker commitments, as well as written materials vs. electronic and different payment options for hard copies. Stephanie Taylor said she had heard positive feedback on the conference and that people especially loved the Washington-specific focus of the seminar.

Paul Firuz reported on the Young Lawyer event and commented that the timing was not ideal for the intended group. A discussion ensued regarding alternatives and how to make it better for young lawyers, such as holding the event on Friday evening. The discussion shifted to ideas for Young Lawyer events at the 2018 Midyear conference, including a planned social event for Saturday afternoon.

Stephanie Taylor reported that the sponsors felt awkward where they were situated at the conference. RoseMary Reed said that was venue driven and also complicated by the Bar policies on sponsorship levels and benefits.

6. RPPT Annual Report /Goals

RoseMary Reed discussed the annual report and praised Jody McCormick's work in briefing our Section member benefits last year. She then opened the discussion for our Section's goals for the next fiscal year. There is space for five goals, and the expansion of our scholarship program and filling our fellows spots were proffered as the first two goals.

RoseMary then discussed the structure of our Section and the Executive Committee and ancillary members. She also reported on the new nominating and voting procedure for Council Members starting this Spring, and a discussion ensued regarding the impact the new process might have on the Committee.

RoseMary then returned the focus to our stated goals for the coming fiscal year. A discussion ensued regarding the scholarship program, filling the Real Property fellow position as well as replacing the current Probate & Trust fellows as they term out. Stephanie Taylor discussed the idea for a cross-Section convention and a discussion

ensued as to its format, focus, scale, and marketing. RoseMary said she would add the development of the Convention as our third goal.

Devin McComb raised the issue of firm support of seminars like the Midyear, and a discussion ensued regarding the same.

7. Continuing Legal Education

- a. **Future of RPPT CLEs**—RoseMary Reed discussed the future of RPPT CLEs and focused the Committee’s attention on the historical CLE report in the meeting materials. A discussion ensued regarding live vs. webcast attendance and the declining figures for the Spring RP seminar. She also reported that the Bar will not support live CLEs outside of Seattle, except for the Midyear, and requested a dialogue on the vision of the future of our CLEs. A discussion ensued regarding CLE benefits, focus, and improvements, as well as the impact of the Bar’s policy change in 2016 to not require live CLE credits.

Michael Safren discussed the new “webinar” model, and a discussion ensued regarding the incorporation of this new tool in our CLE lineup. RoseMary recommended that we try it for a year or two and the reassess its benefits and impact to our live CLE format.

Paul Firuz identified three primary goals for CLEs: 1) credit; 2) knowledge; 3) networking. He commented that the webcast format met the first two goals, but it did nothing for the third goal. A discussion ensued regarding emphasizing networking as a unique benefit of live CLEs. It was suggested that our Section should survey its members to determine what they feel they are getting as member benefits and specifically their preference for live CLEs vs. webcast. A discussion ensued on how to enhance and embrace both.

RoseMary reported on the revenue from live CLEs vs. repackaged broadcasts to the WSBA. The WSBA and the Section each received \$42,000 in profit from live CLEs over the past 5 years, and the WSBA received approximately \$50,000 in additional profit from repackaged broadcasting that was not shared with the Section.

RoseMary recommended that at the next meeting the Committee review these figures and come up with two things they want to tryout with CLEs, such as increasing the networking benefit of live CLEs and one-hour webinars.

- b. **Real Property**—Brian Lewis reported that the next Real Property CLE is scheduled for December 7th, and that they would be discussing the program focus and speakers in their breakout session.

- c. **Probate and Trust**--Stephanie Taylor reported that Jessica Allen and Anna Cashman were co-chairing the next Probate and Trust CLE, which is scheduled for December 8th. Jessica Allen discussed the speaker line up, agenda, and pricing. Stephanie also reported that the TEDRA CLE in the Spring would be chaired by Tiffany Gorton.

8. Newsletter Update

Clay Gatens reported on the status of the Newsletter. The Summer issue was published, and the feedback was that it had been more academic and less practical than other issues. They are working on the Fall issue, which is scheduled for publication on November 1st. On Friday, October 13th the Newsletter editorial board is meeting in Seattle. He requested that anyone with author or topic ideas should reach out to him.

A discussion ensued regarding incorporating the importance of networking at live CLEs in a newsletter piece. Clay asked if there was flexibility to change the formatting to put the Notes from the Chair in front as a way to focus the readers' attention on different Section opportunities. RoseMary thought that there was flexibility and encouraged Clay to reach out to the Bar to inquire how that might be done.

9. Website and Technology Issues.

Michael Safren gave the Website and Technology Report. The report reflects that we have 2,420 dues paying members. We manage two listserves, of which there are 526 users of the Real Property listserve and 586 users of the Probate and Trust listserve, which reflects its value as a member benefit. From July to October, there were 1,294 unique visits to the RPPT website, and most users were accessing it from a desktop computer.

10. FY 2017-2018 Budget

RoseMary Reed reported that the 2017-2018 budget had been approved by BOG and discussed specific items of note in the budget.

11. Legislation

Stephanie Taylor and Brian Lewis reported that the Bar had lost their legislative liaison and therefore they had nothing to report at this time. A discussion ensued regarding the role of the liaison and its significant importance to our Section. Brian Lewis reported that the legislative session starts on January 8th, 2018, and we need to have the new liaison in place by then. They will talk to the Bar to find out where they are in replacing the liaison and push the importance of the position to our Section and the Bar overall.

12. Young Lawyer/Fellows Report.

RoseMary Reed reported that Danielle Flatt would be representing the Section at the Open Section night happening on November 1st in Tacoma. She asked for additional volunteers to join Danielle. A discussion ensued regarding treats and swag that should be at the table to elicit interest in speaking with our representatives.

Keaton Hille reported on the Young Lawyer initiative to have events at law schools to draw interest to our Section. Paul Firuz added that they had more time to plan and collaborate with the law schools this year and that should make it a more successful effort overall. He restated his interest in shifting the Young Lawyer event at the Midyear conference to Friday night and adding a social activity for Saturday afternoon. RoseMary Reed said there were sufficient funds in the budget to allocate to these activities.

13. Midyear Meetings.

- a. **2018 (Suncadia).** Annie Fitzsimmons reported on the 2018 Midyear Meeting planning. Tiffany Gorton and Tim Jones will be the program co-chairs, and the program is shaping up well. They are lining up sponsors and speakers and generally where they need to be at this point.
- b. **2019 (Spokane).** Stephanie Taylor reported that the 2019 Midyear Meeting would be back in Spokane. Washington Trust Bank has offered to sponsor the faculty dinner on a Lake Coeur d'Alene cruise and a discussion ensued regarding its mechanics.

14. 2018 Retreat.

Annie Fitzsimmons reported that the 2018 retreat would be at Gamble Sands in Brewster, Washington.

15. Approval of Expenses.

Motion to approve. Approved.

16. Adjourn to Council Meetings.

Probate and Trust

Stephanie Taylor revisited the status of upcoming Probate and Trust CLEs, and a discussion ensued regarding the December CLE title and Young Lawyer networking event after party.

Stephanie raised the topic of webinars and how to best use this new tool for our Section. A discussion ensued regarding its possibilities and the desire for primers for new lawyers.

It was decided to do two webinars in the next year, one on the topic of community property and one on basic will drafting. RoseMary volunteered an associate at her firm to do the Community Property program, and Bill Etter and Jessica Allen volunteered to do the will drafting program. They will report back at the November meeting regarding their status and coordination with the Bar regarding the recording process. Stephanie recommended we aim to have the community property webinar released in January and the will drafting webinar released in June.

On the legislative side, Stephanie Taylor reiterated that they are on hold until the legislative liaison had been hired. A discussion ensued regarding the importance of having a liaison for Probate and Trust legislation proposals and fixes.

Paul Firuz revisited the idea of a Young Lawyer event following the December CLE, and a discussion ensued regarding location and logistics. Paul will inquire with the Bar about the idea as well as with the speakers about their interest in joining for the event and will report back in November.

Meeting adjourned.

Real Property

I. Started at 12:40 by B. Lewis

II. Discussion re future potential retreat location

- * Walla Walla
- * Skamania

III. Discussion Re: Fall RP CLE

- * D. Flatt suggested doing a young lawyer/fellow pitch at the CLE
- * Discussed possible young fellow replacements
- * Brainstorm CLE topics
 - i. Dedicating 5-10 minutes at each CLE to promote/inform the audience of the section and opportunities to participate or join the section
 - ii. Promoting scholarship applications
 - iii. Hunger Games theme vetted
 - iv. Residential Real Estate focus

- v. Affordable housing/housing shortage issues
 - vi. Nate cursed the river that started the Hirst decision
 - vii. Land Use Hot Topics
 - viii. Broker's duties and (ethical) considerations in today's extremely competitive buyer's market
 - ix. First in time rental application issues and potential changes in landlord tenant law
- IV. Discussed Rhys staying with CLE and Jamie is going to take on legislative
 - V. Discussed need to make sure section has a legislative liaison
 - VI. Adjourned at 1:39

Tab C

CLE Revenue & Costs

RPPT SPRING REAL ESTATE SECTION PROGRAM CLE REVENUE/COSTS

WSBA RPPT Section				GROSS REVENUE (1)			COSTS (2)					Admin Fee (3)			
Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is charged for above the admin fee)	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product Development	35%/45% Admin Fee from Section to WSBA (35%/45% of gross revenue from live seminar only)	Plan A - Net to Section after Split Live Seminar (= live seminar revenue minus admin fee and direct costs divided by 2 - for live seminar only) (4)	Net to WSBA after Split for Live Seminar only - under Plan A this amount is the same as the Section Split (5)	WSBA Net for Live Seminar (after section split) and Product (6)
FY14 - FY17															
	Seminar	Date	Code												
FY14	2014 Annual Real Estate Spring Update	17-Apr-14	14707	\$22,075	\$20,610	\$42,685	\$4,310	\$22,200	\$1,418	\$9,174	\$37,102	\$7,726	\$5,019	\$5,019	\$564
FY15	Focus on Ever Shifting Landscape - Spring Real Estate	16-Apr-15	15707	\$30,675	\$15,368	\$46,043	\$5,528	\$21,392	\$1,228	\$9,744	\$37,891	\$10,736	\$7,205	\$7,205	\$947
FY16	So This is What's Developing with Real Estate Development	14-Apr-16	16707	\$11,825	\$24,320	\$36,145	\$4,058	\$13,774	\$995	\$7,248	\$26,074	\$5,321	\$1,223	\$1,223	\$8,848
FY17*	14th Annual Trust and Estate Litigation Seminar	7-Apr-17	17707	\$12,160	\$3,870	\$16,030	\$5,117	\$14,382	\$990	\$5,402	\$25,891	\$5,472	\$786	\$786	(\$10,647)
*The Administrative Fee to the Section is a proxy for the true cost of the				\$76,735	\$64,168	\$140,903	\$19,013	\$71,747	\$4,630	\$31,567	\$126,958	\$29,256	\$14,233	\$14,233	(\$288)

** Indirect Costs Estimated Based on Budgeted Figures for FY17

Explanation of numbered columns above:

- (1) Gross Revenue includes all revenue earned from a program including live seminar plus product sales through 9/30/2017
- (2) All costs incurred from a program (live and product). Direct costs are out of pocket costs associated with the development of a live seminar and product development. Indirect costs include staffing costs and overhead allocated to a specific program
- (3) This is the administrative fee paid by the section to WSBA for the live seminar - it is equal to 35% (through FY15) or 45% (FY16 forward) of gross live seminar revenue
- (4) This figure represents the split to the section for the live seminar, after gross live revenue has been reduced by the Administrative Fee and live seminar direct costs.
- (5) This is the net income earned by WSBA after all expenses and the section split has been paid on the live seminar
- (6) This is the net profit/loss WSBA realizes on the live seminar and product sales after accounting for all costs
- The formula for figuring (6) is as follows: (Admin Fee + Net to WSBA after Split for Live Seminar + Gross Product Revenue) - (Indirect Costs Live Seminar + Direct Costs Product + Indirect Costs Product) = WSBA Net for Live Seminar and Product

Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product	35%/45% Admin Fee from Section to WSBA (35%/45% of	Plan A - Net to Section after Split Live Seminar (= live seminar revenue minus	Net to WSBA after Split for Live Seminar only - under Plan A this	WSBA Net for Live Seminar (after section
FY18 Proforma															
	Seminar	Date	Code												
FY18*	2018 Spring Real Estate	April, 2018	18707	12950	18000	\$30,950	\$5,550	\$14,769	\$694	\$3,200	\$24,213	\$5,828	\$786	\$786	\$5,951

*Based on FY18 budget estimates and gross product sales are an estimate for three years - 400 estimated live credit hours and 345 estimated product credit hours/61 programs live and 61 one day or less products

Prepared October 20, 2017

RPPT MIDYEAR SECTION PROGRAM CLE REVENUE/COSTS

WSBA RPPT Section				GROSS REVENUE (1)			COSTS (2)					Admin Fee (3)			
Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is charged for above the admin fee)	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product Development	35%/45% Admin Fee from Section to WSBA (35%/45% of gross revenue from live seminar only)	Plan B - Net to Section after Split Live Seminar (= live seminar revenue minus admin fee and direct costs - for live seminar only) (4)	Net to WSBA after Split for Live Seminar only - under Plan A this amount is the same as the Section Split (5)	WSBA Net for Live Seminar (after section split) and Product (6)
FY14 - FY17															
	Seminar	Date	Code												
FY14	2014 Midyear/Tulalip	6-Jun-14	14704	\$64,422	\$0	\$64,422	\$53,958	\$43,475	\$0	\$0	\$97,433	\$22,548	\$10,603	\$1,481	(\$22,408)
FY15	2015 Midyear/Spokane	12-Jun-15	15704	\$59,069	\$0	\$59,069	\$39,345	\$38,669	\$0	\$0	\$78,014	\$20,674	\$950	\$0	(\$17,995)
FY16	2016 Midyear/Suncadia	17-Jun-17	16704	\$87,450	\$0	\$87,450	\$43,499	\$25,428	\$0	\$0	\$68,927	\$39,353	\$4,599	\$0	\$13,925
FY17*	2017 Midyear/Walla Walla	9-Jun-17	17704	\$75,000	\$0	\$75,000	\$34,163	\$26,463	\$0	\$0	\$60,626	\$33,750	\$7,087	\$0	\$7,287
*The Administrative Fee to the Section is a proxy for the true cost of the				\$285,941	\$0	\$285,941	\$170,965	\$134,035	\$0	\$0	\$305,000	\$116,324	\$132	-\$1,481	(\$19,192)

** Indirect Costs Estimated Based on Budgeted Figures for FY17

Explanation of numbered columns above:

- (1) Gross Revenue includes all revenue earned from a program including live seminar plus product sales through 6/30/2017
- (2) All costs incurred from a program (live and product). Direct costs are out of pocket costs associated with the development of a live seminar and product development. Indirect costs include staffing costs and overhead allocated to a specific program
- (3) This is the administrative fee paid by the section to WSBA for the live seminar - it is equal to 35% (through FY15) or 45% (FY16 forward) of gross live seminar revenue
- (4) This figure represents the split to the section for the live seminar, after gross live revenue has been reduced by the Administrative Fee and live seminar direct costs.
- (5) This is the net income earned by WSBA after all expenses and the section split has been paid on the live seminar (For 2014 Midyear WSBA reduced admin fee by \$1481)
- (6) This is the net profit/loss WSBA realizes on the live seminar and product sales after accounting for all costs

The formula for figuring (6) is as follows: (Admin Fee + Net to WSBA after Split for Live Seminar + Gross Product Revenue) - (Indirect Costs Live Seminar + Direct Costs Product + Indirect Costs Product) = WSBA Net for Live Seminar and Product

Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product	35%/45% Admin Fee from Section to WSBA (35%/45% of	Plan B - Net to Section after Split Live Seminar (= live seminar revenue minus	Net to WSBA after Split for Live Seminar only - under Plan A this	WSBA Net for Live Seminar (after section
FY18 Proforma															
	Seminar	Date	Code												
FY18*	2018 Fall Real Estate Seminar	Dec-18	18702	75000	20000	\$95,000	\$38,000	\$27,176	\$1,388	\$5,887	\$72,451	\$33,750	\$3,250	\$0	\$19,299

*Based on FY18 budget estimates and gross product sales are an estimate for three years - 400 estimated live credit hours and 345 estimated product credit hours/61 programs live and 61 one day or less products
Prepared August 4, 2017

RPPT FALL PROBATE SECTION PROGRAM CLE REVENUE/COSTS

WSBA RPPT Section				GROSS REVENUE (1)			COSTS (2)					Admin Fee (3)			
Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is charged for above the admin fee)	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product Development	35%/45% Admin Fee from Section to WSBA (35%/45% of gross revenue from live seminar only)	Plan A - Net to Section after	Net to WSBA after Split for Live Seminar only - under Plan A this amount is the same as the Section Split (5)	WSBA Net for Live Seminar (after section split) and Product (6)
FY14 - FY17													Split Live Seminar (= live seminar revenue minus admin fee and direct costs divided by 2 - for live seminar only) (4)		
	Seminar	Date	Code												
FY14	Moving On: A Pragmatic Approach to Succession Planning Closely Held Businesses	6-Dec-13	14497	\$21,600	\$9,000	\$30,600	\$5,036	\$22,200	\$1,418	\$9,174	\$37,828	\$7,560	\$4,502	\$4,502	(\$11,730)
FY15	Estate Planning Under the New Paradigm	5-Dec-14	15497	\$51,850	\$35,240	\$87,090	\$4,982	\$19,746	\$1,228	\$8,994	\$34,950	\$18,148	\$14,360	\$14,360	\$37,780
FY16	Advising Clients in a Shifting Environment	2-Dec-15	16497	\$59,425	\$31,501	\$90,926	\$4,995	\$12,714	\$995	\$6,690	\$25,394	\$26,741	\$13,844	\$13,844	\$51,688
FY17*	Fall Probate and Trust Seminar	6-Dec-16	17497	\$43,100	\$20,476	\$63,576	\$5,797	\$13,807	\$990	\$6,174	\$26,768	\$19,395	\$8,954	\$8,954	\$27,854
*The Administrative Fee to the Section is a proxy for the true cost of the seminar.				\$175,975	\$96,217	\$272,192	\$20,810	\$68,467	\$4,630	\$31,032	\$124,939	\$71,844	\$41,661	\$41,661	\$105,592

**The Administrative Fee to the Section is a proxy for the true cost of the seminar. In FY16 the fee was raised to 45% from 35% of Gross Live Seminar Revenue. The Direct and Indirect Costs for a Live Seminar do not include the Administrative Fee.*

** Indirect Costs Estimated Based on Budgeted Figures for FY17

Explanation of numbered columns above:

- (1) Gross Revenue includes all revenue earned from a program including live seminar plus product sales through 9/30/2017
- (2) All costs incurred from a program (live and product). Direct costs are out of pocket costs associated with the development of a live seminar and product development. Indirect costs include staffing costs and overhead allocated to a specific program
- (3) This is the administrative fee paid by the section to WSBA for the live seminar - it is equal to 35% (through FY15) or 45% (FY16 forward) of gross live seminar revenue
- (4) This figure represents the split to the section for the live seminar, after gross live revenue has been reduced by the Administrative Fee and live seminar direct costs.
- (5) This is the net income earned by WSBA after all expenses and the section split has been paid on the live seminar
- (6) This is the net profit/loss WSBA realizes on the live seminar and product sales after accounting for all costs
- The formula for figuring (6) is as follows: (Admin Fee + Net to WSBA after Split for Live Seminar + Gross Product Revenue) - (Indirect Costs Live Seminar + Direct Costs Product + Indirect Costs Product) = WSBA Net for Live Seminar and Product

Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product	35%/45% Admin Fee from Section to WSBA (35%/45% of	Plan A - Net to Section after Split Live Seminar (= live seminar revenue minus	Net to WSBA after Split for Live Seminar only - under Plan A this	WSBA Net for Live Seminar (after section split) and
FY18 Proforma															
	Seminar	Date	Code												
FY18*	2018 Fall Probate Seminar	Dec-17	18497	40000	28000	\$68,000	5700	\$14,179	\$694	\$3,072	\$23,644	\$18,000	\$8,150	\$8,150	\$36,206

*Based on FY18 budget estimates and gross product sales are an estimate for three years - 400 estimated live credit hours and 345 estimated product credit hours/61 programs live and 61 one day or less products
Prepared October 20, 2017

RPPT FALL REAL ESTATE SECTION PROGRAM CLE REVENUE/COSTS

WSBA RPPT Section				GROSS REVENUE (1)			COSTS (2)					Admin Fee (3)			
Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is charged for above the admin fee)	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product Development	35%/45% Admin Fee from Section to WSBA (35%/45% of gross revenue from live seminar only)	Plan A - Net to Section after Split Live Seminar (= live seminar revenue minus admin fee and direct costs divided by 2 - for live seminar only) (4)	Net to WSBA after Split for Live Seminar only - under Plan A this amount is the same as the Section Split (5)	WSBA Net for Live Seminar (after section split) and Product (6)
FY14 - FY17															
	Seminar	Date	Code												
FY14	20th Annual Fall Real Estate Seminar	4-Dec-13	14702	\$52,530	\$15,774	\$68,304	\$6,225	\$22,200	\$1,418	\$9,174	\$39,017	\$18,386	\$13,960	\$13,960	\$15,327
FY15	A Focus on the Residential Real Estate Transaction	12-Dec-14	15702	\$60,125	\$29,170	\$89,295	\$4,512	\$20,569	\$1,228	\$9,369	\$35,677	\$21,044	\$17,285	\$17,285	\$36,333
FY16	Current Events Explosion: Recent Development in Real Estate Law	16-Dec-15	16702	\$65,474	\$29,963	\$95,437	\$4,418	\$13,774	\$995	\$7,248	\$26,434	\$29,463	\$15,796	\$15,796	\$53,207
FY17*	RPPT Fall Real Estate Seminar	16-Dec-16	17702	\$18,754	\$16,428	\$35,182	\$5,514	\$14,382	\$990	\$6,431	\$27,317	\$8,439	\$2,400	\$2,400	\$5,464
*The Administrative Fee to the Section is a proxy for the true cost of the				\$196,883	\$91,335	\$288,218	\$20,669	\$70,924	\$4,630	\$32,222	\$128,445	\$77,332	\$49,441	\$49,441	\$110,332

** Indirect Costs Estimated Based on Budgeted Figures for FY17

- Explanation of numbered columns above:**
- (1)** Gross Revenue includes all revenue earned from a program including live seminar plus product sales through 9/30/2017
 - (2)** All costs incurred from a program (live and product). Direct costs are out of pocket costs associated with the development of a live seminar and product development. Indirect costs include staffing costs and overhead allocated to a specific program
 - (3)** This is the administrative fee paid by the section to WSBA for the live seminar - it is equal to 35% (through FY15) or 45% (FY16 forward) of gross live seminar revenue
 - (4)** This figure represents the split to the section for the live seminar, after gross live revenue has been reduced by the Administrative Fee and live seminar direct costs.
 - (5)** This is the net income earned by WSBA after all expenses and the section split has been paid on the live seminar
 - (6)** This is the net profit/loss WSBA realizes on the live seminar and product sales after accounting for all costs
- The formula for figuring (6) is as follows:** (Admin Fee + Net to WSBA after Split for Live Seminar + Gross Product Revenue) - (Indirect Costs Live Seminar + Direct Costs Product + Indirect Costs Product) = WSBA Net for Live Seminar and Product

Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product	35%/45% Admin Fee from Section to WSBA (35%/45% of	Plan A - Net to Section after Split Live Seminar (= live seminar revenue minus	Net to WSBA after Split for Live Seminar only - under Plan A this	WSBA Net for Live Seminar (after section
FY18 Proforma															
	Seminar	Date	Code												
FY18*	2018 Fall Real Estate Seminar	Dec-18	18702	15000	25000	\$40,000	5500	\$14,769	\$694	\$3,200	\$24,163	\$6,750	\$1,375	\$1,375	\$14,462

*Based on FY18 budget estimates and gross product sales are an estimate for three years - 400 estimated live credit hours and 345 estimated product credit hours/61 programs live and 61 one day or less products
Prepared October 20, 2017

RPPT TRUST AND ESTATE LITIGATION SECTION PROGRAM CLE REVENUE/COSTS

WSBA RPPT Section				GROSS REVENUE (1)			COSTS (2)					Admin Fee (3)			
Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is charged for above the admin fee)	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product Development	35%/45% Admin Fee from Section to WSBA (35%/45% of gross revenue from live seminar only)	Plan A - Net to Section after Split Live Seminar (= live seminar revenue minus admin fee and direct costs divided by 2 - for live seminar only) (4)	Net to WSBA after Split for Live Seminar only - under Plan A this amount is the same as the Section Split (5)	WSBA Net for Live Seminar (after section split) and Product (6)
FY14 - FY17															
	Seminar	Date	Code												
FY14	11th Annual Trust & Estate Litigation Seminar	7-May-14	14498	\$30,375	\$12,564	\$42,939	\$4,768	\$23,125	\$1,418	\$9,556	\$38,867	\$10,631	\$7,488	\$7,488	(\$3,416)
FY15	12th Annual Trust & Estate Litigation Seminar	22-Apr-15	15498	\$47,025	\$15,244	\$62,269	\$5,798	\$21,392	\$1,228	\$9,744	\$38,161	\$16,459	\$12,384	\$12,384	\$11,724
FY16	13th Annual Trust & Estate Litigation Seminar	22-Apr-16	16498	\$33,523	\$16,194	\$49,717	\$3,853	\$13,774	\$995	\$7,248	\$25,869	\$15,085	\$7,292	\$7,292	\$16,555
FY17*	14th Annual Trust and Estate Litigation Seminar	21-Apr-17	17498	\$23,373	\$4,446	\$27,819	\$6,064	\$14,957	\$990	\$6,689	\$28,700	\$10,518	\$3,395	\$3,395	(\$4,277)
*The Administrative Fee to the Section is a proxy for the true cost of the				\$134,295	\$48,448	\$182,743	\$20,483	\$73,247	\$4,630	\$33,236	\$131,596	\$52,693	\$30,560	\$30,560	\$20,587

**The Administrative Fee to the Section is a proxy for the true cost of the seminar. In FY16 the fee was raised to 45% from 35% of Gross Live Seminar Revenue. The Direct and Indirect Costs for a Live Seminar do not include the Administrative Fee.*

** Indirect Costs Estimated Based on Budgeted Figures for FY17

Explanation of numbered columns above:

- (1) Gross Revenue includes all revenue earned from a program including live seminar plus product sales through 9/30/2017
 - (2) All costs incurred from a program (live and product). Direct costs are out of pocket costs associated with the development of a live seminar and product development. Indirect costs include staffing costs and overhead allocated to a specific program
 - (3) This is the administrative fee paid by the section to WSBA for the live seminar - it is equal to 35% (through FY15) or 45% (FY16 forward) of gross live seminar revenue
 - (4) This figure represents the split to the section for the live seminar, after gross live revenue has been reduced by the Administrative Fee and live seminar direct costs.
 - (5) This is the net income earned by WSBA after all expenses and the section split has been paid on the live seminar
 - (6) This is the net profit/loss WSBA realizes on the live seminar and product sales after accounting for all costs
- The formula for figuring (6) is as follows: (Admin Fee + Net to WSBA after Split for Live Seminar + Gross Product Revenue) - (Indirect Costs Live Seminar + Direct Costs Product + Indirect Costs Product) = WSBA Net for Live Seminar and Product

Seminar & Post-Seminar Online Products				Gross - Live Seminar	Gross - Product	Total Gross	Direct - Live Seminar (only expense section is	Indirect - Live Seminars (paid by WSBA)	Direct - Product (paid by WSBA)	Indirect - Product (paid by WSBA)	Total Costs for Live Seminar and Product	35%/45% Admin Fee from Section to WSBA (35%/45% of	Plan A - Net to Section after Split Live Seminar (= live seminar revenue minus	Net to WSBA after Split for Live Seminar only - under Plan A this	WSBA Net for Live Seminar (after section
FY18 Proforma															
	Seminar	Date	Code												
FY18*	2018 Spring Probate	April, 2018	18498	23000	15000	\$38,000	\$5,500	\$15,360	\$694	\$3,328	\$24,882	\$10,350	\$3,575	\$3,575	\$9,543

*Based on FY18 budget estimates and gross product sales are an estimate for three years - 400 estimated live credit hours and 345 estimated product credit hours/61 programs live and 61 one day or less products
Prepared October 20, 2017

Tab D

Tab E

Website Analytics

Overview

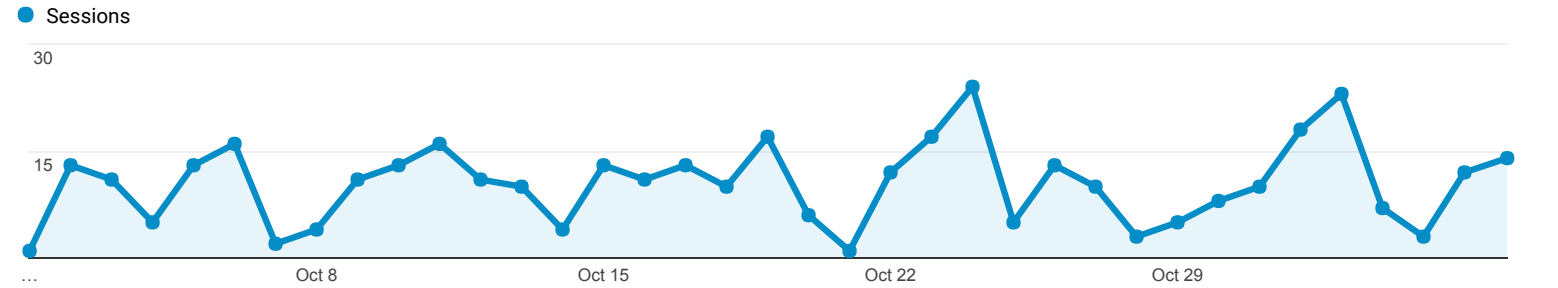
All Users

100.00% Sessions

Oct 1, 2017 - Nov 6, 2017

Explorer

Summary



Device Category	Acquisition			Behavior			Conversions		
	Sessions	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value
	385 % of Total: 100.00% (385)	67.53% Avg for View: 67.53% (0.00%)	260 % of Total: 100.00% (260)	46.49% Avg for View: 46.49% (0.00%)	4.14 Avg for View: 4.14 (0.00%)	00:02:21 Avg for View: 00:02:21 (0.00%)	0.00% Avg for View: 0.00% (0.00%)	0 % of Total: 0.00% (0)	\$0.00 % of Total: 0.00% (\$0.00)
1. desktop	339 (88.05%)	66.96%	227 (87.31%)	43.66%	4.44	00:02:35	0.00%	0 (0.00%)	\$0.00 (0.00%)
2. mobile	25 (6.49%)	92.00%	23 (8.85%)	68.00%	1.88	00:00:33	0.00%	0 (0.00%)	\$0.00 (0.00%)
3. tablet	21 (5.45%)	47.62%	10 (3.85%)	66.67%	2.00	00:00:41	0.00%	0 (0.00%)	\$0.00 (0.00%)

Rows 1 - 3 of 3



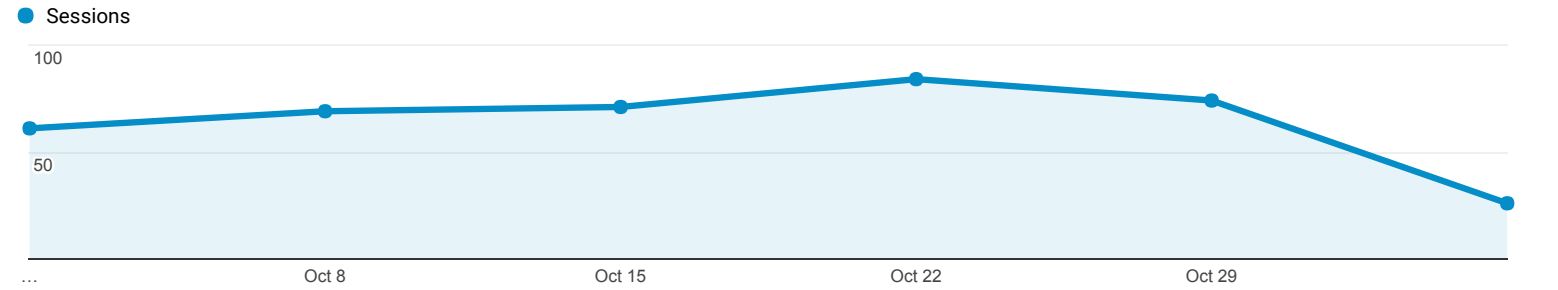
Audience Overview

All Users

100.00% Sessions

Oct 1, 2017 - Nov 6, 2017

Overview



Sessions

385

Users

318

Pageviews

1,594

Pages / Session

4.14

Avg. Session Duration

00:02:21

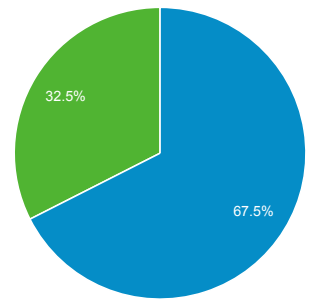
Bounce Rate

46.49%

% New Sessions

67.53%

New Visitor Returning Visitor



Language		Sessions	% Sessions
1.	en-us	365	94.81%
2.	(not set)	15	3.90%
3.	zh-cn	3	0.78%
4.	c	1	0.26%
5.	en-gb	1	0.26%

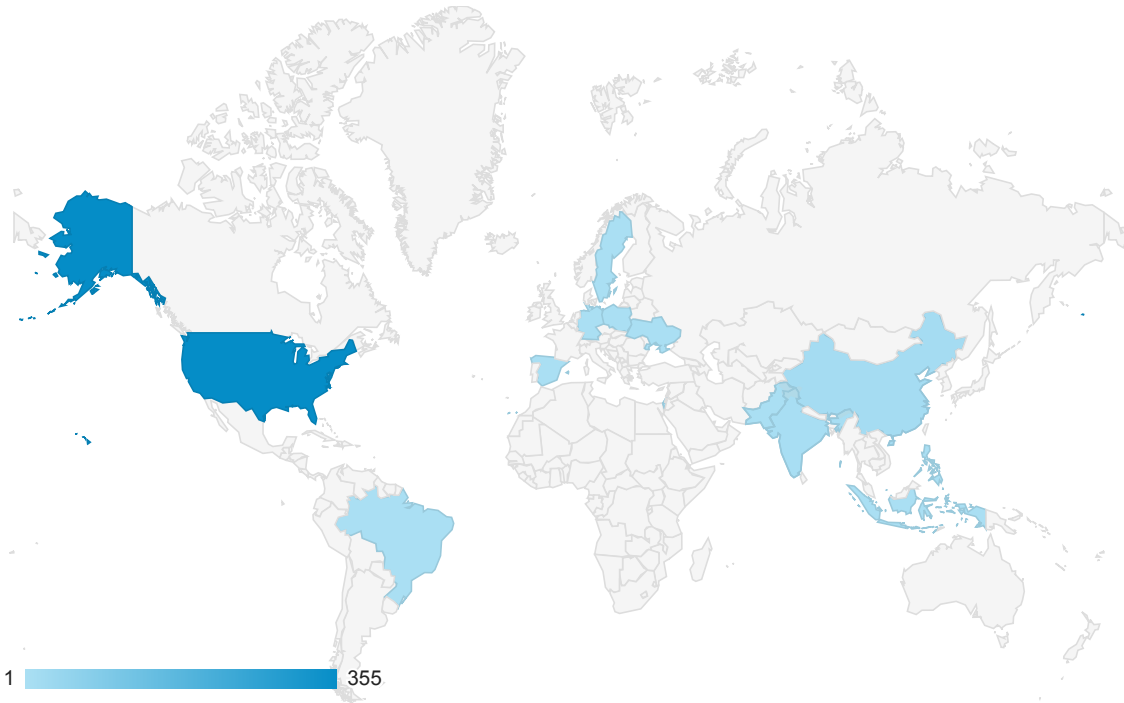
Location

All Users
100.00% Sessions

Oct 1, 2017 - Nov 6, 2017

Map Overlay

Summary



Country	Acquisition			Behavior			Conversions		
	Sessions	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value
	385 % of Total: 100.00% (385)	67.53% Avg for View: 67.53% (0.00%)	260 % of Total: 100.00% (260)	46.49% Avg for View: 46.49% (0.00%)	4.14 Avg for View: 4.14 (0.00%)	00:02:21 Avg for View: 00:02:21 (0.00%)	0.00% Avg for View: 0.00% (0.00%)	0 % of Total: 0.00% (0)	\$0.00 % of Total: 0.00% (\$0.00)
1. United States	355 (92.21%)	64.79%	230 (88.46%)	43.38%	4.38	00:02:31	0.00%	0 (0.00%)	\$0.00 (0.00%)
2. China	12 (3.12%)	100.00%	12 (4.62%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
3. India	5 (1.30%)	100.00%	5 (1.92%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
4. Brazil	2 (0.52%)	100.00%	2 (0.77%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
5. Poland	2 (0.52%)	100.00%	2 (0.77%)	0.00%	2.00	00:00:07	0.00%	0 (0.00%)	\$0.00 (0.00%)
6. Germany	1 (0.26%)	100.00%	1 (0.38%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
7. Spain	1 (0.26%)	100.00%	1 (0.38%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
8. Indonesia	1 (0.26%)	100.00%	1 (0.38%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
9. Israel	1 (0.26%)	100.00%	1 (0.38%)	0.00%	5.00	00:01:51	0.00%	0 (0.00%)	\$0.00 (0.00%)
10. Philippines	1 (0.26%)	100.00%	1 (0.38%)	0.00%	2.00	00:07:13	0.00%	0 (0.00%)	\$0.00 (0.00%)

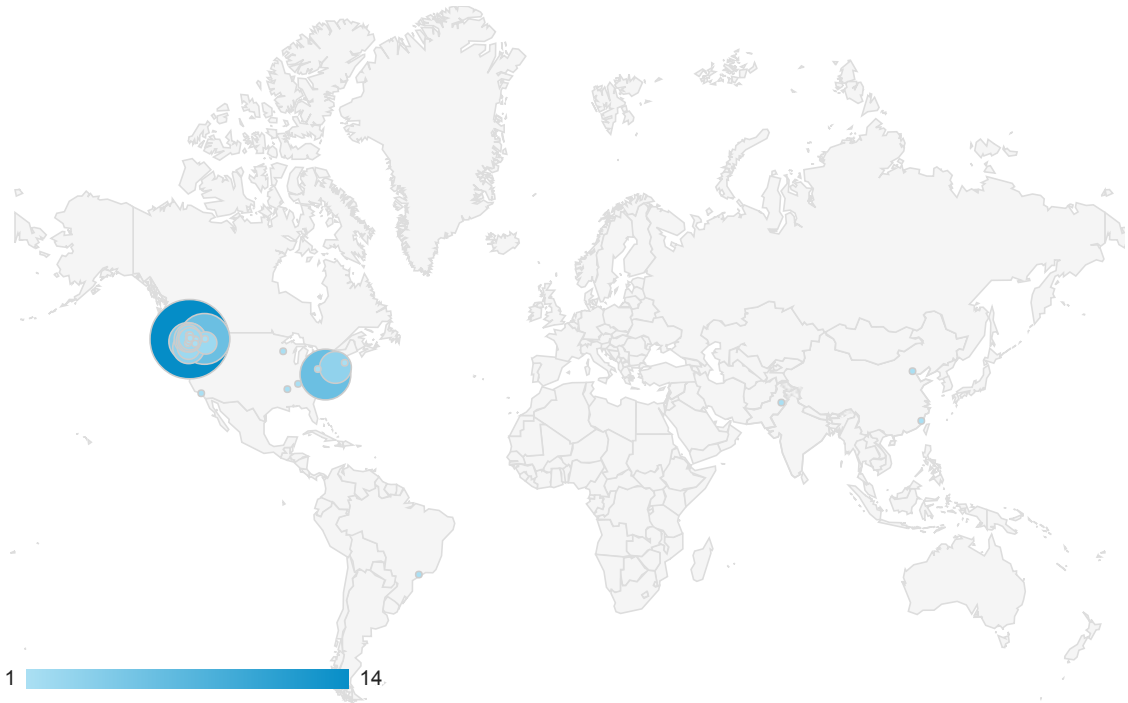
Location

All Users
100.00% Sessions

Oct 31, 2017 - Nov 6, 2017

Map Overlay

Summary



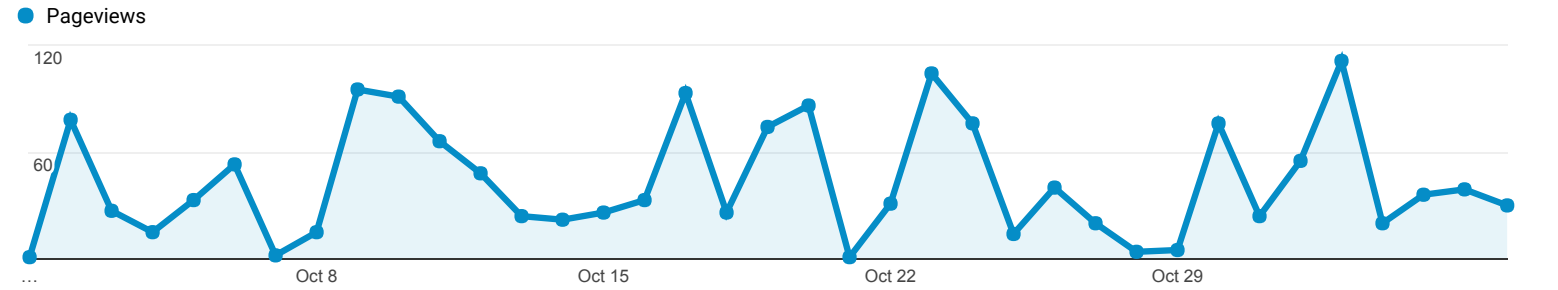
City	Acquisition			Behavior			Conversions		
	Sessions	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value
	87 % of Total: 100.00% (87)	71.26% Avg for View: 71.26% (0.00%)	62 % of Total: 100.00% (62)	44.83% Avg for View: 44.83% (0.00%)	3.62 Avg for View: 3.62 (0.00%)	00:01:44 Avg for View: 00:01:44 (0.00%)	0.00% Avg for View: 0.00% (0.00%)	0 % of Total: 0.00% (0)	\$0.00 % of Total: 0.00% (\$0.00)
1. Seattle	14 (16.09%)	71.43%	10 (16.13%)	42.86%	3.14	00:00:59	0.00%	0 (0.00%)	\$0.00 (0.00%)
2. Ashburn	6 (6.90%)	100.00%	6 (9.68%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
3. Spokane	6 (6.90%)	100.00%	6 (9.68%)	0.00%	5.83	00:01:46	0.00%	0 (0.00%)	\$0.00 (0.00%)
4. (not set)	4 (4.60%)	75.00%	3 (4.84%)	50.00%	1.50	00:00:53	0.00%	0 (0.00%)	\$0.00 (0.00%)
5. Olympia	4 (4.60%)	75.00%	3 (4.84%)	50.00%	1.50	00:00:17	0.00%	0 (0.00%)	\$0.00 (0.00%)
6. Clifton	3 (3.45%)	100.00%	3 (4.84%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
7. Bellevue	3 (3.45%)	100.00%	3 (4.84%)	0.00%	5.00	00:02:05	0.00%	0 (0.00%)	\$0.00 (0.00%)
8. Vancouver	3 (3.45%)	33.33%	1 (1.61%)	0.00%	17.33	00:10:38	0.00%	0 (0.00%)	\$0.00 (0.00%)
9. Moscow	2 (2.30%)	0.00%	0 (0.00%)	0.00%	2.50	00:00:09	0.00%	0 (0.00%)	\$0.00 (0.00%)
10. Portland	2 (2.30%)	50.00%	1 (1.61%)	0.00%	4.50	00:00:46	0.00%	0 (0.00%)	\$0.00 (0.00%)

Pages

All Users
100.00% Pageviews

Oct 1, 2017 - Nov 6, 2017


Explorer



Page	Pageviews	Unique Pageviews	Avg. Time on Page	Entrances	Bounce Rate	% Exit	Page Value
	1,594 % of Total: 100.00% (1,594)	1,007 % of Total: 100.00% (1,007)	00:00:45 Avg for View: 00:00:45 (0.00%)	385 % of Total: 100.00% (385)	46.49% Avg for View: 46.49% (0.00%)	24.15% Avg for View: 24.15% (0.00%)	\$0.00 % of Total: 0.00% (\$0.00)
1. /	384 (24.09%)	264 (26.22%)	00:00:49	250 (64.94%)	44.00%	36.20%	\$0.00 (0.00%)
2. /Login.aspx?path=/Private/	140 (8.78%)	57 (5.66%)	00:00:31	2 (0.52%)	100.00%	7.14%	\$0.00 (0.00%)
3. /Private/	104 (6.52%)	76 (7.55%)	00:00:21	0 (0.00%)	0.00%	2.88%	\$0.00 (0.00%)
4. /emailpassword.aspx	92 (5.77%)	40 (3.97%)	00:01:10	8 (2.08%)	12.50%	6.52%	\$0.00 (0.00%)
5. /Login.aspx?path=/private/DrawOneNewsletter.aspx?DocumentID=170	83 (5.21%)	46 (4.57%)	00:00:13	23 (5.97%)	26.09%	16.87%	\$0.00 (0.00%)
6. /listservs/	79 (4.96%)	65 (6.45%)	00:01:34	31 (8.05%)	70.97%	55.70%	\$0.00 (0.00%)
7. /search/listsearch.aspx	77 (4.83%)	9 (0.89%)	00:00:47	0 (0.00%)	0.00%	6.49%	\$0.00 (0.00%)
8. /Private/DrawNewsletters.aspx?PageID=67	45 (2.82%)	31 (3.08%)	00:01:43	1 (0.26%)	0.00%	17.78%	\$0.00 (0.00%)
9. /Login.aspx	44 (2.76%)	39 (3.87%)	00:00:16	9 (2.34%)	11.11%	11.36%	\$0.00 (0.00%)
10. /cles/	40 (2.51%)	34 (3.38%)	00:00:19	4 (1.04%)	50.00%	45.00%	\$0.00 (0.00%)
11. /resources/	30 (1.88%)	23 (2.28%)	00:02:34	11 (2.86%)	63.64%	63.33%	\$0.00 (0.00%)
12. /newsletters/	23 (1.44%)	19 (1.89%)	00:00:42	0 (0.00%)	0.00%	34.78%	\$0.00 (0.00%)
13. /Private/DrawChangePassword.aspx	23 (1.44%)	9 (0.89%)	00:00:48	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
14. /Private/DrawDeskbook.aspx?PageID=70&CategoryID=3	22 (1.38%)	22 (2.18%)	00:02:22	1 (0.26%)	100.00%	36.36%	\$0.00 (0.00%)
15. /legislation/	19 (1.19%)	14 (1.39%)	00:01:12	6 (1.56%)	50.00%	36.84%	\$0.00 (0.00%)
16. /Private/Newsletters.aspx?CategoryID=1&PageID=67&DocumentID=191	18 (1.13%)	8 (0.79%)	00:00:14	0 (0.00%)	0.00%	33.33%	\$0.00 (0.00%)
17. /DrawOnePage.aspx?PageID=104	17 (1.07%)	14 (1.39%)	00:00:29	5 (1.30%)	40.00%	29.41%	\$0.00 (0.00%)
18. /about/	16 (1.00%)	14 (1.39%)	00:00:20	1 (0.26%)	100.00%	37.50%	\$0.00 (0.00%)
19. /Private/NewsletterSearch/Default.aspx	15 (0.94%)	3 (0.30%)	00:00:48	0 (0.00%)	0.00%	6.67%	\$0.00 (0.00%)
	15	3		0			\$0.00

20.	/search/listsearch.aspx?page=2	(0.94%)	(0.30%)	00:00:27	(0.00%)	0.00%	0.00%	(0.00%)
21.	/executive-committee/	14 (0.88%)	14 (1.39%)	00:05:44	7 (1.82%)	85.71%	71.43%	\$0.00 (0.00%)
22.	/private/DrawOneNewsletter.aspx?DocumentID=170	14 (0.88%)	10 (0.99%)	00:00:07	0 (0.00%)	0.00%	35.71%	\$0.00 (0.00%)
23.	/private/Newsletters.aspx	14 (0.88%)	9 (0.89%)	00:00:22	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
24.	/Private/NewsletterSearch/default.aspx	14 (0.88%)	3 (0.30%)	00:00:49	0 (0.00%)	0.00%	7.14%	\$0.00 (0.00%)
25.	/DrawOnePage.aspx?PageID=66	13 (0.82%)	11 (1.09%)	00:00:16	2 (0.52%)	0.00%	7.69%	\$0.00 (0.00%)
26.	/Login.aspx?path=/Private/DrawNewsletters.aspx?PageID=67	11 (0.69%)	9 (0.89%)	00:00:07	1 (0.26%)	0.00%	54.55%	\$0.00 (0.00%)
27.	/real-property-deskbook/	11 (0.69%)	8 (0.79%)	00:00:27	1 (0.26%)	0.00%	9.09%	\$0.00 (0.00%)
28.	/Search/Default.aspx	11 (0.69%)	4 (0.40%)	00:00:14	0 (0.00%)	0.00%	9.09%	\$0.00 (0.00%)
29.	/Login.aspx?path=/Private/DrawDeskbook.aspx?PageID=70&CategoryID=3	10 (0.63%)	8 (0.79%)	00:00:23	0 (0.00%)	0.00%	40.00%	\$0.00 (0.00%)
30.	/search/listsearch.aspx?page=14	10 (0.63%)	1 (0.10%)	00:00:15	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
31.	/DrawOnePage.aspx?PageID=95	9 (0.56%)	8 (0.79%)	00:00:11	3 (0.78%)	33.33%	11.11%	\$0.00 (0.00%)
32.	/search/listsearch.aspx?page=16	8 (0.50%)	1 (0.10%)	00:00:57	0 (0.00%)	0.00%	12.50%	\$0.00 (0.00%)
33.	/Private/Newsletters.aspx?CategoryID=1&PageID=67&DocumentID=157	7 (0.44%)	5 (0.50%)	00:00:21	1 (0.26%)	100.00%	28.57%	\$0.00 (0.00%)
34.	/for-members/	6 (0.38%)	4 (0.40%)	00:00:18	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
35.	/Private/DrawOneNewsletter.aspx?Action=GetOne&DocumentID=173	6 (0.38%)	6 (0.60%)	00:00:44	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
36.	/Private/NewsletterSearch/	6 (0.38%)	3 (0.30%)	00:00:08	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
37.	/DrawOnePage.aspx?PageID=94	5 (0.31%)	3 (0.30%)	00:00:29	1 (0.26%)	0.00%	40.00%	\$0.00 (0.00%)
38.	/Login.aspx?path=/management/	5 (0.31%)	5 (0.50%)	00:01:22	2 (0.52%)	100.00%	60.00%	\$0.00 (0.00%)
39.	/Login.aspx?path=/Management/SingleMemberSearch.aspx	5 (0.31%)	4 (0.40%)	00:04:05	4 (1.04%)	75.00%	60.00%	\$0.00 (0.00%)
40.	/Login.aspx?path=/Private/Content/News/2017_04 RPPT News.pdf	5 (0.31%)	3 (0.30%)	00:01:53	2 (0.52%)	50.00%	40.00%	\$0.00 (0.00%)
41.	/Login.aspx?path=/Private/DrawChangePassword.aspx	5 (0.31%)	4 (0.40%)	00:00:13	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
42.	/Login.aspx?path=/Private/DrawMinutes.aspx?PageID=68	5 (0.31%)	5 (0.50%)	00:01:19	1 (0.26%)	0.00%	20.00%	\$0.00 (0.00%)
43.	/Private/DrawOneNewsletter.aspx?Action=GetOne&DocumentID=157	5 (0.31%)	2 (0.20%)	00:01:24	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
44.	/Private/DrawOneNewsletter.aspx?Action=GetOne&DocumentID=185	5 (0.31%)	3 (0.30%)	00:04:04	0 (0.00%)	0.00%	40.00%	\$0.00 (0.00%)
45.	/Private/Newsletters.aspx?CategoryID=1&PageID=67&DocumentID=154	5 (0.31%)	3 (0.30%)	00:00:16	0 (0.00%)	0.00%	40.00%	\$0.00 (0.00%)
46.	/Private/Newsletters.aspx?CategoryID=1&PageID=67&DocumentID=173	5 (0.31%)	4 (0.40%)	00:00:28	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
47.	/Search/Default.aspx?PageID=79	5 (0.31%)	4 (0.40%)	00:00:10	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
48.	/Search/Default.aspx?PageID=84	5 (0.31%)	3 (0.30%)	00:00:54	0 (0.00%)	0.00%	0.00%	\$0.00 (0.00%)
49.	/Login.aspx?path=/Private/Content/News/2017_05 RPPT News2.pdf	4 (0.25%)	2 (0.20%)	00:00:14	1 (0.26%)	100.00%	25.00%	\$0.00 (0.00%)
50.	/Login.aspx?path=/Private/Content/News/RPPT Summer 2016 Newsletter_0901.pdf	4 (0.25%)	3 (0.30%)	00:00:38	0 (0.00%)	0.00%	25.00%	\$0.00 (0.00%)

Search Terms



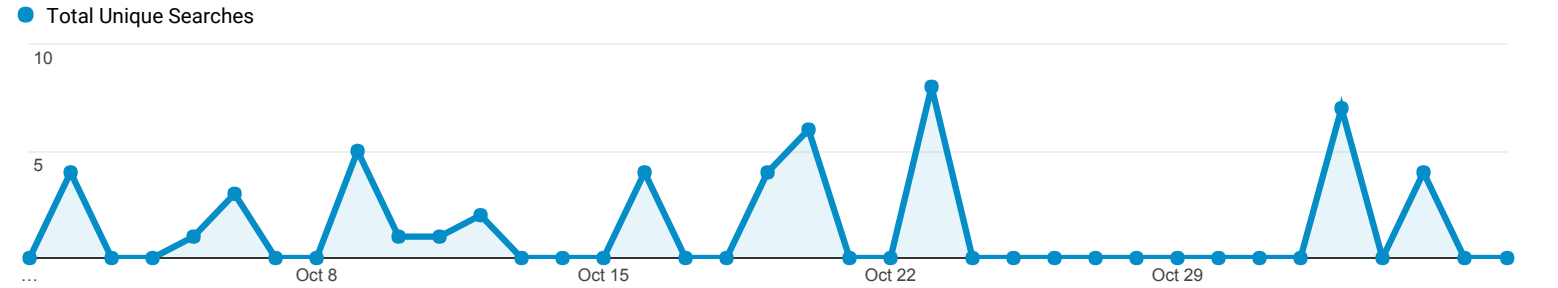
All Users

100.00% Total Unique Searches

Oct 1, 2017 - Nov 6, 2017

Explorer

Site Usage



Search Term	Total Unique Searches	Results Pageviews / Search	% Search Exits	% Search Refinements	Time after Search	Avg. Search Depth
	50 % of Total: 100.00% (50)	3.48 Avg for View: 3.48 (0.00%)	20.00% Avg for View: 20.00% (0.00%)	24.71% Avg for View: 24.71% (0.00%)	00:03:33 Avg for View: 00:03:33 (0.00%)	1.26 Avg for View: 1.26 (0.00%)
1. "	1 (2.00%)	1.00	0.00%	100.00%	00:00:10	0.00
2. "192 wn.app. 527"	1 (2.00%)	2.00	0.00%	50.00%	00:00:13	1.00
3. "192 Wn.app. 527"	1 (2.00%)	1.00	0.00%	100.00%	00:00:03	0.00
4. "368 P.3d 227"	1 (2.00%)	2.00	0.00%	50.00%	00:01:28	0.00
5. "due on sale"	1 (2.00%)	2.00	0.00%	50.00%	00:00:27	0.00
6. "martin v. smith"	1 (2.00%)	2.00	0.00%	100.00%	00:00:24	0.00
7. 192 Wn.app. 527	1 (2.00%)	1.00	0.00%	100.00%	00:23:53	15.00
8. airbnb	1 (2.00%)	6.00	0.00%	50.00%	00:30:40	5.00
9. cle	1 (2.00%)	1.00	0.00%	0.00%	00:03:03	3.00
10. deed	1 (2.00%)	42.00	100.00%	0.00%	00:17:17	0.00
11. deed held as husband and wife	1 (2.00%)	2.00	0.00%	50.00%	00:00:14	0.00
12. deed husband and wife	1 (2.00%)	8.00	0.00%	12.50%	00:01:53	0.00
13. due on sale	1 (2.00%)	3.00	0.00%	66.67%	00:04:10	2.00
14. due-on-sale	1 (2.00%)	4.00	100.00%	25.00%	00:01:09	0.00
15. estate	1 (2.00%)	2.00	0.00%	0.00%	00:02:50	3.00
16. estate affidavit	1 (2.00%)	1.00	0.00%	100.00%	00:00:21	0.00
17. fall conference	1 (2.00%)	1.00	0.00%	0.00%	00:02:38	5.00
18. gun	1 (2.00%)	1.00	0.00%	100.00%	00:00:04	0.00
19. gun trust	1 (2.00%)	2.00	0.00%	100.00%	00:00:13	0.00

20.	hicks	1 (2.00%)	2.00	100.00%	0.00%	00:00:05	0.00
21.	husband	1 (2.00%)	18.00	0.00%	5.56%	00:06:36	0.00
22.	husband and wife	1 (2.00%)	5.00	0.00%	20.00%	00:06:30	0.00
23.	jurisdiction	1 (2.00%)	2.00	0.00%	50.00%	00:07:19	0.00
24.	Massachusetts	1 (2.00%)	3.00	100.00%	0.00%	00:00:57	0.00
25.	mexico	1 (2.00%)	2.00	100.00%	0.00%	00:07:03	0.00
26.	mexico real estate	1 (2.00%)	1.00	0.00%	100.00%	00:00:28	1.00
27.	new power of attorney form	1 (2.00%)	1.00	0.00%	0.00%	00:00:46	2.00
28.	official comments	1 (2.00%)	1.00	0.00%	100.00%	00:00:14	0.00
29.	official comments condominium act	1 (2.00%)	1.00	0.00%	0.00%	00:00:13	1.00
30.	omitted	1 (2.00%)	8.00	0.00%	25.00%	00:03:13	0.00
31.	omitted child	1 (2.00%)	1.00	0.00%	0.00%	00:02:56	2.00
32.	omitted child trust	1 (2.00%)	2.00	0.00%	50.00%	00:00:20	0.00
33.	pacific	1 (2.00%)	3.00	100.00%	0.00%	00:00:21	0.00
34.	pacific county	1 (2.00%)	1.00	0.00%	100.00%	00:00:18	0.00
35.	part gift	1 (2.00%)	1.00	100.00%	0.00%	00:00:00	0.00
36.	power of attorney act	1 (2.00%)	2.00	0.00%	50.00%	00:00:54	0.00
37.	power of attorney act form	1 (2.00%)	1.00	0.00%	100.00%	00:22:13	6.00
38.	power of attorney form	1 (2.00%)	2.00	0.00%	50.00%	00:01:28	0.00
39.	RCW 82.45.197 2017	1 (2.00%)	5.00	100.00%	0.00%	00:02:02	0.00
40.	recording	1 (2.00%)	5.00	0.00%	20.00%	00:03:04	0.00
41.	recording 2017	1 (2.00%)	1.00	0.00%	100.00%	00:00:58	0.00
42.	rental	1 (2.00%)	1.00	0.00%	100.00%	00:00:28	0.00
43.	small estate affidavit	1 (2.00%)	1.00	0.00%	100.00%	00:00:11	0.00
44.	small estates affidavit	1 (2.00%)	1.00	0.00%	100.00%	00:00:17	0.00
45.	superwill	1 (2.00%)	4.00	0.00%	25.00%	00:09:18	0.00
46.	suppressor	1 (2.00%)	2.00	0.00%	50.00%	00:04:17	15.00
47.	suppressor	1 (2.00%)	2.00	0.00%	100.00%	00:00:25	0.00
48.	TOD	1 (2.00%)	8.00	100.00%	0.00%	00:02:17	0.00
49.	transient	1 (2.00%)	2.00	100.00%	50.00%	00:00:11	1.00
50.	Worcester Massachusetts	1 (2.00%)	1.00	0.00%	100.00%	00:01:08	1.00

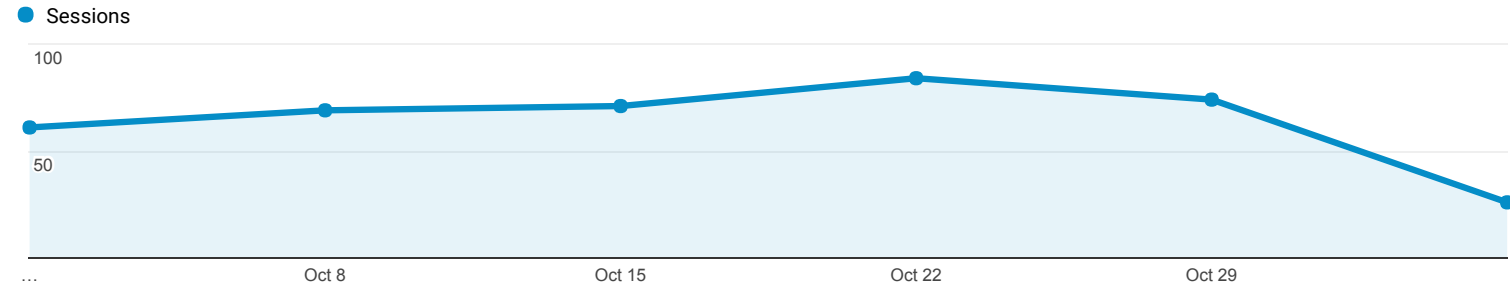
Browser & OS

All Users
100.00% Sessions

Oct 1, 2017 - Nov 6, 2017

Explorer

Summary



Browser	Acquisition			Behavior			Conversions		
	Sessions	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value
	385 % of Total: 100.00% (385)	67.53% Avg for View: 67.53% (0.00%)	260 % of Total: 100.00% (260)	46.49% Avg for View: 46.49% (0.00%)	4.14 Avg for View: 4.14 (0.00%)	00:02:21 Avg for View: 00:02:21 (0.00%)	0.00% Avg for View: 0.00% (0.00%)	0 % of Total: 0.00% (0)	\$0.00 % of Total: 0.00% (\$0.00)
1. Chrome	174 (45.19%)	74.71%	130 (50.00%)	47.13%	4.52	00:02:05	0.00%	0 (0.00%)	\$0.00 (0.00%)
2. Internet Explorer	90 (23.38%)	58.89%	53 (20.38%)	31.11%	5.02	00:03:01	0.00%	0 (0.00%)	\$0.00 (0.00%)
3. Safari	42 (10.91%)	73.81%	31 (11.92%)	59.52%	2.05	00:01:02	0.00%	0 (0.00%)	\$0.00 (0.00%)
4. Firefox	34 (8.83%)	61.76%	21 (8.08%)	50.00%	3.47	00:03:10	0.00%	0 (0.00%)	\$0.00 (0.00%)
5. Edge	22 (5.71%)	54.55%	12 (4.62%)	27.27%	5.55	00:05:02	0.00%	0 (0.00%)	\$0.00 (0.00%)
6. Amazon Silk	10 (2.60%)	0.00%	0 (0.00%)	80.00%	1.70	00:00:55	0.00%	0 (0.00%)	\$0.00 (0.00%)
7. Sogou web spider	5 (1.30%)	100.00%	5 (1.92%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
8. Mozilla Compatible Agent	4 (1.04%)	100.00%	4 (1.54%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
9. Opera	2 (0.52%)	100.00%	2 (0.77%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
10. UC Browser	2 (0.52%)	100.00%	2 (0.77%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)

Rows 1 - 10 of 10

Tab F

Scholarship Application

WSBA REAL PROPERTY PROBATE AND TRUST SECTION FOR 2017 MID-YEAR CONFERENCE

The Real Property, Probate and Trust Section would like to set aside \$10,000 to create a scholarship to allow law students, new and young attorneys, and attorneys working for governments, tribes or non-profit organizations to become involved with the RPPT Section. The Section would like to offer the scholarship to cover the costs of tuition, travel, room and board for the Section's annual Mid-Year Conference held in June, in order that eligible applicants who are interested in becoming more involved in the Section, and who may not otherwise be able to attend the Mid-Year Conference may attend this year's Mid-Year Conference.

Below is full description of the proposed scholarship and application process:

Purpose

In order to encourage law students, new and young attorneys, and attorneys working for governments, tribes or non-profit organizations to become more involved with the RPPT Section, the Section is making a limited number of scholarships available to cover a portion of the costs of attending the Mid-Year Conference. Conference tuition is paid directly to WSBA, and remaining funds will be made available to reimburse the recipient for out-of-pocket expenses such as room and travel costs. Scholarship recipients will receive an expense report form for use in requesting reimbursement that will be paid from Section funds.

Application Process

To be considered for selection, applicants must submit the attached application to the Chair of the RPPT Section along with a brief description of 1.) How the applicant meets the selection criteria, 2.) Why the applicant wishes to attend the Mid-Year Conference, and 3.) A brief statement indicating the applicant's desire to become more involved with the Real Property Probate and Trust Section.

Selection Criteria

Individuals eligible for the scholarship must meet the following criteria:

1. Eligibility. The individual must be:
 - A. An attorney who has been a member of the Bar of any state for 5 years or less;
 - B. A student pursuing a JD or tax LLM who demonstrates a strong interest in pursuing a career in the practice of real property, probate and trust law; or
 - C. An attorney employed by a governmental unit, non-profit organization or Indian Tribe.
2. Member of RPPT Section. An attorney or student who is a member of the RPPT Section, or joins the RPPT Section at the time of application.

3. Financial Need. An attorney or student whose employer does not reimburse for the cost of attending CLEs. If the employer has a policy of paying a percentage of the registration fee, the attorney may be eligible for a partial scholarship for the balance of the Mid-Year tuition and/or travel expenses.

Current members of the Real Property Probate and Trust Section Executive Committee are not eligible for the scholarship.

Selection Process

Applicants who meet the above criteria will be selected by the Chair of the RPPT Section Executive Committee on a first-come-first-served basis after the deadline for applications has passed.

Marketing

The Section will publicize the scholarship in the following ways:

- An announcement made at both the Real Property and Probate and Trust Spring CLEs;
- The RPPT Section Website and Listserv;
- The RPPT Young Lawyers Section liaison will work with WYLD Section to publish announcement among its members; and
- The RPPT Fellows will contact Real Property, Probate and Trust professors at University of Washington, Seattle University and Gonzaga to announce scholarship.

REAL PROPERTY PROBATE AND TRUST SECTION
SCHOLARSHIP FOR
2017 MID-YEAR CONFERENCE
JUNE 9-11, MARCUS WHITMAN HOTEL, WALLA WALLA

APPLICANT INFORMATION

Name: _____

Firm/Company: _____

Address: _____

City, State, Zip: _____

Email: _____

Phone: _____

Please list WSBA No. _____

RPPT Member? _____Yes _____No

I practice Real Property _____ I practice Probate & Trust _____ I practice in both areas _____

Please provide a brief description of the following:

- 1) How you meet the selection criteria listed below;
- 2) Why you wish to attend the Mid-Year Conference; and
- 3) A brief statement indicating your desire to become more involved with the Real Property Probate and Trust Section.

Selection Criteria

Individuals eligible for the scholarship must meet the following criteria:

1. Eligibility. The individual must be:
 - A. An attorney who has been a member of the Bar of any state for 5 years or less;

- B. A student pursuing a JD or tax LLM who demonstrates a strong interest in pursuing a career in the practice of real property, probate and trust law; or
 - C. An attorney employed by a governmental unit, non-profit organization or Indian Tribe.
2. Member of RPPT Section. An attorney or student who is a member of the RPPT Section, or joins the RPPT Section at the time of application.
3. Financial Need. An attorney or student whose employer does not reimburse for the cost of attending CLEs. If the employer has a policy of paying a percentage of the registration fee, the attorney may be eligible for a partial scholarship for the balance of the Mid-Year tuition and/or travel expenses.

Current members of the Real Property Probate and Trust Section Executive Committee are not eligible for the scholarship.

To be eligible for consideration, applications must be received by email to Sarah Macleod at macleods@lanepowell.com, in a PDF or Word format. Please be sure to include this applicant information page, your responses to the questions on the following page, and a copy of your current resume.

Deadline: Applications are due no later than March 31, 2017.

Scholarship winners will be notified by mid-April 2017. If you have any questions, please feel free to contact Sarah MacLeod at 206.223.7721 or via email at macleods@lanepowell.com.